

# Custom Products Manufacturing

Increases the profitability of your custom jobs by providing accurate up-front cost estimates, reducing configuration time and coordinating all related activities

Custom Products Manufacturing helps you plan and control make-to-order and engineer-to-order products. You can price custom products by having retail prices established and, as the custom product is configured, roll up the retail prices for a final sales price, OR you can price custom products based on accumulating the component costs and applying a mark-up. You can easily estimate and track job costs, schedule production, control inventory and purchasing, manage your job configurations and improve customer order processing. You can respond quickly to quotation requests and customer inquiries, improving customer service. You can promise valid delivery dates based on availability of material, and meet your promises using Fourth Shift to coordinate purchasing, manufacturing and shipping activities.

## User Benefits

### Improve job cost estimating

Custom products can be configured on-line, with automatic calculation of estimated costs, so you can provide immediate and accurate prices to customers. You can easily assess the cost and schedule impact of using alternate operations and substitute materials.



Then print the estimating paperwork for review purposes, or generate a spreadsheet file for further manipulation.

### Reduce the time for job configuration

Jobs can be quickly configured using option selection or by copying a previously saved order. Using the copy order feature, for example, you can define templates of common configurations and then modify a configuration for a specific job. Using the option selection feature, you can define common material and operations and then select the ones that comprise the configuration. You can easily assess the cost and schedule impact of changes to the configuration.

### Manage all job-related activities and track job status

Fourth Shift highlights the recommended actions to complete jobs on schedule, so that manufacturing, purchasing and shipping activities are coordinated. You can even manage special purchases and outside operations related to a job. Custom Products Manufacturing tracks every job from quotation through release, work in process, inventory and shipping, so that you can quickly respond to inquiries about job status.

### Track actual versus estimated job costs

Actual costs are accumulated based on purchases, labor and material issues for each job. You can quickly

obtain actual versus estimated costs in summary or detailed format, determine costs to complete an order based on remaining work, and revise your cost estimates.

## Features and Functions

Fourth Shift Edition Custom Products Manufacturing allows you to configure custom products, estimate costs and schedules, control manufacturing activities related to the order, track job status and compare actual versus estimated costs. You can easily perform the following tasks:

- Enter an order for a custom product using Fourth Shift Edition Order Entry. An order can be entered as a quote or as a released order
- Configure the custom product by direct definition, option selection, or by copying and modifying a previous order
- Define the components of a custom product, maintain a job configuration and generate the shop forms to manufacture the custom product. You can add extended text messages that can be printed on invoices and order acknowledgments if specified in Accounts Receivables
- If you are using the Material Requirements Planning (MRP) module and master scheduling custom product components, the system will directly associate the master schedule with the custom product component demand, and the customer order line item(s) will be displayed on the Master Schedule Maintenance window
- You can use the options selection feature to configure a custom product if the configuration information has been defined in the Bill of Resources module. Options may reflect the sales catalog, actual material or possible operations
- Estimated job costs are automatically calculated and displayed based on the components in the configuration. Components may include normal material, tools, phantoms, special purchased items and outside operations, and the routing for the custom product.

Two methods are provided to calculate a suggested price: roll up the established component prices or apply a markup to the rolled up component costs. You can print estimating information and also generate a spreadsheet file for manipulating your estimate data.

- After defining the job configuration, you can plan and control the related manufacturing activities using Fourth Shift Edition Purchasing and Manufacturing Order Management.
- Work in Process summary reports, Custom Product WIP reports and Custom Product Inventory reports provide shop floor and finished goods inventory valuations and can be used by material managers for inventory control, shipment personnel for what's available, and by accounting for reconciling the G/L to custom product inventory.

**Fourth Shift Edition custom products manufacturing uses information from the following fourth shift applications:**

- Bill of Resources, for defining product structures and configuration information used in option selection
- Inventory Control, for defining item information, planning parameters, inventory balances, costs and resources such as work centers
- Manufacturing Order Management, for identifying recommended manufacturing actions, checking material shortages, issuing material, reporting labor, tracking orders and calculating replenishment requirements based on order points. It provides a summary of actual versus estimated costs for material, labor, overhead and outside processing. You can estimate costs to complete a job based on the remaining work, enter revised estimates, and generate a spreadsheet file of estimate data.
- Purchasing, for identifying recommended purchasing actions including special purchases and outside operations. Purchasing is also used for maintaining vendor information, and printing and tracking purchase orders.

- Material Requirements Planning, for calculating a time-phased-manufacturing plan, generating action messages and assessing the supply/demand of material and resources
- Order Entry, for entering customer orders for custom products, tracking the order backlog, and shipping and invoicing completed jobs. You can review the customer item information for all items ordered by a particular customer, including information about previously saved orders, and add or change customer item information
- As a result of issue/receipt transactions and variances related to custom product orders, financial transactions are automatically created for updating the general ledger