

ABC Company
Technical Specification Document
6-Sep-01

Rank each requirement as to importance: 3=essential to operate; 2=would use if available; 1=may use in future; 0=not needed

MODULE	REQUIREMENTS	RANKING	RATE
Quoting	Ability to create quote from standard "template"	2	
	Ability to copy one quote to another	2	
	Ability to create quote from previous job	2	
	Ability to select part revision level when entering quote	1	
	Detail raw material costs by piece based on previous cost or ability to enter estimated cost	3	
	Detail estimated labor costs by labor hr. and std. labor rate (or labor rate per product line)	3	
	Detail estimated subcontract operations costs	2	
	Ability to enter estimated miscellaneous charges	2	
	Ability to "break out" tooling & development costs	2	
	Record price breaks per quantity ordered	2	
	Develop Time & Material quotes when applicable	2	
	Ability to analyze "missed" quotes to evaluate "why" we didn't get the job	1	
	Record customer part number (drawing)	2	
	Add internal notes regarding assumptions used in developing quote	2	
	Create electronic link from quote or part to part drawing (AutoCad Mechanical Desk Top)	1	
	Maintain database for easy location of past quotes	2	
	Link quotes to resultant customer sales order	3	
	Print quote worksheet	3	
	Print quote aging report to facilitate follow-up	2	
	Print estimated vs. actual for "captured" quotes	2	
	Allow for e-mailing quote to customer	2	
	Record who quoted job	2	
	Ability to purge old quotes	0	
	Quote promised date can take into account current shop load	1	
	"What if" ability to determine impact of taking new orders on shop load	0	
	Remote access to do quotes from road	2	