Engineer to Order

Implementation Price List

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Engineer to Order

Businesses that are Engineer to Order generally employ a large number of engineer and design staff, have few to no manufacturing equipment (CNC, presses, shears etc…). Engineer to Order is entirely built around designing and producing one-off machines or solutions for customers. Often an ETO company begins to form a "Catalog" of products they sell as they start to specialize.

This training program is right for you if you are a business who: primarily purchase your products from other manufacturers for final assembly; have a high ratio of engineering to shop employees; sell product almost always designed specifically to your customer's needs; rarely stock material for common use; order most material on a job-by-job basis; and have project managers who run your projects.

License Pricing

Microsoft Licenses	Monthly Price
Business Central Essentials Full User	$70
Business Central Premium Full User	$100
Business Central Team Member	$8
Dynamics 365 Sales Enterprise Full	$95
Dynamics 365 Sales Professional Full	$65
Dynamics 365 Sales Pro. Attach License	$20
Dynamics 365 Customer Service Ent. Full	$95
Dynamics 365 Customer Service Prof Full	$50
Dynamics 365 Customer Serv. Pro Attach	$20
Dynamics 365 Team Member	$8

Sabre Software Licenses (minimum 10 user)	Monthly Price
Sabre Production Standard per User	$10
Sabre Production Premium per User	$15
Sabre ETO Standard per User	$10
Sabre ETO Premium per User	$15

1 User License required for each Full Business Central User

Optional Hosting	Monthly Price
Full User Hosting	$20
Team Member Hosting	$10
First 30Gb Database Size	$0
Each Additional 10Gb Database Size	$50

Sabre Ongoing Business Excellence	Monthly Price
Full User Business Excellence	$60

1 Support License required for each Full Business Central User

Insight Works	Monthly Price
Warehouse Insights Device	$80
Warehouse Insights License Plating	$125
Warehouse Insights Adv. Inventory Count	$100
Shop Floor Insights 20 User Pack	$225
Shop Floor Insights 50 User Pack	$450
Shop Floor Insights 100 User Pack	$625
Shop Floor Insights 250 User Pack	$1,250
Shop Floor Insights Quality Inspection	$100
Shop Floor Insights Production Scheduler	$125
Insight Works Dynamics Ship Module	$210

Netronic Visual Schedulers	Monthly Price
Per Business Central User (per Module)	$12

1 User License required for each Full Business Central User

Business Central Implementation and Training Prices

Bronze

You are a smaller ETO Manufacturer that has a few assembly tables and technicians. You have no complex manufacturing equipment.

You track everything against projects, and record all time as weekly time sheets. You make a few projects a year, and have almost no inventory that you stock. You purchase entirely to the job.

This is recommended for smaller (under 20 employee) ETO

$35,250 USD
Fixed Fee Implementation

No significant customizations are supported in Bronze projects. Customers must upgrade to Silver or Gold in those cases. No ISV / 3rd Party Addons will be used.

Silver

You are a mid to small ETO assembling larger more complex systems. You have technicians and shop staff. You may have some light job-shop equipment.

You track everything against projects, and want robust shop floor control with labor barcoding. You sell spare parts and other simple items. You have a small amount of stock inventory you need to manage. You purchase mostly to the job.

This is recommended for smaller (20 to 35 employee) ETO businesses.

$55,000 USD
Fixed Fee Implementation

Minor customizations are supported in Silver projects. Customers must upgrade to Gold for more customization. None or 1 3rd Party Addons might be used.

Gold

You are a mid size ETO Manufacturer with some job shop manufacturing. You have technicians and shop staff. You may have some light job-shop equipment.

You track everything against projects, and need robust shop floor control with labor barcoding. You want advanced CRM for tracking opportunities and sales cycles. You have stock and inventory you need to manage. You purchase against multiple jobs, consolidating materials and maintaining safety stocks.

This is recommended for larger (36-75 employee) businesses.

$79,000 USD
Fixed Fee Implementation

More complex customizations are supported, but the cost of customizations must not exceed 15% of the total cost. 2 or more 3rd Party Addons might be used.

Platinum

You are a large ETO Manufacturer with some manufacturing capacity.

You track everything against projects, and need some shop floor manufacturing control with labor barcoding. You want advanced CRM for tracking opportunities and sales cycles. You want barcoded warehouse management for stock. You want Business Intelligence and KPI dashboards,

This is recommended for larger (76+ employee) businesses.

$105,000 USD
Fixed Fee Implementation

Any degree of customizations are supported. Any number of 3rd Party Addons might be used. On-Site time is limited with most delivery being remote.

Monthly: $120/user per Month during training
Fixed Fee projects require customers also purchase monthly project support during the term of the project for the target number of full users expected to go-live with the system

Training Description

Bronze

Quickstart Finance for Business Central
- General Ledger Basics
- Posting Group Concepts & Config
- Standard P&L and Balance Sheet
- Vendors, AP, Vendor Payments
- Customers, AR, Deposits & Cash Receipts
- Taxes Use & Setup
- Bank Account Management and Reconciliation
- Manufacturing Concepts for Accountants – Production Costing, WIP, COGS

Lite Trade for Business Central
- Item Management
- Purchase Quotes, Orders, Receipts
- Requisition Worksheet Basics
- Perpetual Inventory
- Word Template Training Sessions(s)
- Customer Relationship Management

Quickstart Jobs for Business Central
- Job Cards and Job Types
- Job Tasks and Cost Analysis
- Job Templates
- Time Card Entry
- Job Journals and Misc. Costs
- Tracking Purchase Costs vs Jobs
- Allocating Resource Time and Capacity
- ETO Jobs Training

Silver

Same as Bronze plus...

Quickstart Trade for Business Central
- Sales Quotes, Sales Orders, Blanket Orders, Shipments
- Assembly Management and Kitting
- Lots and Serial Numbers
- Report Builder Training Session(s)
- Available to Promise & Capable to Promise
- Trade Form Adjustment Workshops

Standard Jobs for Business Central
- Job Budgets Vs Actuals
- One Job WIP Method (Completed Contract or Percent Complete)
- Alternative WIP Methods
- Job Price Lists
- Advanced WIP functionality Training*
- WIP Worksheet advanced training

Shopfloor Insights Quickstart
- InsightWorks Shopfloor Insights Setup
- Shopfloor Insights Core Training
- Requires purchase of Shopfloor Insights

Quickstart Sales Professional
- Dynamics 365 Sales Professional Starter Training

*Requires purchase of D365 Sales Professional

Gold

Same as Silver plus...

Standard Financial for Business Central
- Sales Prepayments
- Accruals and Deferrals
- Foreign Currency Setup & Use
- Cash Flow and Fixed Asset basics
- Custom P&L and Balance Sheet Training & Coaching
- Dimensional Analysis Overview/Setup

Standard Trade for Business Central
- Bin Management and Warehouse Complexity Level 3
- Variants
- Planning Worksheet for Purchasing (MRP)
- Advanced Item Planning Settings

Quickstart Production for Business Central
- Production Order Processing
- Bills of Material & Routings
- Work Centers & Work Center Capacities
- Firm Planned & Released Production Orders
- Flushing Methods

Platinum

Same as Gold plus...

Premium Financial for Business Central
- Advanced Fixed Assets Configuration Support
- Cost Accounting Training and Setup
- Expense and Revenue Deferrals
- Cash Flow Training and Configuration Support

Standard Production for Business Central
- Planning Worksheet for Production Manufacturing (MPS)
- Routing Link Codes
- Manufacturing Form Adjustment Workshops
- Product Families; Finite Loading

Power BI Dashboard Kickstart
- Choose from: Finance; Production; Sales; Inventory
- Starter Training and Dashboard Adjustments from standard template

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Addons

Setup and Reconciliation of Additional Company	$3,000		EDI Integration	$Call
Setup of additional non-operating co. (EG: Holding Co.)	$1,500		InsightWorks License Plating Setup/Training	$2,500
Custom Check Formatting	$2,000		InsightWorks Warehouse Management Training	$5,000
Custom Dimensions Setup And Training	$2,500		InsightWorks Shopfloor Insights Training	$3,000
Intercompany Setup (2 Companies plus Consolidation)	$5,000		InsightWorks Shopfloor Insights Quality Modules	$2,000
Cash Flow Training and Configuration Support	$5,000		Onsite Discovery/Kick Off (3 Days)~	$5,000
Advanced Fixed Assets Coaching and Configuration	$5,000		Onsite Go-Live Support (3 Days)~	$5,000
Advanced MRP/DRP Management: Location specific Planning and Stock Keeping Units	$6,000		Onsite Pilot Support (3 Days)~	$5,000
Transfer Orders	$2,000		Power BI Starter Dashboard & Adjustment (Choose from Financial, Trade, Production, Sales)	$4,500
Advanced Warehouse Management: Add Warehouse Picks, Put-Aways, Bin Management	$5,000		Dynamics 365 Sales Professional Quickstart	$4,000
Dimensional Analysis/Overview & Setup	$3,000		Dynamics 365 Sales SharePoint Integration	$2,000

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Other Addons

- Microsoft Power BI
- Microsoft Power Automate (Formerly Flow)
- Microsoft Power Apps
- Jet Reports
- Insight Works Shipping
- eCon Product Configurator
- Electronic Funds Transfer
- Microsoft Dynamics 365 Sales
- Microsoft Azure
- And many more...