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Product Quoting Tool

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The Product Quoting Tool is an Excel VBA program. The tool accomplishes several tasks in one. A quote for a product, such as a MEDRAD medical injector, can be created while working with someone at a site, giving them a very accurate picture as to how much the product with the selected options is going to cost. This includes not just the equipment, but MAP pricing, and extended region charges. The tool will help limit errors in the order process - it allows "mixing and matching" of features and accessories, but limits the "mixing and matching" to only compatible items. An example of this is ordering the correct ISI cable for the scanning system the site has. The quote that this program creates can also be sent to customer support, and the actual SAP order can be created with all the information created by this program.

SPECIFICATION

The novel features of the Product Quoting Tool are:

A quote can be developed in real time, helping to shorten the sales process and show both the sales rep and the customer exactly what components they are ordering, and at what cost.

The Product Quoting Tool includes all options available to a MEDRAD product, such as the Avanta injector. This includes long range destination charges, MAP pricing (both standard and partnership), install costs, a discount, and any trade-in units.

The summary screen displays all the options and components that are being purchased. The summary screen is broken up into 2 windows. One window displays the items that a discount is being applied to. The second window displays the items that are not eligible for discounting.

When this tool has finished running, the output is placed on a excel worksheet. This allows the quote to be printed, or e-mailed.

The output includes:

site information:

hospital name & address, SAP customer code, contact name, fax number, customer e-mail, and if the unit is a demo unit.

Rep information:

Rep name, rep phone, rep fax, and rep e-mail.

Quote information:

Every component ordered, the components associated catalog number, the quantity ordered, the cost for 1 of those parts (labeled as Extended List), the total cost for that line (that part * the quantity desired; labeled as List Total).

The Total List Price is displayed, which is the total of all the items at list cost.

The discount given for this order. Items such as the install, MAP, and extended location charges do NOT receive a discount.

The Trade-in value (if they are trading out a competitor injector)

The final price (list cost minus all the discounts and trade-ins).

Disclaimers:

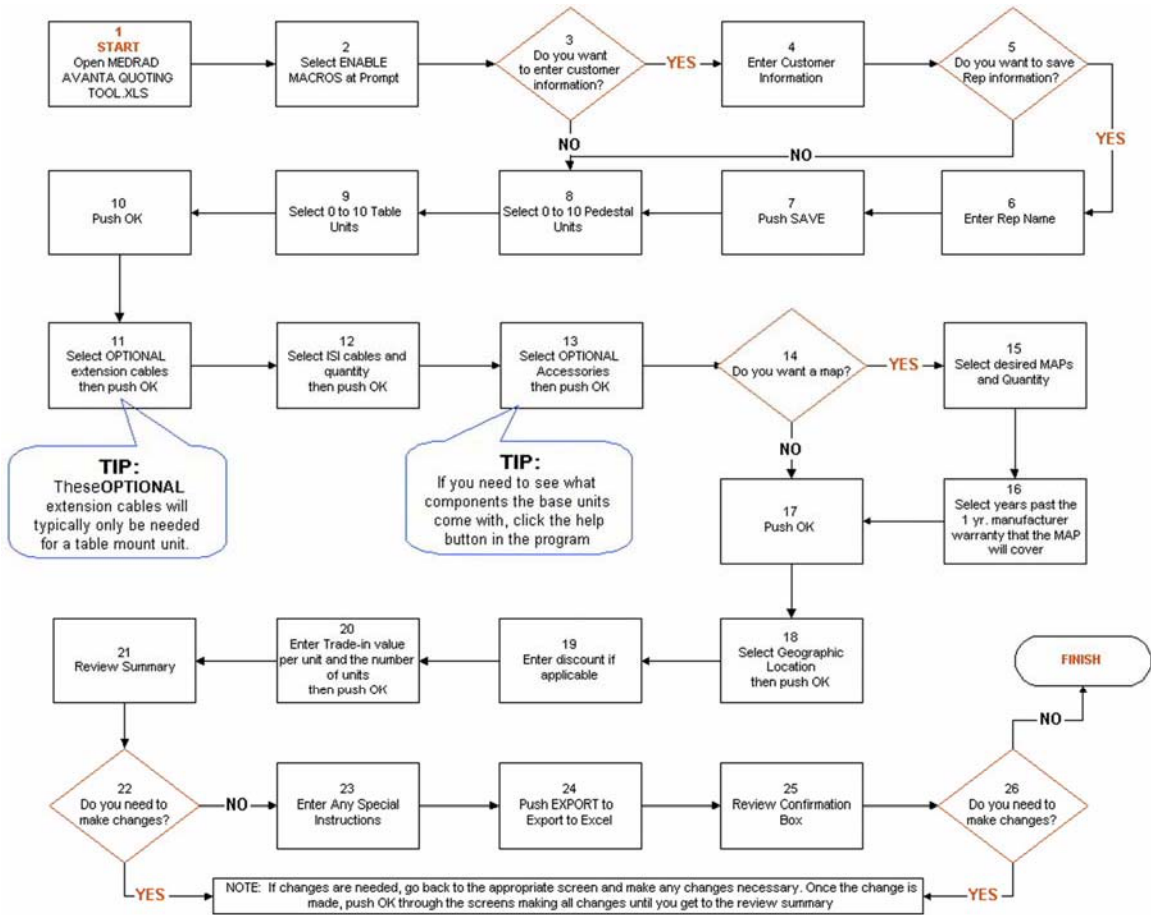
The quote also has a disclaimer stating that this is not the official PO and so MEDRAD reserves the right to change the price that is reflected on this quote.

A second disclaimer that spells out that the discount is applied to only applicable items.

When the program is used to its fullest extent, the output can be e-mailed directly to a customer support representative, and an official PO can be created by all the information that the Product Quoting Tool collects.

Depending on user selections, choices are narrowed so that only compatible items can be selected. For example, if the site has a GE scanner, the sales rep selects the type of GE scanner and only ISI cable(s) that are capable of interfacing with that specific GE scanner are displayed as possible purchase items.

The following images are the actual quoting tool and the training flow chart that walks a user through each screen of the program.



MEDRAD, INC. ✕

Please enter some background information for customer support.

Customer Information

Site Name and Address

SAP Customer Code

Contact Name

Customer Fax Number

Customer E-mail Address

Rep Information

Rep Name

Rep Phone Number

Rep Fax Number

Rep E-mail Address

Use this button to save the Rep info in the program

Screen 1

MEDRAD, INC. ✕

Please enter some background information for customer support.

Site Name and Address

SAP Customer Code

Contact Name

Fax Number

Rep Name

Screen 2

MEDRAD, INC. ✕

Unit Type

MEDRAD Avanta Rack Mount System

<AVA 500 PEDL>

MEDRAD Avanta Table Mount System

<AVA 500 TABL>

Screen 3

MEDRAD, INC.

DCU to Tower Cable Length

- 15 Feet (4.57m) <AVA 500 D15>
- 50 Feet (15.2m) <AVA 500 D50>
- 65 Feet (19.8m) <AVA 500 D65>
- 90 Feet (27.4m) <AVA 500 D90>

Ok

Exit

Head to Tower Cable Length

Power Extension Cable	Communication Extension Cable
<input type="radio"/> 15 Feet (4.57m) <AVA 500 HP15>	<input type="radio"/> 15 Feet (4.57m) <AVA 500 HC15>
<input type="radio"/> 50 Feet (15.2m) <AVA 500 HP50>	<input type="radio"/> 50 Feet (15.2m) <AVA 500 HC50>
<input type="radio"/> 65 Feet (19.8m) <AVA 500 HP65>	<input type="radio"/> 65 Feet (19.8m) <AVA 500 HC65>
<input type="radio"/> 90 Feet (27.4m) <AVA 500 HP90>	<input type="radio"/> 90 Feet (27.4m) <AVA 500 HC90>

Page Break

Screen 4

MEDRAD, INC.

System Mount Options

Pedestal Mount Assembly <AVA 500 A3PED> 0

Table Mount Assembly <AVA 500 TM> 0

Power Cords

North America & Japan <AVA 500 PC110V> 0

International <AVA 500 PC220V> 0

Heat Maintainers

Heat Maintainer Assembly <AVA 500 SYRH> 0

Medium Bottle Heat Maintainer Assembly <AVA 500 BTLH-M> 0

Large Bottle Heat Maintainer Assembly <AVA 500 BTLH-L> 0

Manuals

- Service Manual <AVA 500 SERM>
- Schematic Manual <AVA 500 SCHM>
- English Operations/Installation Manual <AVA 500 ENIM>
- French Operations/Installation Manual <AVA 500 FRM>

Assorted Accessories

- Pressure Jacket (150 ML) <AVA 500 P3150>
- Foot Controller <AVA 500 FTC>
- ISI Conversion Kit <AVA 500 ISI>

Language Conversion Kits

- English
- Dutch
- French
- German
- Italian
- Japanese
- Spanish
- Swedish

Ok

Exit