

Hydraulic Selection & Quotation System



Quotation
www.QUOTESOFTWARE.COM

"The Lamborghini of Quotation Systems"

Features & Benefits:

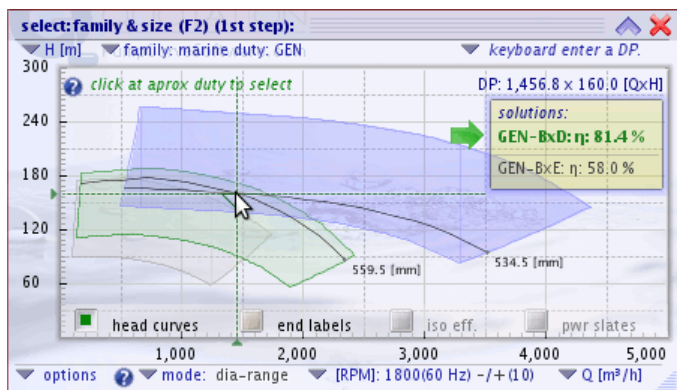
- bespoke programming for complex products.
- focus on industrial engineered products such as pumps, valves, motors, fans, hoists & cranes.
- generic module for standard products.
- connect to your ERP for sales order upload.
- BOM configurator and ERP upload.

CONTINUE ▶

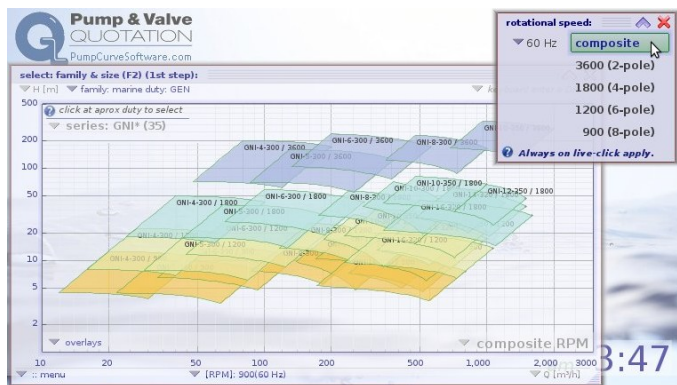
The advertisement features a screenshot of the Quotation software interface. The interface includes a sidebar with navigation options like 'Home', 'New Quotation', 'Open Quotation', 'Print Quotation', and 'Export Quotation'. The main area displays a graph with multiple data series, likely representing hydraulic performance curves. The graph has a y-axis ranging from 0 to 100 and an x-axis ranging from 0.0 to 1.0. A red arrow points to the right, indicating a 'CONTINUE' button.

Toronto & Singapore

2014 January 24



Hydraulic Tombstone Chart (interactive)



Speed Composite Tombstone Chart (interactive)

[logarithmic scales]

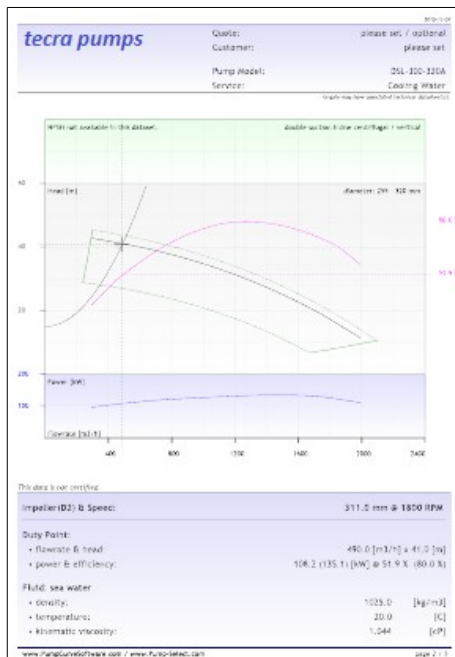
Hydraulic Selection

We specialize in software that works with centrifugal pump curves and addresses the product selection & quotation process. We take our base system, we further build on it with screens tailored to your products, your needs, and how you want to do business.

The PCS™ system runs in any browser and includes advanced curve fitting and calculus to accurately present your pump products; and evaluate: ideal trim, variable speed, viscosity adjustment, and torque. The system may be deployed at the corporate website and/or as desktop standalone.

Our system implements a click-able interactive tombstone chart for selection; in addition to traditional methods (such as keyboard entry). Countless features are available to narrow the selection process to ideal solutions and to customize the printed media materials (PDF).

We have significant experience in the area of pumps, hoists, motors, heat exchangers, cranes, valves and fans. As consultants, we have been in business for 20 years and have cultivated expertise specific to the product selection & quotation process and we can bring that experience to your company.



Customer and Duty Specific
Performance Graphs

[quote/media materials]



PDF Output

The Sales Process

The sales process is comprised of a number of steps that varies somewhat from one pump manufacturer to another. We understand how all these steps work together and focus on improving the efficiency of this overall process.

The overall sales effort involves different departments: sales, engineering & production. Systems that help integrate these departments enhance productivity.

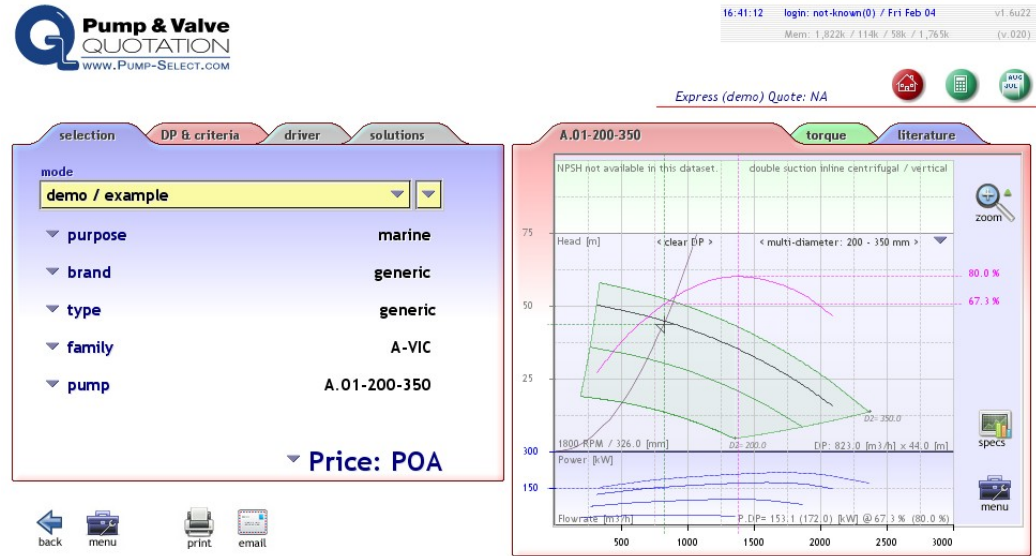
Our system is modular, in that we can readily deploy a complete system or only certain components. If your company already has software for some parts of the sales process, we can still add value in integrating the functionality that you may not already have. The system can optionally integrate a persistent quote repository and quote manager.

Key Steps to a Sales Order

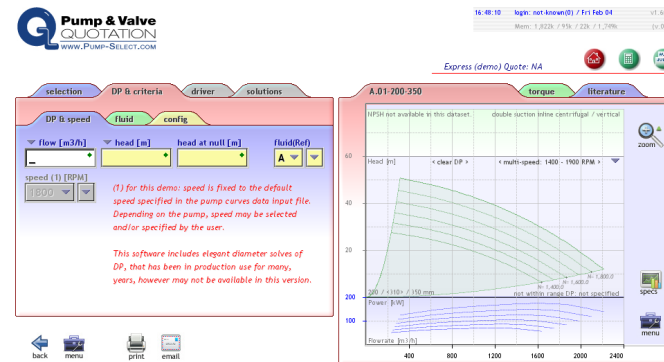
- Hydraulic Selection.
- Configuration & Quotation.
- BOM Generation & ERP Upload.

Key Graphs

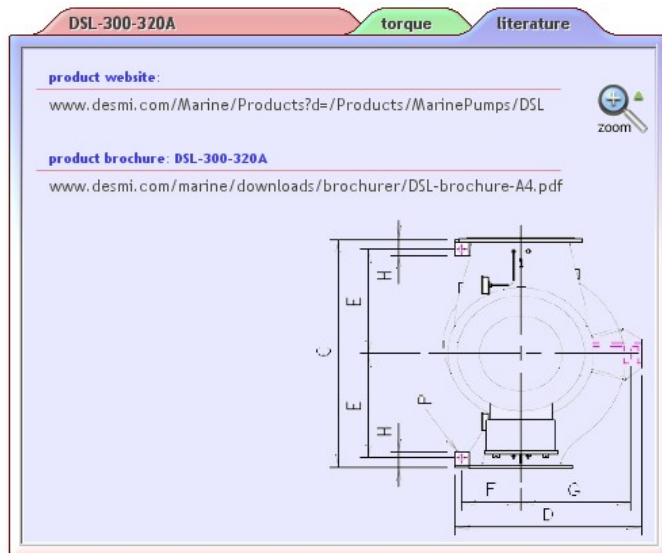
- min-max diameter hydraulic coverage.
- different variable speed graphs.
- **tombstone chart**: displays multiple pumps on a single graph.
- head vs. flow at different temperatures on a single graph.
- torque vs. speed



The screens of any given system are entirely customizable.



Multi Speed View



Drawings and Hyper-links
are readily included.

Note: Although we are a software development company, we have engineering degrees covering chemical, mechanical & electrical. We are happy to learn and include any specialty mathematics for sizing and selection.

Key Features

- **Java™ based system:** operates equally as well connected to the Internet or as standalone (*so you can take it on the road to the client's site*). The system seamlessly integrates auto-synchronization with the server when Internet / network connected. Manually importing / exporting for synchronization is not required.
- **One compatible version:** runs the same on Windows, Apple, Linux & UNIX, all with the same program.
- **Tailored & Customized:** incorporates tailored screens specific to your pump products.
- **Connected:** as a tailored software product, we can include a database connection to your corporate ERP / SQL system to directly upload quotes as sales orders (via ODBC).

Product Matrix

hydraulic selection (graphical & keyboard) (PCS™ TombStone chart)	quote generation (quote management) (pricing & configuration) (user accounts)	BOM generation & ERP connection
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evaluator-interested / website-visitor
(general / for corporate website)



outside sales
(reps, distributors, buyers)



internal mfg-sales
(internal)



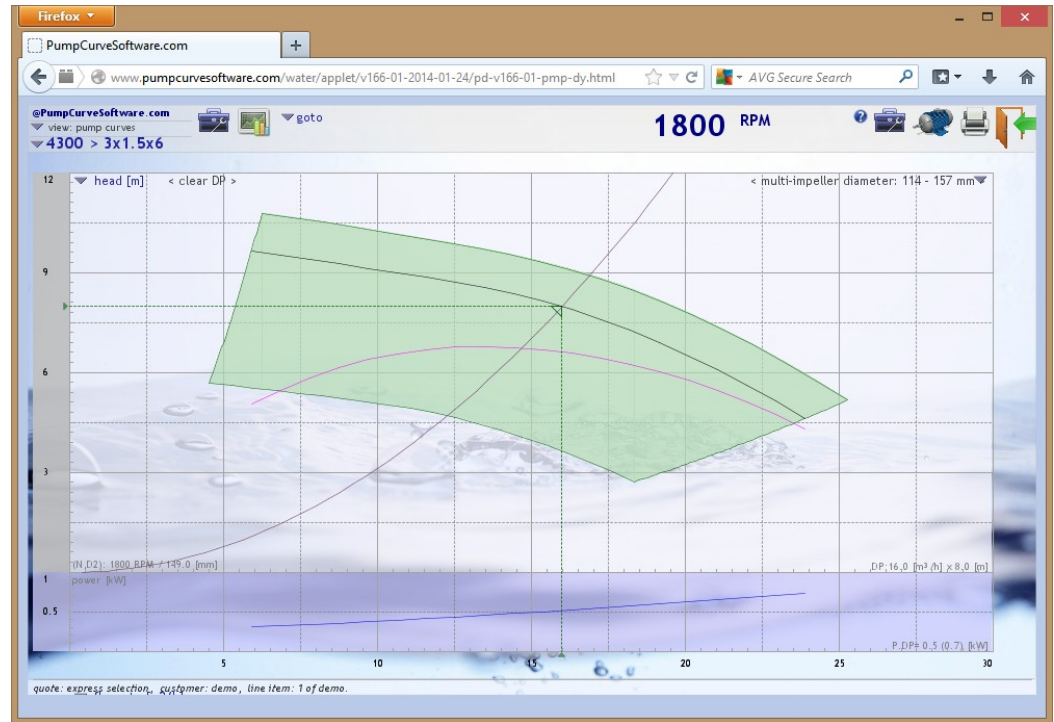
Contact Us:

Pump Curve Software .com

Toronto, Canada

T: (416) 524.6371

sales@PumpCurveSoftware.com



Running on Windows 8

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