

## Product Specifications



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## Introduction

Founded in 1981, Quote & Print is the largest and best-known Print ERP software in Australian and increasingly in the Asia/Pacific region. Q&P Cloud is the result of over 40 years experience in providing management software for the Printing and Packaging industries. It is offered as a cloud-based software solution designed for the next 20 years using the latest technologies and accessible from highly reliable Microsoft Azure data centers. Q&P partners with local print consultants providing a total solution, including installation, modifications, training & ongoing support.

### Quote & Print Cloud

Q&P Cloud is designed on a modular basis, enabling companies to purchase the complete package or just the relevant modules for their scale of business and budget. An organization can start with the most required modules and progressively add modules and users as required, seamlessly.

Q&P Cloud aims to meet the growing and changing needs of the Printing & Packaging industries for companies with 1 to 500 employees. The Q&P Cloud solution is provided as Software as a Service (SaaS), with rental based on software module pack and number of users.

Q&P Cloud ERP streamlines processes for:

- Sheet Fed Printers
- Digital Printers
- Label Printers
- Continuous Printers
- Wide Format Printers
- Packaging Printers



### Benefits

Using a cloud-based software solution provides access and information anytime and anywhere. It also saves about 30% in IT infrastructure costs by not having to invest in and maintain an expensive Local Area Network. Our Q&P Cloud Mobile App, for both iOS & Android, comes in handy when you need to do on-the-spot estimations to meet your client needs. With direct connectivity to your Q&P Cloud backend services, the Mobile App supports many functions at your convenience.

### Modules

- Quotes
- Jobs
- Workflow
- Employee/Machine Times
- Deliveries
- Invoicing
- CRM
- Ordering
- Stock Control
- Scheduling
- Shop Floor Management
- Mobile Apps
- Data Import/Export
- APIs
- Accounting Connect
- Web2Print Connect
- Zapier Connect

## Quotes (Estimating)

Home Quotes

Add New Quote Back To Search Close

Quote Number: 140649 Customer: DRHALITH Customer Name: Dr.Halith  
 Contact: DRHALI Sales Rep: DT Date: 02/03/2022 Order No:   
 Previous Quote No: 140647 Version: Charge Code: Customer Reference:   
 QA Notes: Tracking ID: 140649 Estimator: AN Department: -- Select -- Our Reference:

Dr.Halith / Leaflets [80gsm] [4+4]

Product Group: Offset Products Product Item: LEAFLET OFST Quote Type: Leaflets  
 Product Type: Leaflets Title: Dr.Halith / Leaflets [80gsm] [4+4] Workflow: Offset  
 Product Range: -- Select -- Finished Size: A4 W: 210 D: 297 Tax: NON CRH: Charge  
 Product Set: -- Select -- Quantities: 10000 0 0 0 0 Markup: MK15 Discount%: 0  
 Stock for Price List: CRH Status: Submitted

Digital Proof: 100 Designing: 0

Flat Size: A4 Width: 210 Depth: 148 Grain: Either Sides: 2 Paper: Gloss Art Paper GSM: 80 Description: Leaf Bleed: Front Colours: INK4COLR Front Extra: VARNGLWB VARNMTWB Back Colours: INK4COLR Back Extra: VARNGLWB VARNMTWB Addons:

Finishing:  Cross Folding  Bank Charges  Channel Creasing  Delivery  Gum Tape  Kraft Paper 70gsm 42 x 54

Calculate Templates Bid Screen Save Letter Worksheet Manage Buyin Manage Stock Files (0) Manage RFQ Quote to Job

|                      |
|----------------------|
| 10000                |
| Bid 44500.00         |
| Cost 37518.69        |
| Gross Profit 6981.31 |
| Markup % 18.61       |

Leaf Finished Size 210 by 297 mm (A4)  
 Printed CMYK Colours on the front, CMYK Colours on the back on 80gsm Gloss Art Paper

Section Calculation Result

Width: 210 Depth: 297 Grain: Either Number Up: 2 Method: WT Bleed:  Double Cut:  Generate

| Select | Machine | Stock    | Number Up | Method | P/L | Cost    |
|--------|---------|----------|-----------|--------|-----|---------|
|        | GTO     | GAP100NA | 2         | WT     | P   | 3759.00 |

Bid Details

| ID                      | 250      | 1000   | 10000       | 0       |          |         |       |          |          |               |   |      |
|-------------------------|----------|--|-------------|---------|----------|---------|-------|----------|----------|---------------|---|------|
| Line Item               | Section  | Code   | Description | Sub     | Quantity | Inv     | Cost  | MP%      | Sub Cost | EC            | # | Item |
| COVER - 4 - PP          | MA8250M  | Art Board Matt 250gsm 25 x 40 MAKE READY 635 x 1016 mm 250 gsm | 75,000      | SHT     | 0        | 2962.50 | 18.95 | 3528.89  | 1        | PRESSMATERIAL | 1 | PREC |
| COVER - 4 - PP          | MA8250M  | Art Board Matt 250gsm 25 x 40 RUN 635 x 1016 mm 250 gsm        | 26,000      | SHT     | 0        | 1027.00 | 18.95 | 1222.62  | 1        | PRESSMATERIAL | 1 | PREC |
| COVER - 4 - PP          | INK4COLR | CMYK Colours   | 0.022       | kg      | 0        | 22.00   | 14.18 | 25.12    | 1        | INKCHEM       | 1 | PLAT |
| COVER - 4 - PP          | INK4COLR | CMYK Colours   | 0.022       | kg      | 0        | 22.00   | 14.18 | 25.12    | 1        | INKCHEM       | 1 | PREC |
| COVER - 4 - PP          | PLATSMAL | Plate Making for SMAL  | 4,000       | NOS     | 1        | 995.00  | 14.19 | 1136.11  | 1        | PREPRESS      | 1 | OFFS |
| COVER - 4 - PP          | PLATSMAL | Plate PVA/SM 605 x 745   | 4,000       | NOS     | 0        | 2160.00 | 14.19 | 2466.55  | 1        | PLATE         | 1 | FORM |
| COVER - 4 - PP          | CUTFRAP  | Cutting - Paper MAKE READY                                     | NR          | 0.000   | 0.25     | 300.00  | 14.19 | 342.58   | 1        | PRECUT        | 1 | FORM |
| COVER - 4 - PP          | CUTFRAP  | Cutting - Paper CUT 2 OUT 635 x 508 mm                         | NR          | 1,000   | 0.03     | 18.00   | 14.17 | 20.95    | 1        | PRECUT        | 1 | FORM |
| COVER - 4 - PP          | SMT4     | Speed Master 74 MAKE READY                                     | NR          | 0.000   | 0.2      | 1500.00 | 14.19 | 1712.88  | 1        | OFFSET        | 1 | FORM |
| COVER - 4 - PP          | SMT4     | Speed Master 74 RUN 2 UP COMPLETE WORK & TURN 2 PHASES         | NR          | 100,000 | 0.1      | 750.00  | 14.19 | 856.44   | 1        | OFFSET        | 1 | FORM |
| COVER - 4 - PP          | SMT4     | Speed Master 74 WASH   | NR          | 0.000   | 0.2      | 1500.00 | 14.19 | 1712.88  | 1        | OFFSET        | 1 | FORM |
| COVER - 4 - PP          | LAMGLDS  | Lamination Film Gloss 12"                                      | NR          | 64,000  | m        | 352.00  | 14.19 | 461.96   | 1        | FINMATERIAL   | 1 | FORM |
| COVER - 4 - PP          | CYLINDR  | Cylinder MAKE READY  | NR          | 0.000   | 0.75     | 375.00  | 14.19 | 428.22   | 1        | FINMACHINES   | 1 | FORM |
| COVER - 4 - PP          | CYLINDR  | Cylinder RUN 2 UP 1 SECTION 635 x 508 mm                       | NR          | 50,000  | 0.01     | 500.00  | 14.19 | 570.90   | 1        | FINMACHINES   | 1 | FORM |
| COVER - 4 - PP          | LAMGLDS  | Lamination Thermal Gloss 12" MAKE READY                        | NR          | 0.000   | 0.25     | 125.00  | 14.19 | 142.74   | 1        | FINMACHINES   | 1 | FORM |
| COVER - 4 - PP          | LAMGLDS  | Lamination Thermal Gloss 12" RUN 2 UP 1 SECTION 508 x 635 mm   | NR          | 100,000 | 0.03     | 16.67   | 14.16 | 19.03    | 1        | FINMACHINES   | 1 | FORM |
| COVER - 4 - PP          | TRIM     | Trimming MAKE READY  | NR          | 0.000   | 0.25     | 300.00  | 14.19 | 342.58   | 1        | FINMACHINES   | 1 | FORM |
| COVER - 4 - PP          | TRIM     | Trimming TRIM 2 OUT 420/297                                    | NR          | 6,000   | 0.2      | 60.00   | 14.20 | 68.52    | 1        | FINMACHINES   | 1 | FORM |
| PAGES 4 COLOUR - 8 - PP | MAR100M  | Art Paper Matt 100gsm 24 x 36 MAKE READY 609 x 914 mm 100 gsm  | 375,000     | SHT     | 0        | 5512.50 | 18.95 | 6597.12  | 1        | PRESSMATERIAL | 5 | PREC |
| PAGES 4 COLOUR - 8 - PP | MAR100M  | Art Paper Matt 100gsm 24 x 36 RUN 609 x 914 mm 100 gsm         | 255,000     | SHT     | 0        | 3748.50 | 18.95 | 4458.84  | 2        | PRESSMATERIAL | 5 | PREC |
| PAGES 4 COLOUR - 8 - PP | INK4COLR | CMYK Colours   | 0.220       | kg      | 0        | 220.00  | 14.19 | 251.22   | 1        | INKCHEM       | 5 | PREC |
| PAGES 4 COLOUR - 8 - PP | INK4COLR | CMYK Colours   | 0.220       | kg      | 0        | 220.00  | 14.19 | 251.22   | 1        | INKCHEM       | 5 | PREC |
| PAGES 4 COLOUR - 8 - PP | PLATSMAL | Plate Making for SMAL  | 40,000      | NOS     | 10       | 9950.00 | 14.19 | 11361.12 | 2        | PREPRESS      | 5 | PREC |
| PAGES 4 COLOUR - 8 - PP | PLATSMAL | Plate PVA/SM 605 x 745   | 40,000      | NOS     | 0        | 2160.00 | 14.19 | 2466.55  | 2        | PLATE         | 5 | PREC |
| PAGES 4 COLOUR - 8 - PP | CUTFORM  | Cutting - Forms MAKE READY                                     | NR          | 0.000   | 1.25     | 1500.00 | 14.19 | 1712.88  | 2        | PRECUT        | 5 | PREC |
| PAGES 4 COLOUR - 8 - PP | CUTFORM  | Cutting - Forms TRIM 2 OUT 596/420                             | NR          | 20,000  | 0.85     | 280.00  | 14.19 | 445.19   | 2        | PRECUT        | 5 | PREC |
| PAGES 4 COLOUR - 8 - PP | CUTFRAP  | Cutting - Paper MAKE READY                                     | NR          | 0.000   | 1.25     | 1500.00 | 14.19 | 1712.88  | 2        | PRECUT        | 5 | PREC |
| PAGES 4 COLOUR - 8 - PP | CUTFRAP  | Cutting - Paper CUT 2 OUT 609 x 457 mm                         | NR          | 5,000   | 0.15     | 90.00   | 14.19 | 102.77   | 2        | PRECUT        | 5 | PREC |
| PAGES 4 COLOUR - 8 - PP | SMT4     | Speed Master 74 MAKE READY                                     | NR          | 0.000   | 1        | 1400.00 | 14.16 | 1719.81  | 1        | OFFSET        | 5 | PREC |

The Quotes module features the setting up of all master data relevant for the estimations and allows a user to process hundreds of combinations to find the best cost plan to produce the required product. While a user with a basic knowledge of estimation can move forward with the simple One Screen Quoting System, an advanced mode provides for more experienced users to vary all relevant parameters.

Q&P Cloud estimating covers all sections of the industry, be it Offset, Digital, Labels, Continuous, Price List Items, Envelopes, etc. The system's Document Designer allows users to design the Quote Letter and Quote Worksheet formats as per your organisation's specific requirements, which can then be printed or emailed.

One Screen Quote and Quoting Templates assist speedy quote calculations for:

- Flat Sheets
- Digital
- Plastic Binders
- Books
- Magazines
- Wide Format
- Price Lists
- Screen Printing
- Carbonless Pads
- Envelopes
- Labels
- Continuous Forms
- Packaging

Home Jobs x

Edit Job Back To Search → Close X

Refresh Add To Schedule Job Details Order Manage Stock Buyins Finished Good Export Job Ticket Worksheet Save

Main PrePress Leaflet Finishing Delivery Details Workflow File

Job Number \* 000041 Title Leaflet Offset fro Suraweera Printers Quantity 1000 Job Due 23/02/2022 10:00  
 Customer ADPH Tracking ID 000592 - Leaflet Offset fro Suraweera Printers Priority C Created Date 20/02/2022 14:08  
 Department Quote Type Leaflets Master Job Previous Job No Charge Code Customer Ref Our Ref Qty Produced  
 Contact Sales Rep Workflow Offset Job Type New Charge Code Reorder Date Archive Number 000041 Status Pending  
 Quote Number 000592 CRH Charge

Production Notes  
 Planning Pre Press Press Post Press Dispatch Invoicing

QA Notes

Description  
 SIZE :~ 210 x 297 - A4  
 PAPER :~ Leaflet on Matt Art Paper 100 GSM  
 COLOURS :~ Leaflet - CMYK Colours on the front, CMYK Colours on the back  
 FINISHING :~ Leaflet - Laminating Thermal Gloss 12"  
 PRE PRESS :~

Edit Job Back To Search → Close X

Refresh Add To Schedule Job Details Order Manage Stock Buyins Finished Good Export Job Ticket Worksheet Save

Main PrePress Leaflet Finishing Delivery Details Workflow File

Number 1 Paper Type Matt Art Paper Press GTO Plate  
 Description Leaflet GSM 100 Press Width 457 Cut CUTPAPR  
 Finished Size A4 Paper MAP100PA Press Depth 317 Trim TRIM  
 Width 210 Duplicated Sections 1 Number Up 2 Bleed  
 Depth 297 Number Per Pad 0 Double Cut  
 Quantity Override 0 Use Original Plate M/R Time

Print Type  Digital  Offset  All Gap (H/V) 4 / 4

Front Colors

| Ink Stock * | Coverage % | Description  | Number of Colours | Number of Washu... |
|-------------|------------|--------------|-------------------|--------------------|
| INK4COLR    | 60         | CMYK Colours | 4                 | 4                  |
| *           | 0.00       |              | 0                 | 0                  |
|             | 60.00      |              | 4                 | 4                  |

Back Colors

| Ink Stock * | Coverage % | Description  | Number of Colours | Number of Washu... |
|-------------|------------|--------------|-------------------|--------------------|
| INK4COLR    | 60         | CMYK Colours | 4                 | 4                  |
| *           | 0.00       |              | 0                 | 0                  |
|             | 60.00      |              | 4                 | 4                  |

Operations

Finishing Type Folding Width 457.00  
 Finishing Machine FOLDER Depth/Length 317.00  
 Description Cross Folding Number Up 2  
 Speed Override 0.00 Number Of Sections 1  
 Double Sided  Quantity Override  Variable  Fixed  
 Show in Des Gen  0.00

| Stock Code * | Description | Quantity | Comment * |
|--------------|-------------|----------|-----------|
| *            |             |          | *         |

Finishing Type Binding Width 317.00

Acceptance of a quote by a customer populates all the relevant details into the job fields, meaning no more re-entering of data. Following any subsequent alterations to the estimated parameters, jobs can be finalized for production and moved forward on the production line. The ability to set up work tickets or job bags based on company production requirements ensures consistent work instructions and reduces errors.

In-depth reporting includes job profit reports, job and cost center analysis, as well as estimated and actual comparisons by either hours or dollars. A true date-sensitive Work in Progress (Job Worksheet) reports on unfinished jobs based on actual costs.

Integration of Jobs data with the Quote, Ordering, Stock Issuing, Workflow, Scheduling, Shop Floor Management, Employee Times, Deliveries, and Invoicing ensures information is processed in the shortest time possible and can be viewed/updated by all relevant users. The system Document Designer supports design of the Job Ticket and Job Worksheet formats as per your requirement.

## Workflow

| Planning          | Purchasing        | Pre Press         | Stores            | Press - Offset    | Press - Digital | Post Press        | Dispatch | Invoicing         | Completed         | Cancelled |
|-------------------|-------------------|-------------------|-------------------|-------------------|-----------------|-------------------|----------|-------------------|-------------------|-----------|
| 000013 - 21/12/21 | 000036 - 24/02/22 | 000026 - 31/12/21 | 000040 - 28/02/22 | 000009 - 10/12/21 |                 | 000010 - 12/12/21 |          | 000008 - 26/11/21 | 000019 - 30/12/21 |           |
| 000014 - 21/12/21 | 000037 - 22/02/22 | 000031 - 21/02/22 |                   | 000011 - 15/12/21 |                 |                   |          |                   |                   |           |
| 000015 - 23/12/21 | 000041 - 23/02/22 | 000032 - 21/02/22 |                   |                   |                 |                   |          |                   |                   |           |
| 000016 - 21/12/21 |                   | 000034 - 22/02/22 |                   |                   |                 |                   |          |                   |                   |           |
| 000017 - 30/12/21 |                   | 000035 - 22/02/22 |                   |                   |                 |                   |          |                   |                   |           |
| 000018 - 30/12/21 |                   | 000038 - 23/02/22 |                   |                   |                 |                   |          |                   |                   |           |
| 000019 - 21/12/21 |                   | 000039 - 25/02/22 |                   |                   |                 |                   |          |                   |                   |           |
| 000020 - 21/12/21 |                   | 000044 - 10/03/22 |                   |                   |                 |                   |          |                   |                   |           |

| Job    | Title                           | Customer  | Rep | Quantity | Due Date | Priority | Sequence | Order Number | Status   | Digital Proof Completed             | Pre Press Completed      | Invoiced                 |
|--------|---------------------------------|-----------|-----|----------|----------|----------|----------|--------------|----------|-------------------------------------|--------------------------|--------------------------|
| 000026 | Leaflet Offset [Templets only]  | ABC       | KM  | 1000     | 31/12/21 | C        | 1        |              | PREPRESS | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 000031 | Leaflet Offset                  | NIPPON    |     | 100      | 21/02/22 | C        | 2        |              | PREPRESS | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 000032 | Leaflet Offset                  | NIPPON    |     | 2500     | 21/02/22 | C        | 3        |              | PREPRESS | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 000034 | Leaflet Offset for Demo Abc     | NIPPON    |     | 1000     | 22/02/22 | C        | 5        |              | PREPRESS | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 000035 | Leaflet Offset for ABC Customer | ABANS     |     | 1000     | 22/02/22 | C        | 4        |              | PREPRESS | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 000038 | Leaflet Offset for Alumteck     | ALUMATEKL |     | 1000     | 23/02/22 | C        | 6        |              | PREPRESS | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 000039 | Leaflet Offset                  | ACAMANAGE |     | 1000     | 25/02/22 | C        | 7        |              | PREPRESS | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 000044 | Tag For NCL Demo                | AMAGIE    |     | 10000    | 10/03/22 | C        | 8        |              | PREPRESS | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

Workflow is an integral part of the Job module and may be updated by online time entry via Shop Floor Management and linked to Scheduling. This is the key to reducing “back office” times for processing, therefore significantly reducing Job costs and streamlining the flow of Jobs through production.

Additional features allow users to manage the job processing sequence, attach comments on each job workflow stage, define sub-stages for each workflow stage, and more.

## Employee/Machine Times

| Entry Date | Job    | Machine | Employee | Date       | Start Time | End Time | Hours | Amount    | Runs  | Comment             |
|------------|--------|---------|----------|------------|------------|----------|-------|-----------|-------|---------------------|
| 28/02/2022 | 076954 | SM74-1  | OPSM74   | 01/03/2022 | 21:30      | 22:10    | 0.67  | 2,847.50  | 0     | WR/WP/WA            |
| 28/02/2022 | 076954 | SM74-1  | OPSM74   | 01/03/2022 | 21:00      | 21:30    | 0.50  | 2,125.00  | 0     | MM                  |
| 28/02/2022 | 076959 | SM74-1  | OPSM74   | 01/03/2022 | 20:20      | 21:00    | 0.67  | 2,847.50  | 980   | RT                  |
| 28/02/2022 | 076959 | SM74-1  | OPSM74   | 01/03/2022 | 20:15      | 20:20    | 0.09  | 382.50    | 0     | WA                  |
| 28/02/2022 | 076959 | SM74-1  | OPSM74   | 01/03/2022 | 19:50      | 20:15    | 0.42  | 1,785.00  | 0     | MM                  |
| 28/02/2022 | 076957 | SM74-1  | OPSM74   | 28/02/2022 | 18:20      | 19:00    | 0.67  | 2,847.50  | 2000  | RT                  |
| 28/02/2022 | 076957 | SM74-1  | OPSM74   | 28/02/2022 | 17:50      | 18:20    | 0.50  | 2,125.00  | 0     | MM                  |
| 28/02/2022 | 076957 | SM74-1  | OPSM74   | 28/02/2022 | 17:00      | 17:50    | 0.84  | 3,570.00  | 0     | WR/WA               |
| 28/02/2022 | 076957 | SM74-1  | OPSM74   | 28/02/2022 | 16:30      | 17:00    | 0.50  | 2,125.00  | 0     | CC                  |
| 28/02/2022 | 076889 | XL75-1  | OPSORS   | 01/03/2022 | 03:15      | 06:45    | 3.50  | 14,875.00 | 0     | Waiting for varnish |
| 28/02/2022 | 076889 | XL75-1  | OPSORS   | 28/02/2022 | 13:30      | 03:15    | 13.75 | 58,437.50 | 28500 | Varnish             |
| 28/02/2022 | 077111 | XL75-1  | OPXL75   | 01/03/2022 | 22:30      | 07:30    | 9.00  | 38,250.00 | 51300 | RT                  |
| 28/02/2022 | 077111 | XL75-1  | OPXL75   | 28/02/2022 | 13:30      | 22:30    | 9.00  | 38,250.00 | 0     | MM                  |
| 28/02/2022 | 076954 | SM74-1  | OPSM74   | 01/03/2022 | 22:10      | 22:40    | 0.50  | 2,125.00  | 340   | RT                  |
| 28/02/2022 | 076954 | SM74-1  | OPSM74   | 01/03/2022 | 21:30      | 22:10    | 0.67  | 2,847.50  | 0     | WR/WP/WA            |
| 28/02/2022 | 076954 | SM74-1  | OPSM74   | 01/03/2022 | 21:00      | 21:30    | 0.50  | 2,125.00  | 0     | MM                  |
| 28/02/2022 | 076959 | SM74-1  | OPSM74   | 01/03/2022 | 20:20      | 21:00    | 0.67  | 2,847.50  | 980   | RT                  |
| 28/02/2022 | 076959 | SM74-1  | OPSM74   | 01/03/2022 | 20:15      | 20:20    | 0.09  | 382.50    | 0     | WA                  |
| 28/02/2022 | 076959 | SM74-1  | OPSM74   | 01/03/2022 | 19:50      | 20:15    | 0.42  | 1,785.00  | 0     | MM                  |
| 28/02/2022 | 076957 | SM74-1  | OPSM74   | 28/02/2022 | 18:20      | 19:00    | 0.67  | 2,847.50  | 2000  | RT                  |
| 28/02/2022 | 076957 | SM74-1  | OPSM74   | 28/02/2022 | 17:50      | 18:20    | 0.50  | 2,125.00  | 0     | MM                  |
| 28/02/2022 | 076957 | SM74-1  | OPSM74   | 28/02/2022 | 17:00      | 17:50    | 0.84  | 3,570.00  | 0     | WR/WA               |
| 28/02/2022 | 076957 | SM74-1  | OPSM74   | 28/02/2022 | 16:30      | 17:00    | 0.50  | 2,125.00  | 0     | CC                  |
| 28/02/2022 | 076889 | XL75-1  | OPSORS   | 01/03/2022 | 03:15      | 06:45    | 3.50  | 14,875.00 | 0     | Waiting for varnish |
| 28/02/2022 | 076889 | XL75-1  | OPSORS   | 28/02/2022 | 13:30      | 03:15    | 13.75 | 58,437.50 | 28500 | Varnish             |
| 28/02/2022 | 077111 | XL75-1  | OPXL75   | 28/02/2022 | 15:30      | 17:30    | 2.00  | 8,500.00  | 11400 | RT                  |

Capture of Employee Times is possibly the most vital aspect in providing comparisons of the estimate to actual costs and in calculating job profit reports. This allows for the identification of unexpected production costs and, if possible, having these charged back to the client. This is critical in repeat work where margins may quickly erode.

| Job      | Machine    | Start Time | End Time | Hours | Runs | Comment     |
|----------|------------|------------|----------|-------|------|-------------|
| 000011   | DESIGNPC-1 | 0800       | 1100     | 03.00 | 0    | Design work |
| 000017   | DESIGNPC-1 | 1100       | 1245     | 01.75 | 0    | Design Work |
| 000038   | DESIGNPC-1 | 1300       | 1615     | 03.25 | 0    | Design work |
| * 000038 | DESIGNPC-1 | 1615       |          |       |      |             |

Total Hrs 8.00

| Employee | Machine    | Hours |
|----------|------------|-------|
| DD       | DESIGNPC-1 | 5.00  |
| SD       | SORM-1     | 0.50  |
| NG       | THREKNIF-1 | 0.10  |

The module supports entry of Employee Times either from a timecard where both the start and stop times can be entered (Bundy Mode), or their elapsed times (either in hours or minutes). These can also be entered from times written on the Job Bag. There is also the ability to record the number of runs and a short (20 character) comment, which will be printed on the worksheet.

## Deliveries

Designed to meet the growing requirement for multiple deliveries from a Job, Q&P Cloud maintains a database of all customer delivery addresses including delivery contact name, phone number, dock opening, closing times, and preferred courier. Delivery dockets with full details are generated to go with goods, with the ability to print multiple copies and with the option of sign-off for receipt of goods.

| Job Number | Quote Number | Tracking ID                                    | Due Date   |
|------------|--------------|--|------------|
| 000044     | 000598       | 000598 - Tag For NCL Demo                      | 10/03/20   |
| 000043     | 000595       | 000595 - Leaflet Offset                        | 25/02/20   |
| 000042     | 000593       | 000593 - Leaflet Offset for Demo Abc           | 24/02/20   |
| 000041     | 000592       | 000592 - Leaflet Offset fro Suraweera Printers | 23/02/20   |
| 000040     | 000590       | 000590 - Leaflet Offset                        | 28/02/20   |
| 000039     | 000585       | 000585 - Leaflet Offset                        | 25/02/2022 |
| 000038     | 000583       | 000583 - Leaflet Offset for Alumteck           | 23/02/2022 |
| 000037     | 000582       | 000582 - Tag Offset                            | 22/02/2022 |

Delivery dockets are linked to Jobs and allow multiple delivery dockets per Job if required, handling multiple deliveries of varying quantities to different delivery addresses for production runs, with a report of Delivery Instructions if needed.

The system is also capable of having multiple jobs of the same customer in one delivery docket, making it easy when handling large customers.

Delivery Docket

Number: \*\*\* New \*\*\*

Customer Code: ADPH

Address: 120,120A Pannipitiya Road, Battaramulla.

Delivery Date: 02/03/2022

Delivery Time: 18:32

Customer Name: Assetline David Pieris Holdings(Pvt)Ltd

Users can easily generate a Delivery Dockets report to get a detailed list of deliveries and use the filtering options to filter out specific deliveries made by Customer, Job, Date, etc. Format of the Delivery Note (print/emailed) can be customized using the Document Designer.

## Invoicing

For user convenience, Invoicing is available in the system through many approaches such as using the Job Screen, Invoice Master Folder, Marked Deliveries for Invoicing screen, or by selecting a customer directly.

| Job Number | Quote Number | Tracking ID                                    | Due Date   | Customer  | CRH | Quantity | Title                                 | Source | Inv.     | Workflow | Status |
|------------|--------------|--|------------|-----------|-----|----------|---------------------------------------|--------|----------|----------|--------|
| 000044     | 000598       | 000598 - Tag For NCL Demo                      | 10/03/22   | AMAGIE    | C   | 10000    | Tag For NCL Demo                      | No     | PREPRESS | Pending  |        |
| 000043     | 000595       | 000595 - Leaflet Offset                        | 25/02/22   | ABC       | C   | 10       | Leaflet Offset                        | No     | PLANNING | Pending  |        |
| 000042     | 000593       | 000593 - Leaflet Offset for Demo Abc           | 24/02/22   | NIPPON    | C   | 15000    | Leaflet Offset for Demo Abc           | No     | PLANNING | Pending  |        |
| 000041     | 000592       | 000592 - Leaflet Offset fro Suraweera Printers | 23/02/22   | ADPH      | C   | 1000     | Leaflet Offset fro Suraweera Printers | No     | PURCHASE | Pending  |        |
| 000040     | 000590       | 000590 - Leaflet Offset                        | 28/02/2022 | AATHITHYA | C   | 1000     | Leaflet Offset                        | No     | STORES   | Pending  |        |
| 000039     | 000585       | 000585 - Leaflet Offset                        | 25/02/2022 | ACAMANAGE | C   | 1000     | Leaflet Offset                        | No     | PREPRESS | Pending  |        |
| 000038     | 000583       | 000583 - Leaflet Offset for Alumteck           | 23/02/2022 | ALUMATEKL | C   | 1000     | Leaflet Offset for Alumteck           | No     | PREPRESS | Pending  |        |
| 000037     | 000582       | 000582 - Tag Offset                            | 22/02/2022 | ADPH      | C   | 1000     | Tag Offset                            | No     | PURCHASE | Pending  |        |

| Customer   | Delivery No | Delivery Date | Address   | Order No | Our Reference | Code   | Description                           | Quantity |
|--|-------------|---------------|---|----------|---------------|--------|---------------------------------------|----------|
| <input type="checkbox"/> Alumatek Lanka (Pvt) Ltd                | 000010      | 3/2/2022      | No. 209/11, Nagahawatta Estate, Pelahela, Dekatana, |          |               | 000038 | Leaflet Offset for Alumteck           | 1000.00  |
| <input type="checkbox"/> Assetline David Pieris Holdings(Pvt)Ltd | 000008      | 3/2/2022      | 120,120A, Pannipittya Road, Battaramulla.           |          |               | 000041 | Leaflet Offset fro Suraweera Printers | 500.00   |
| <input type="checkbox"/> Nippon Paint Lanka (Pvt) Ltd            | 000009      | 3/2/2022      | No: 12, Agaradaguru Mawatha Ekala Ja-Ela            |          |               | 000034 | Leaflet Offset for Demo Abc           | 250.00   |

| Code       | Name                          | Phone      | Fax        | Email          | Active |
|------------|-------------------------------|------------|------------|----------------|--------|
| AFJONE     | AFJONES (PVT) LTD             | 0112696871 | 0112695658 | afjones@afj.lk | Yes    |
| AGAVIA     | AGAVIA                        |            |            |                | Yes    |
| AGRIBUSINE | AGRIBUSINE                    |            |            |                | Yes    |
| AGSTARPLC  | Agstar PLC                    |            |            |                | Yes    |
| AHAMAD     | Ahamadiya Association Pvt Ltd | 0112681895 |            |                | Yes    |
| AHMED      | Mr.Ahmed Saeed                |            |            |                | Yes    |
| AIAILP     | AIA Insurance Lanka PLC       | 0112310310 | 0112421650 |                | Yes    |

The Invoice List Report is available to run at any time to get a list of transactions done in any selected period. Invoice Approval restriction can be enabled in the system configurations menu allowing management to have more control with invoicing. Format of the Invoice can be customized using the Document Designer.

## CRM

Code: ACCBLI | Name: ACCENT BLINDS AUSTRALIA P/L | Phone: (02) 9680 3611 | Email: julie@accent.com.au

Full Company Name: Accent Blinds Australia P/L | Fax: (02) 9680 3622 | Website: | Company Number: | Active:

Address: UNIT 10, 4 GLADSTONE ROAD, CASTLE HILL, NSW, 2148, Australia

Departments: SYD Office, MELB Office, ADEL Office

The CRM module supports managing all Customers, Prospects, and their Contact details along with many fields to capture their delivery, Account, Debtor, and Sales details.

The screenshot shows the 'Activity Diary' interface. At the top, there's a navigation bar with 'Home' and 'Activity Diary'. Below it, a calendar for March 2022 is visible on the left. The main area displays a grid for the period 'Feb 28 — Mar 6, 2022'. The grid shows activities scheduled for various days:
 

- 8:00 - Call with ABC Network (Fri 3/4)
- 10:00 - Task: Email Quote to Zero Gaps (Sat 3/5)
- 1:00 - 2:30 Call: Meet Director NSpace (Sat 3/5)
- 5:00 - Task: Submit Report (Fri 3/4)

 A legend on the left side allows filtering activities by type (New Call, Meeting, Email, Task, Note) and status (Calls, Meetings, Emails, Tasks, Notes). It also includes options for 'Open Activities' and 'Allocated to Me'.

Emails and Diary Activities can be manually entered or generated automatically by the system using trigger events. For example, when a quote is emailed to a client it triggers a reminder in the CRM diary for the Sales Rep to follow up on the quote.

## Ordering

Used in combination with the Stock Control module, the Ordering module supports end-to-end order management including POs, GRNs and Stock Returns, all through review and authorization by nominated approvers.

The screenshot shows the 'Edit Purchase Order' interface. The top navigation bar includes 'Home' and 'Purchase Orders'. The main form contains the following details:
 

- Order Number: 000006
- Order Date: 19/02/2022
- Prepared By: QNPSUPT
- Approval Person: UD
- Status: Pending
- Supplier Code: ABDULLA
- Supplier Contact: MOHAMADS
- Delivery Address: [Empty]
- Total Order Amount: 1900000.00

 Below the form, there are sections for 'Order Items', 'Stock Item', and 'Buy In / Knife Items'. The 'Stock Item' table is as follows:
 

| Job | Job Template | Stock *  | Description *                  | Quantity  | Unit | PPT * | PPU *     | Price ex Tax | Tax  | Total      | Update Sell Price | Update Purchase Price |
|-----|--------------|----------|--------------------------------|-----------|------|-------|-----------|--------------|------|------------|-------------------|-----------------------|
|     |              | BATKLOT3 | Batik Cloth Blue 13.77 x 15.35 | 10000.000 | Nos  |       | 190000.00 | 1900000.00   | 0.00 | 1900000.00 | false             | false                 |
|     |              | BB1500XA | Book Binding 1.5mm 25 x 40     | 500.000   | Nos  | 0.00  | 0.0000    | 0.00         | 0.00 | 0.00       | false             | false                 |
|     |              |          |                                |           |      |       |           | 1900000.00   | 0.00 | 1900000.00 |                   |                       |

 The 'Buy In / Knife Items' table is currently empty. At the bottom, there are 'Save', 'Reset', and 'Create another' buttons, and an 'Order History' section showing the order was created on 19/02/2022 15:39 by QnP Support.

Full or partial orders can be received and labels printed for stock, including barcodes for logistics companies.

Flagging of stock as it is received with a pallet slip identifying the Job number enables quick identification.

A Purchase Order report generated for any period gives you detailed information about each order. This report allows monitoring for companies needing to track outside work to ensure delivery by the due date.

Format of the Purchase Order (to print/email) can be customized using the Document Designer.

## Stock Control

The fully-functioned Stock Control Module supports all aspects of managing stock end-to-end. Specifically focused on stocks/materials related to the printing industry, the module features various fields to capture all relevant parameters which are used at the time of estimation to come up with the best, most accurate result.

| Code       | Description (Production)           | Width | Depth | GSM  | Product Code | Supplier Code | Location | Paper Type | Stock Type |
|------------|------------------------------------|-------|-------|------|--------------|---------------|----------|------------|------------|
| 3MTA9445   | 3M D/S Tape 1" (36m)               |       |       |      |              |               |          |            | Item       |
| 3MTA9446   | 3M D/S Tape 1/4" (50m)             |       |       |      |              |               |          |            | Item       |
| 3MTA9447   | 3M D/S Tape 1/2" (50m)             |       |       |      |              |               |          |            | Item       |
| AIAREDDD   | AIA Red                            |       |       |      |              |               |          |            | Ink        |
| APE00199   | Rives Tradition B/W 250gsm 27 x 39 | 685   | 990   | 191  |              |               |          | SPE        | Paper      |
| ASTRAFOIL4 | Astra Foil -39" X50m (100mc)       |       |       |      |              |               |          |            | Item       |
| ASTRAGUM   | Astra Gum                          |       |       |      |              |               |          |            | Item       |
| BANKCHRG   | Bank Charges                       |       |       |      |              |               |          |            | Item       |
| BATKCLOT2  | Bathik Cloth Blue 9.8 x 9.05       |       |       |      |              |               |          |            | Item       |
| BATKCLOT3  | Bathik Cloth Blue 13.77 x 15.35    |       |       |      |              |               |          |            | Item       |
| BATKCLOTH  | Bathik Cloth Blue 11 x 14          |       |       |      |              |               |          |            | Item       |
| BB1000XA   | Book Binding 1.0mm 25 x 40         | 635   | 1016  | 1000 |              |               |          | BB         | Paper      |
| BB1500XA   | Book Binding 1.5mm 25 x 40         | 635   | 1016  | 1500 |              |               |          | BB         | Paper      |
| BB2000XA   | Book Binding 2.0mm 25 x 40         | 635   | 1016  | 2000 |              |               |          | BB         | Paper      |
| BB2500XA   | Book Binding 2.5mm 25 x 40         | 635   | 1016  | 2500 |              |               |          | BB         | Paper      |
| BB3000XA   | Book Binding 3mm 25 x 40           | 635   | 1016  | 3000 |              |               |          | BB         | Paper      |
| BB3500XA   | Book Binding 3.5mm 25 x 40         | 635   | 1016  | 3000 |              |               |          | BB         | Paper      |
| BLACKPEN   | Black Pen                          |       |       |      |              |               |          |            | Item       |
| BLANKESM   | Blanket 772*629*1.96 (SM74)        |       |       |      |              |               |          |            | Item       |
| BLANKEXL   | Blanket 772*700*1.96 (XL74)        |       |       |      |              |               |          |            | Item       |
| BLANSORZ   | Blanket 825*1073*1.96 (SORSZ)      |       |       |      |              |               |          |            | Item       |
| BLU7676C   | 7676 C Blue                        |       |       |      |              |               |          |            | Ink        |
| BLUE281C   | 281 C Blue                         |       |       |      |              |               |          |            | Ink        |
| BLUE6466   | Blue OPT 6466                      |       |       |      |              |               |          |            | Ink        |
| BLUE647C   | 647 C Blue                         |       |       |      |              |               |          |            | Ink        |
| BLUEPENO   | Blue Pen                           |       |       |      |              |               |          |            | Item       |

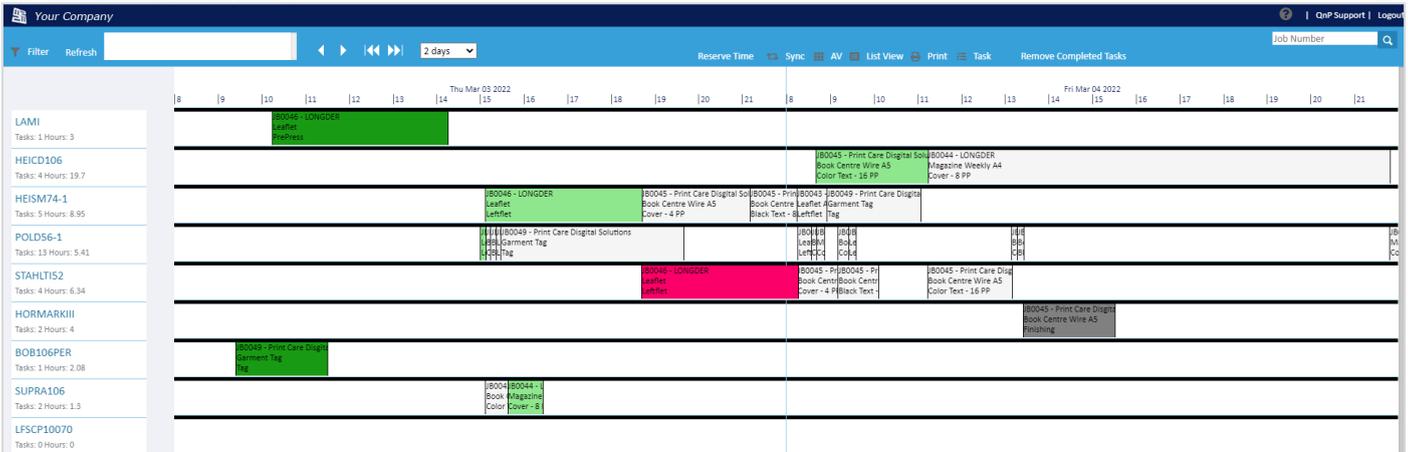
This module provides for all stock-related functions such as warehouse management, stock transfer, stock adjustment, issuing stocks for Jobs, as well as many important reports like Stock Levels Report, Stock Reorder Report, Stock Transactions Report, Stock Valuation Report, Stock Takes Report, Stock Aging Report, etc.

Stock levels of any stock can be viewed by navigating to the Stock Enquiry screen, which presents quantity-in-hand information in each warehouse.

When stocks are issued for Jobs, stock issue notes can be generated. These can be designed to your requirement using the Document Designer.

At the time of issuing stock, the system can alert if the issued stock has reached re-order levels or have insufficient quantities to supply demand.

## Scheduling



The Scheduling module uses an electronic production board which depicts the loading of all presses and finishing machines. In an environment where an increased percentage of Jobs are short-run with fast turnaround, integration with Workflow ensures that all equipment requirements can be flagged as being available on the floor before Jobs are scheduled to start.

The Scheduler display is color coded, allowing easy visual recognition of Jobs ready to run, ready to run and on time, overdue and complete.

Rescheduling of Job tasks is seamless, using drag and drop. Scheduler settings can be set up in system configurations such as task type colors, machine operating hours, break sessions, etc.

## Shop Floor Management

Direct entry mode records time directly from the factory floor using a bar code reader or a mobile phone.

This module has increased significance in times of faster Job turnaround, with counter and administration staff needing to respond to client queries about the progress of Jobs.

The screenshot shows the 'Time Entry (Barcode)' form. It has a blue header with 'Home' and 'Time Entry x' tabs. Below the header, the title 'Time Entry (Barcode)' is displayed. The form contains three input fields: 'Job', 'Employee', and 'Machine'. Each field has a search icon (magnifying glass) to its right. At the bottom of the form, there are two buttons: 'Save' and 'Reset'.

A MIMIC display (a graphical representation of the factory) shows which Presses are running, the job number that each machine is working on, and the employee working on that machine. By clicking on a machine, all details of the Job currently running are displayed.

Employee Status can be viewed at any time, showing their current working machine and the job details.

MIMIC Display MAIN MAIN2 Close X

ZUNDG3-1 JB0051 - PRINTCARE Carton Full Seal End

EM280

HEISM74-1

HORMARKIII

Operators working on ZUNDG3-1

| Code | Name     | Department | Job    | Date       | Time     | Duration |
|------|----------|------------|--------|------------|----------|----------|
| TOMC | Tom Chen | FINISHING  | JB0051 | 15/02/2022 | 12:06 PM | 376.97   |

## Mobile App

Q&P Cloud Android and iOS Mobile apps play a smart role when it comes to generating on-the-spot estimations for customer needs. Directly communicating with Q&P Cloud backend services, the mobile app gives seamless functionality with most of the Q&P Cloud functions.

Telstra Wi-Fi Call 2:34 pm

Quote & Print CLOUD

admin

LOGIN

Remember Me

Telstra 10:27 am

Edit Quote

ADDONS

Operations Folder 2 Fold

Items CMYK Digital Toner

Features HARDJ  GSM

FINISHING

Operations Folder 1 Fold

Items Business Cards

CALCULATE

SAVE

EMAIL

VIEW RESULT

Telstra 10:09 am

Edit Quote

Order No. Enter Order No.

Customer Reference Enter Customer Reference

Our Reference Enter Our Reference

BROCHURES

Group Flat Sheet

Type Select

Range Select

Set Select

Item\* BROCHURES

Telstra 3:11 pm

Results

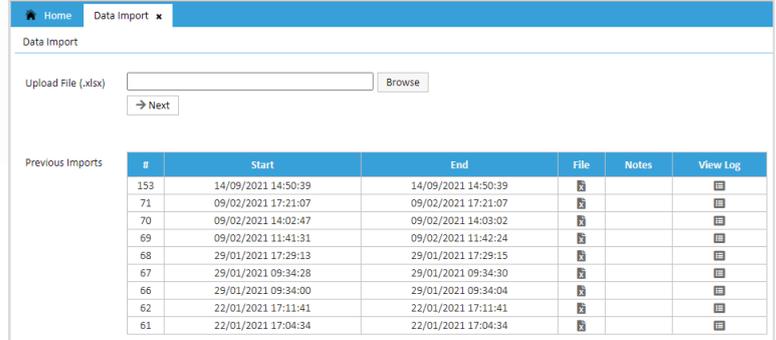
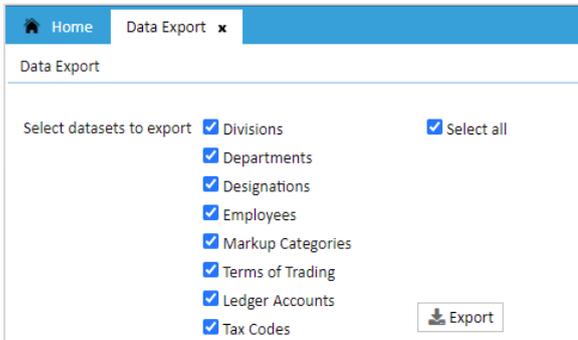
|        |         |         |
|--------|---------|---------|
| Qty    | 1000    | 5000    |
| Bid    | 1573.28 | 2672.78 |
| Cost   | 1186.54 | 2019.50 |
| Profit | 243.71  | 410.30  |
| GP %   | 20.54   | 20.32   |

DESCRIPTION

Art Work A, Download Fee

## Data Import/Export

This module covers two very useful features, Data Export and Data Import. For customers with existing Print ERP Systems, they can use the Data Import tool to import over 30 entities of master data to the Q&P Cloud system. The Data Export tool can be used to extract existing data from the Q&P Cloud system.



These two features can be used to perform bulk updates to the system as well (Example: Stock Price increases).

## APIs

Q&P Cloud provides API endpoints that third-party users can consume and retrieve data from the system, with a step-by-step documentation guide. Hence, Q&P Cloud can integrate with any other cloud software solution.

## Accounting Connect



**MYOB/QuickBooks/Xero/Tally** can be integrated into with Q&P Cloud, so (for example) changes done to Debtors in Q&P Cloud are pushed automatically to the respective accounting system. Similarly, Purchase Orders and Invoices created in Q&P Cloud will be automatically transferred to the associated accounting system.

## Web2Print Connect



This module enables Web2Print abilities via integrated APIs with **OnPrintShop** and **Pressero** web sites. This includes capturing orders from Web2Print websites and processing them in Q&P Cloud.



The system is integrated to Zapier, a software integration platform connected to hundreds of different software solutions.

## Summary

Q&P Cloud offers you a cloud-based Print ERP solution based on over 40 years of experience installing Print software to more than 1,000 printers in 10 countries.

We offer a total low-cost rental solution, managed by a local printing consultant, which includes any modifications if required, installation, training, regular software updates and ongoing Support.

## Q&P Corporate Head Office

### Quote & Print Software

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