

# Job Management Software

Integrated Job Management Solution for Sage 100



**jobops**  
job management  
software

# Getting The Job Done Right

## One Business Solution

When your business data is housed in disparate systems, efficiency plummets and the data you need to make strategic business decisions comes too late—compromising your ability to compete effectively.

JobOps is a comprehensive job management solution that works in conjunction with Sage 100 systems, providing an integrated ERP solution that delivers both operational and financial information from a single reliable source.

## Manage Complex Jobs

JobOps Job Management Software is an integrated job management tool for companies that build products, provide installation or perform services. By providing the critical tools needed to manage complex jobs, JobOps allows you to meet customer demands, and have financial visibility and controls so you can be more competitive.

## Adapt To Change

In your business, there are always changes and exceptions. JobOps allows your organization to adapt to real-world changes. Companies that cannot quickly adapt their approach, processes, and procedures will lose to competitors that can.

## Become More Efficient

Rising labor and material costs eat away at your company's profitability. To make money you don't simply have to sell more, you have to work smarter and more efficiently—without wasted time, effort, or expense.

JobOps improves the communication flow between departments by reducing redundancies, minimizing paperwork and delivering management tools that are critical to your success.



It's not enough to simply deliver the product or service your customers order; you've got to deliver it on time, on budget, and profitably. Exceed your customers' expectations—and you might even win the opportunity to do it again.

Sage 100 ERP Business Insights Explorer - Open Work Tickets

File Edit View Data Preview Explore Tasks Tools Help

Setting Standard

Navigation Pane

Preview

- Open Work Ticket Steps
- Sales Orders JobOps
- Sales Order Lines JobOps
- Purchase Order Line Items JobOps
- Scheduling
- Time Tracker Data Entry

Look For: Search In (All Columns) Find Next

Open Work Ticket

Data Grid Chart

Drag a column header here to group by that column

Work Ticket	Customer	Customer Name	Parent Item Code	Description	Orig Bu
0001671-001	01-0001700	CALIFORNIA WINE ASSN	C-SYS-00300	CUSTOM SERVER SYSTEM	
0001672-000	01-0001300	HONEYWALL CORP		ON SITE SERVICE CALL	
0001673-001	01-0001500	LETTERMAN OFFICE SYSTEMS	C-SYS-00100	CUSTOM DESKTOP SYSTEM 100	
0001675-001	01-0001200	ANAHEIM INSTRUCTIONAL CONCEPTS	C-SYS-00400	CUSTOM SMP MEGASERVER	
0001678-001	03-0003200	JONES BUSINESS SYSTEMS	C-SYS-00300	CUSTOM DESKTOP SYSTEM	
0001678-002	03-0003200	JONES BUSINESS SYSTEMS	C-SYS-00100	CUSTOM SERVER SYSTEM	
0001679-000	03-0003000	DULUTH GRAIN ELEVATORS		CONTROL PANEL MALFUNCTION	
0001680-001	03-0003600	TECHWARE, INC.	RPR-VGACO-04696	REPAIR MONITOR	
0001680-002	03-0003600	TECHWARE, INC.	RPR-PRINT-10021	REPAIR OKISON 10021 FUSER	
0001682-001	03-STOCK	IN-HOUSE FOR MAKE-TO-STOCK	SYS-00100	DESKTOP SYSTEM MODEL 100	
0001683-002	03-STOCK	IN-HOUSE FOR MAKE-TO-STOCK	SYS-00300	SERVER SYSTEM MODEL 300	

(Schedule Method <> T) or (Create Level <> I) Filter Builder...

Open Work Ticket Steps

Step Nu	Orig Bud Hrs	Orig Bud Labor Cost	Orig Bud Materials Cost	Revised Bud Hrs	Revised Bud Labor Cost
001	4.00	\$76.80	\$3,861.48	4.00	\$76.80
002	6.00	\$154.80	\$1,845.00	6.00	\$154.80
003	0	\$0.00	\$0.00	0	\$0.00
005	4.00	\$76.80	\$3,861.48	4.00	\$76.80

Open Work Tickets SSS JOB 45 rows 6 rows



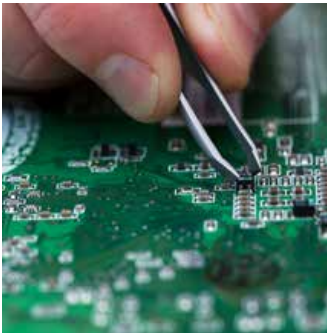
## Real-Time Business Insight

Business Insights Explorer provides a single, user-friendly interface that gives you quick access to business-critical information and related data – all the way down to the individual transaction.

- Get timely access to key business information in a format that easy to use and understand
- Easily apply query, reporting, and statistical analysis to make faster and better decisions for your future
- Share information with others in your organization in a meaningful way

# JobOps

JobOps provides tools to manage the complete job life-cycle—allowing you to operate more efficiently and competitively.



## Estimating

JobOps simplifies estimating to allow you to quickly and easily create accurate quotes.

- Re-use past quotes to speed the creation of new ones
- Combining bills of material, routings, labor, and contracted services to create a detailed cost roll-up
- Automatic update of material costs to reflect recent purchases
- JobOps Product Configurator aids in selecting options and calculating pricing

Step	Description	Start Date	Due Date	Est Hrs	Lbr Budget	Matl/Oth Bgt	Status
000	CUSTOM SERVER SYSTEM	06/15/2010	06/16/2010	00	.00	.00	NEW
001	Configure components			4.00	76.80	3,861.48	HLD
002	Install operating system			6.00	154.80	1,845.00	NEW
003	Install other software			0.00	.00	.00	NEW
005	Testing/Final staging	06/15/2010	06/15/2010	4.00	70.80	.00	NEW
006	Shipping/Packaging	06/15/2010	06/15/2010	2.00	16.50	5.22	NEW
007	Installation (on-site)	06/15/2010	06/16/2010	10.00	216.00	.00	NEW

Hours: 26.00, Labor: \$534.90, Mats/Other: \$5,711.70, Total: \$6,246.60

Item Code	Qty Req'd	CG	PT	Qty Used	Cost	Unit Price
1 BOAPIO-P560	1.0000			1.0000	305.0000	.0000
2 CABIN-01000-SV	1.0000			1.0000	149.5000	.0000
3 DDRIV-00035	1.0000			.0000	77.6100	.0000
4 DDRIV-00080	1.0000			.0000	875.0000	.0000
5 KEYBD-00102	1.0000			1.0000	64.5000	.0000

Description: 500 GIGABYTE DRIVE  
Warehouse: 000  
U/M: EACH  
Disc %: 0.0000  
P/O: 0000266 Vendor: STEVENS SUPPLY  
Req'd Date: 6/25/2010 U/M: EACH  
Ordered: 1.0000 Received: .0000 Invoiced: .0000 P/O Unit Cost: 875.0000  
Total Amount: 450.00

## Sales Orders & Work Tickets

JobOps integration with Sales Order lets you streamline workflow, so that all job information is available from a single source.

- Quickly convert from an approved, detailed quote to a sales order
- Generate work tickets automatically
- Check material availability before release
- Attach product documentation and procedures specific to the job
- Product Configurator automatically creates configured item's pricing

“The software minimizes the number of manual steps performed, allowing our staff to be more productive.”

## Job Planning

JobOps allows you to proactively monitor the status of your jobs, delivering the tools to review, refine and improve estimating and job planning.

- Verification of quote accuracy before production starts
- Determine material availability
- Notify purchasing of shortages
- Check production schedules
- Easily track original versus revised estimates

Step Description	Budget	Current	Projected	Projected Var	% Variance	Per Unit
Revenue	8,645.00	.00	8,645.00	.00	.00	8,645.0000
Labor Cost	534.90	534.96	746.70	(211.00)	(39.60)	746.7000
Inventory	5,356.48	648.00	5,344.98	11.50	.21	5,344.9800
Other Cost	385.22	29.90	385.12	(29.90)	(8.42)	385.1200
Total Cost	6,246.60	1,212.86	6,476.80	(230.20)	(3.69)	6,476.8000
Profit \$	2,398.40	(1,212.86)	2,168.20	230.20	9.60	2,168.2000
Profit %	27.74	.00	25.08			
Hours	26.00	24.50	35.90	(9.90)	(38.08)	35.9000

Hold	Item Code	Qty	Description	Primary Vendor	Unit Cost	Actual Qty to Buy
<input type="checkbox"/>	BOARD-40X266	000	BORG TECH 40X266 MOTHERBOARD	01-BORG	213.5000	20.0000
<input type="checkbox"/>	BOARD-F560	000	BORG TECH F560 MOTHERBOARD	01-BORG	305.0000	0.0000
<input type="checkbox"/>	CABIN-01000-TW	000	CABINET MODEL 2000 TOWER	01-MASTER	0.0000	0.0000
<input type="checkbox"/>	DDRIV-00035	000	16X SPIN CD ROM DRIVE	01-MASTER	77.6100	0.0000
<input type="checkbox"/>	DDRIV-00050	000	50 TERABYTE MEGASTORE	01-COMPAQ	048.0000	0.0000
<input type="checkbox"/>	DDRIV-10012	000	OPTICAL JUKEBOX - 500 PLATTER	01-MASTER	425.0000	0.0000
<input type="checkbox"/>	KEYBD-00300	000	MINDMELD INTRACRANIAL KEYBD	01-STEV	295.0000	0.0000
<input type="checkbox"/>	MEM-128	000	MEMORY CHIP SET - 128 MEG	01-UNITED	220.0000	0.0000
<input type="checkbox"/>	MODEM-1500	000	INTERNAL FAX/MODEM 1.5MBAUD	01-UNITED	150.0000	0.0000
<input type="checkbox"/>	MON BOARD-3400	000	PLASMA DISPLAY CONTROLLER	01-COMPAQ	24.9500	6.0000
<input type="checkbox"/>	MULTI-80909H	000	MSVNC 30 PLASMA MONITOR 25"	01-MASTER	685.0000	0.0000
<input type="checkbox"/>	NIC-3000	000	FIBEROPTIC NETWORK CARD	01-UNITED	329.0000	0.0000
<input type="checkbox"/>	5WR-MSVELL-100	000	MICROVELL NETWORKE 6.0,100 USE	01-UNITED	395.0000	1.0000

## Purchasing

JobOps Component Exception Manager helps analyze your supply and demand for jobs—so you can purchase the right products and materials at the right time.

- Creates dynamic to-do list
- Consolidates purchasing requirements
- Purchase recommendations based on reorder points and minimum order quantities
- Automatically generates purchase orders
- Optimizes cash flow by reducing excess inventory levels

## Costing & Tracking

JobOps gives you real-time management tools to manage your jobs effectively.

- Real-time job status
- Real-time actual costs to date
- Profit analysis for remaining cost projections
- Real-time alerts let you know of potential cost overruns while in production

Step Description	Original Budget	Revised Budget	Actuals	Variance \$	Var %	Scrap Qty/Cost
Hours	4.00	4.00	5.30	(1.30)	(30.00)	
Labor	76.00	76.80	102.71	(25.91)	(33.74)	0.00
Material/Other	3,861.48	3,861.48	660.95	3,200.53	82.98	
<b>Totals</b>	<b>3,938.28</b>	<b>3,938.28</b>	<b>763.66</b>	<b>3,174.62</b>	<b>80.61</b>	

P/O No.	Vendor Name	Description	Req'd Date	Qty Ord	Qty Rcvd	Amount
0000269	UNITED COMPUTERS	OPTICAL JUKEBOX CON.	6/25/2010	1	0	.00
0000266	STEVENS SUPPLY	500 GIGABYTE DRIVE	6/25/2010	1	0	.00
0000266	STEVENS SUPPLY	MSVNC 30 PLASMA MON	6/25/2010	1	0	.00

# Powered By JobOps

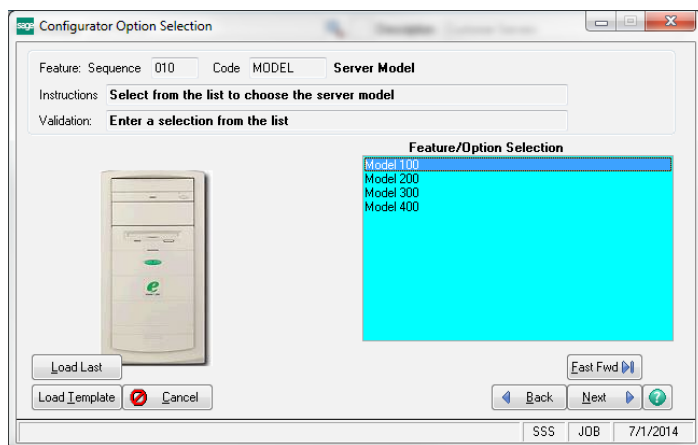
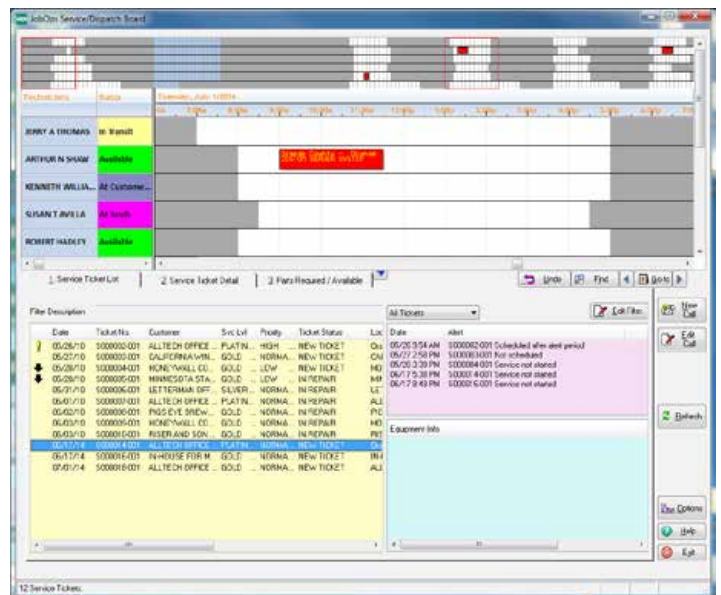


## Field Service & Dispatch

Field Service & Dispatch is a solution for companies that require only field service as well as companies that make or install what they service.



- Quick service ticket creation
- Graphical dispatch board
- Customer contracts, equipment history and warranty tracking
- Automatic generation of preventative maintenance orders
- Track costs against contracts
- Outlook integration
- Dashboard billing



## Product Configurator

The Product Configurator asks simple questions needed to configure your customer's product. The result is a fast, accurate estimate or sales order, a comprehensive bill of material, and the ultimate formula for success.



- Quickly and accurately configure custom product estimates or order
- Creates bill of material and routing information
- Graphical rules-based selection wizard
- Price automatically created based on options selected
- Smart part numbers identify a part's unique features

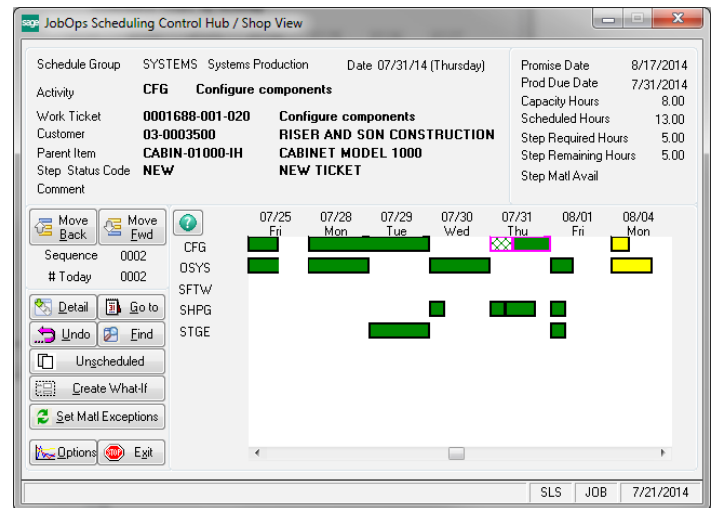
“By leveraging the software, we’ve been able to scale up to meet increased demand — with no growing pains.”



## Enhanced Scheduling

JobOps graphical scheduling tools helps you prioritize your job schedule so you can meet promise dates.

- Quickly confirm capacity
- Capable to promise visibility
- Graphical real-time scheduling lets you see bottlenecks and delays so you can take quick, decisive action
- “What-if” and drag’n drop capability
- Visual warnings alert you to capacity and material constraints
- Management by exception



## Time Tracker

Collect labor and material usage information in real-time.

- Quickly and easily issue parts to the job
- Bar-coding support helps to reduce errors and streamline data entry
- Flexible time entry capabilities
- Optional integration to payroll
- Calculation of overtime and allocation to work tickets



# Manage for Success

JobOps combines powerful job management and financial management in one cohesive solution. The JobOps and Sage Software partnership delivers an efficient, effective, and reliable business management solution allowing you to manage for success.



## JobOps—One Solution

JobOps, along with the industry-leading Sage 100 software, delivers operational and financial information from a single, powerful source. JobOps is the cohesive solution that can enhance your company's work-flow, increase its productivity and maximize its profitability. Sage 100 must be installed to use JobOps; please refer to the JobOps specifications for more details.

## The Right Partnership

JobOps is specifically designed to enhance job management for the Sage 100 software solutions. Sage 100 systems are the industry leading business management software solutions for small to mid-sized companies. Its functionality includes core accounting, e-commerce, project accounting, business intelligence tools, CRM, HR, payroll, and wholesale distribution. Sage 100 systems are recommended by more CPAs and are the business management solutions of choice for over 75,000 organizations.

