

## Secure the highest number of deals while staying profitable.

Company information is extremely important and valuable. While the printing industry spends millions of dollars on IT, they somehow fail to use the added value of information control.

Everyone should be able to access information at any given time. How? With a Management Information System (MIS), the ultimate solution for successfully facilitating access to a wide-range of integrated data sets.

- What is your exact hourly cost rate?
- How many unconfirmed quotations do you have?
- Who and what are the most profitable clients/job types?
- How does your revenue stream stack up?
- How effective are your sales representatives?
- How can you control your business process and production workflow?

Precisa MIS is a key tool in control information for the printing industry. With Precisa MIS, you will gain better control over your company, achieve goals faster and beat your competitors, all by allowing your active members to benefit from their time.

Precisa MIS allows you to save your business information sources in one practical system. With one customer data available in one place and report analysis, you can get accurate cost estimations and quotes, as well as manage, track and compare your cost estimation to your print production.

Get a new, fresh perspective with Precisa MIS by getting the facts you need to make important decisions in cost estimation and production processes, with complete tracking information. The range and depth of modules were designed using a straight process line with internal workflow assessments.

## Modules and functions tailored to printing plants

### ✓ Cost Estimation

Precisa MIS has estimating modules with an integrated imposition feature, which flawlessly calculate the lowest possible method of printing jobs.

### ✓ Quotation

Determine your exact profit margin from any quotation by using Precisa MIS, and proactively answer your customer's inquiries in less than 3 minutes.

### ✓ Job Tracking

Verify, monitor and gain total control over works-in-progress with the Precisa MIS visual tracking module.

### ✓ Production

Precisa MIS gives you the ability to assess and control the workflow effectively.

### ✓ Invoicing

Generate invoices directly from the data entered in your quotation. Upon job completion, Precisa MIS creates invoices and shares them with your financial department.

### ✓ Delivery

Generate partial and full delivery notes with a streamline delivery system, and keep your clients notified about the production status and delivery dates.

### ✓ Customer Retention

With comprehensive reports, you can stay informed of your active and inactive clients, giving you easy access to customer history.

## Why should you implement Precisa MIS?

- ✔ Get accurate cost estimation in seconds!
- ✔ Accurate time estimation
- ✔ Calculate and compare costs and prices
- ✔ Respond to clients faster
- ✔ Control and plan workflow better
- ✔ Reduce errors
- ✔ Generate imposition layouts
- ✔ User-friendly & minimum input requirements
- ✔ Open architecture
- ✔ Save time and money!
- ✔ Measure the amount of labor involved in a job
- ✔ Streamline delivery processes
- ✔ Improve quotation speed
- ✔ Optimize production control
- ✔ Reduce waste levels
- ✔ Improve customer service quality
- ✔ Maximize sales force effectiveness by controlling unclosed quotations.

## Quality, Time, Cost.

The strength of an organization depends on its ability to handle various types of data. Traditional methods of production control, time management and Manual cost estimation no longer work in a competitive environment. Valuable information often gets ignored by employees as a result of low management control.

It is important to choose the right tools to assess your results!

Function	Current traditional approach	Precisa MIS
Data entry	Human error possibility	Multiple verifications are made at all levels
Quotation generation	Manual quotation requires experience	Improve speed of quotations based on real cost or price list
Imposition - Optimization	Manual optimization requires experience	Automated
Cost estimation	Exact cost estimation is not available	Automatic and accurate cost estimation based on multiple scenarios
Time estimation	Very rough time estimation	Automatic and exact time estimation
Client centric	Excel sheets	All note, activities and interactions are logged within the system
Modification of quantity in quotation	New calculation is required	Automatic - immediate results are obtained
Modification of paper desired	Manual search and new calculation required	Automatic - immediate results are obtained
Change of printing machine	Manual - requires recalculation for each scenario	Automatic with multiple scenarios
Number of quotations issued for a client	Manual - additional resources and time required	Automatic search with additional account information
Number of quotations vs. closed deals	Very difficult to manage	Easily track and maximize sales closures
Total value of job runs on a specific machine	Manual - additional resources and time required	Automatic reporting with additional information
Number of jobs booked on a specific machine	Manual - additional resources and time required	Automatic reporting with additional information
Status and job progress	Manual - additional resources and time required	Automatic reporting with additional information
Status of machine	Manual - additional resources and time required	Automatic reporting with additional information
Real cost vs. estimation	Manual - additional resources and time required	Automatic and accurate
Time log per task	Manual - additional resources and time required	Automatic and accurate
Productivity of operator	Very difficult to manage	Automatic and accurate
Monitor full and partial delivery	Very difficult to manage	Automatic and exact delivery time estimation
Delivery control	Very difficult to manage	Simplify and reduce delivery lead times
Impact of salaries increase on job costs	Roughly calculated	Calculates the exact number of man hours and staff wages in your quotations
Cost analysis of new equipment	Exact equipment depreciation is not available	Automatic and accurate
Stock management	Additional search required	Automatic stock evaluation