

What's New in Presstimator Version 7.5

- **Quick Quote:** An estimate can be created quickly using the Quick Quote feature. Enter basic job specs and select items from the custom dropdowns to create a complete and accurate Quote in just seconds, based on your default Shop Settings' costs and standards. Once the Quick Quote is completed, navigate through the Job Specs screens to add more details or customize the Quote.

The screenshot shows the 'Quick Quote' dialog box with the following sections and values:

- General:** No Copies: 10000, Product Size: 11 X 17, Total no. of Pages: 32, Cutoff: 22.750, Format: Tab, Location: Coldset Pressroom.
- Pages in Sections:** S1 Pages: 16, S2 Pages: 16, S3 Pages: , S4 Pages: , ☒ Inserted?
- Paper:** Paper: 30 ~ Newsprint ~ White ~ Sample Paper Manufacturer, Type: Newsprint, Color: White, Width: 34, Basis Weight: 30, Grammage: .
- Folding:** ☒ Fold 1/2, ☐ Fold 1/4, ☐ Double-Parallel, ☐ Other Fold.
- Color Ink:** ☒ Color?, ☒ All Pages?, 32 Pages, Type: Process color, Color: .
- Composition:** ☒ All Pages?, ☐ Disk Supplied?, ☒ FTP?, ☐ Email?, ☐ Edit required?
- Proofing:** ☒ Proofing?, Press Proofs, ☒ All Pages?, No. Pages: 32.
- Bindery:** ☒ Binding?, Stitch and Trim, Finished Size: X .
- Finishing:** ☒ Finishing?, Poly Bagging, Quantity: 10000.
- Mailing:** ☐ Mailing?, Quantity: , ☐ Supplied?, ☐ In house?, ☐ Sorting? .
- Packaging:** ☒ Skids? 10000, ☐ Bundles? , ☐ bundle, ☐ Cartons? , ☐ carton.
- Delivery:** ☒ Customer pickup?, ☐ Delivery?, ☐ Ship to customer?, Office Copies: .

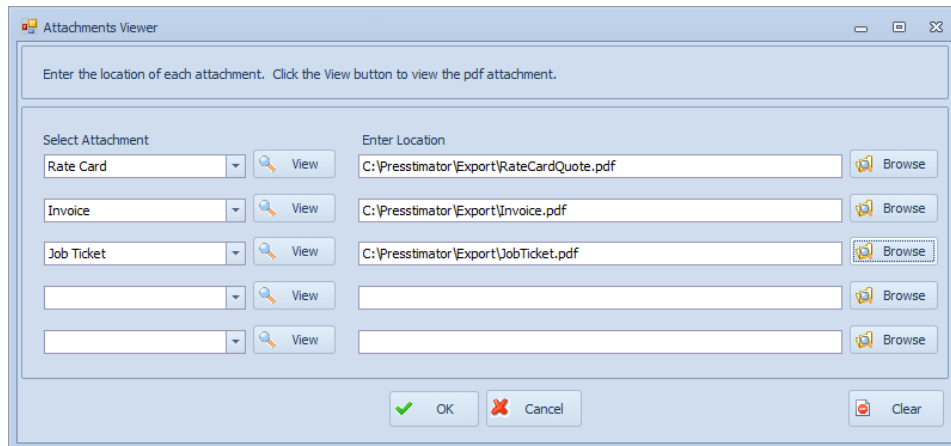
Buttons at the bottom: ☒ Load All Defaults on Apply, (green), (red).

To view the Quick Quote screen, create a New Quote, select a Customer, and click on the Quick Quote button.

The screenshot shows the 'Quote - Version 7.5*' window with a sidebar on the left containing menu items: Customer, Specs, Paper, Ink, Pre Press, Press, Plates, Finishing, Packaging, Other Info, Delivery, Summary, and Info. The main area is divided into two sections:

- Quote/Job Name:** What's New, Title: , Edition: , Issue: 8/27/2019, Estimator: Joe Sample, Salesman: Bob Sales, Customer Name: Sample Customer, Customer No.: 100, Terms: COD, Contact: Sid Sample, Alt. Contact: , Address: 100 Main Street 2, Box 100.
- Quote Information:** Quote No.: 100, Status: Open, Created: 8/27/2019, Expires: 8/27/2019, ☐ Use Metric Units?, and a **Quick Quote** button circled in red.

- **PDF Attachments:** Link PDF files to a Quote using the PDF Attachments feature. Attach signed documents, like an Invoice, Customer Quote, Rate Card or completed Job Tickets to a specific Quote for retrieval and viewing.



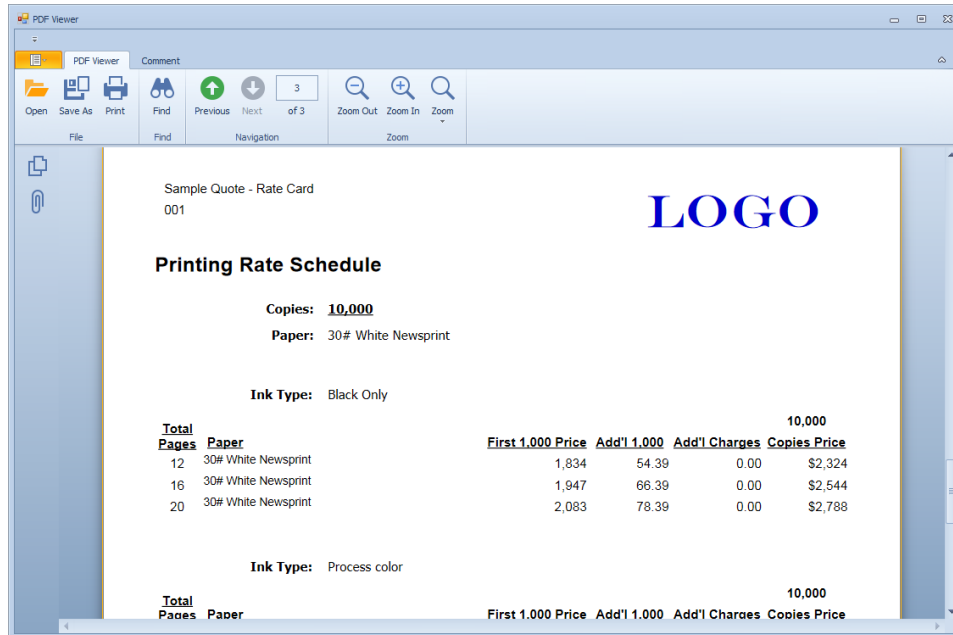
Attachments Viewer

Enter the location of each attachment. Click the View button to view the pdf attachment.

Select Attachment	Enter Location
Rate Card	C:\Presstimator\Export\RateCardQuote.pdf
Invoice	C:\Presstimator\Export\Invoice.pdf
Job Ticket	C:\Presstimator\Export\JobTicket.pdf

OK Cancel Clear

Click the View button to use the built-in PDF reader to display the corresponding PDF attachment.



PDF Viewer

Sample Quote - Rate Card
001

LOGO

Printing Rate Schedule

Copies: 10,000
Paper: 30# White Newsprint

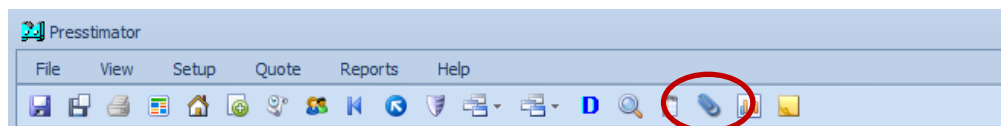
Ink Type: Black Only

Total Pages	Paper	First 1,000 Price	Add'l 1,000	Add'l Charges	10,000 Copies Price
12	30# White Newsprint	1,834	54.39	0.00	\$2,324
16	30# White Newsprint	1,947	66.39	0.00	\$2,544
20	30# White Newsprint	2,083	78.39	0.00	\$2,788

Ink Type: Process color

Total Pages	Paper	First 1,000 Price	Add'l 1,000	Add'l Charges	10,000 Copies Price

Access the PDF Attachments screen by using the paperclip icon on the Toolbar.



- **Dynamic Press Make Ready Times:** Select Flat or Calculated Make Ready Times in Shop Settings – Defaults. When choosing ‘Calculated Time’, the Presstimator calculates the number of plates required for the job and determines the total make ready time based on the ‘Minutes/Plate’ time entered. In addition, you can enter a flat ‘Add'l Make Ready/Cleanup Time’ to be included in the cost of Plates. If you want to enter flat times for all press make ready times, just select the ‘Flat Time’ choice and enter the time in minutes.

Press Make Ready Times

These values are loaded into the Press Tab by the 'Use Defaults' button.
Select method of calculation (flat or per plate).

☐ Flat Time

Press MR time (min.): 60

Color MR time (min.): 45

Process Color MR time (min.): 60

Add'l MR/Cleanup time (min.): 5

☐ Calculated Time

Minutes/Plate: 1.5

Add'l Flat Time

Add'l MR/Cleanup time (min.): 5

- **Paper Width in Shop Settings:** If your paper cost varies by width, an optional ‘Width’ field is now available in Shop Settings – Paper. When ‘Load All Defaults’ loads your costs and standards from Shop Settings, a direct match on the ‘Width’ value will be attempted first. If an exact match on ‘Width’ is not found, the matching routine will omit matching on ‘Width’ to find a generic match on the paper selected.

Presstimator

File View Setup Quote Reports Help

Shop Settings

General Defaults Locations **Paper Stocks** Ink Color Ink Composition Proofing Film Plates Plate Changes Press Folding Inserting Bindery Bindery Folding Finishing Packaging Skids Cartons Mailing Delivery Markup Analysis Info

Default Core Waste for all future paper entries (%): 3

Stock Info

Type: Newsprint Color: White Basis Weight: 30 Width: 34 (optional)

Core waste (%): 2.00 Manufacturer: Sample Paper Manufacturer Grammage: Cost/Cu. Yd. \$ 0.3900 Use Defaults

Notes: Sample - Excellent stock for general printing

New Apply Copy Delete

Stock Summary

Default	Location	Type	Color	Basis Wgt.	Grammage	Width	Cost/Lb.	Waste %	Manufacturer	Notes
x	<All Plants/Location...	Directory	Yellow	25			0.3900	2.00	Sample Paper Manufacturer	Sample - Phone books
x	<All Plants/Location...	Directory	White	25			0.3700	2.00	Sample Paper Manufacturer	Sample - Phone books
x	<All Plants/Location...	Directory	Blue	25			0.3900	2.00	Sample Paper Manufacturer	Sample - Phone books
x	<All Plants/Location...	HBrite	White - 75 Brite	35			0.3800	3.00	Sample Paper Manufacturer	Sample - High brite groun...
x	<All Plants/Location...	HBrite	White - 70 Brite	35			0.3400	3.00	Sample Paper Manufacturer	Sample - High brite groun...
x	<All Plants/Location...	HBrite	White - 80 Brite	35			0.3900	3.00	Sample Paper Manufacturer	Sample - High brite groun...
x	<All Plants/Location...	Newsprint	White	28			0.3250	2.00	Sample Paper Manufacturer	Sample - Shoppers, fair o...
x	<All Plants/Location...	Newsprint	White	30		34	0.3000	2.00	Sample Paper Manufacturer	Sample - Excellent stock f...
x	<All Plants/Location...	Offset	White	50			0.4000	4.00	Sample Paper Manufacturer	Sample - All purpose offset
x	<All Plants/Location...	Offset	White	40			0.4500	4.00	Sample Paper Manufacturer	Sample - Specialty offset,...

Main Menu

New Quote Quote/Job History Customer List Shop Setting Exit

Info

In Shop Settings, set the default costs and values for the items displayed.

Ready... Administrator 08/27/2019 4:06 PM

- An option for updating a Quote with current Paper Stock costs from Shop Settings is available when ‘Load All Defaults’ is run to update a Quote with current costs.

Load All Defaults?

This feature should only be used after Quote Specs have been completed.

Note: This will update every item in the Quote that has a matching Default in Quote Settings or Shop Settings.

☒ Update Quote Settings by Importing All Shop Settings before loading all defaults?

☒ Update Quote with Default Paper Stock Selections from Shop Settings?

☒ Update Quote with Default Paper Waste values from Shop Settings?

☒ Update Quote with Default Press Make-Ready values from Shop Settings?

☒ Update Quote with Default Press IPH values from Quote Settings?

Apply Cancel

- **Multiple Page Count Wizard:** Quickly add multiple page count scenarios to an estimate using the 'Auto-Create' button on the Multiple Page Count Entry screen.

The screenshot shows the 'Multiple Page Count Entry' window. At the top, there are fields for 'Copies' (10,000), 'Pages' (4), 'Format' (Tab), 'Sections' (1), 'Color Ink' (No), and 'Plant' (Primary). Below this is the 'Multiple Page Count Entry' section with fields for 'Total Pages', 'Add'l Pages', 'Section No.', 'Paper', 'Startup Imp.', 'Add'l Startup Imp.', 'Ink', 'Color on All Pages', 'Color Pages', 'Color Plates', 'Press MR time (min.)', and 'Color MR time (min.)'. At the bottom, there is a 'Multiple Page Count Summary' table and a row of buttons: 'Auto-Create' (circled in red), 'New', 'Apply', 'Copy', 'Delete', 'Copy Entry Info', and 'Clear'. The 'Auto-Create' button is highlighted with a red circle.

After entering a starting page count and an ending number of pages, and specifying an incremental value, the wizard automatically adds the resulting multiple page count entries to the grid. In this example, we want to create scenarios for jobs from 8 to 32 pages, in increments of 4 pages.

The screenshot shows the 'Multiple Page Counts Wizard' dialog box. It has fields for 'Job No. Pages' (4) and 'Format' (Tab). Below these are instructions: 'Fill in the information below to automatically create entries.' The fields include 'Section No.' (1), 'Starting No. Pages' (8), 'Ending No. Pages' (32), and 'Create in increments of' (4) pages. At the bottom are 'Apply' and 'Cancel' buttons.

The entries are created in the grid automatically. You can select specific paper and ink, and you can even enter additional press time if necessary. Use the 'Copy Entry Info' button to quickly and easily apply your selections to all entries. The Multiple Page Count scenarios can be included on the Customer Quote reports and used in a Rate Card.

The screenshot shows the 'Multiple Page Count Entry' window with the 'Multiple Page Count Summary' table populated. The table has columns: Total Pages, Add'l, Section, Stock, Startup, Ink, Pages, Plates, Press MR, and Color MR. The data shows entries for Total Pages 8, 12, 16, 20, 24, 28, and 32, all with an 'Add'l' of 4 and 'Section' of 1. The 'Paper' is '30 lb. ~ Sample Paper Manufacturer' and 'Ink' is 'Black Only'. The 'Startup' is 1000. The 'Press MR' and 'Color MR' times are 0. The 'Auto-Create' button is still visible and highlighted.

Total Pages	Add'l	Section	Stock	Startup	Ink	Pages	Plates	Press MR	Color MR
8	4	1	30 lb. ~ Sample Paper Manufacturer	1000	Black Only				
12	8	1	30 lb. ~ Sample Paper Manufacturer	1000	Black Only				
16	12	1	30 lb. ~ Sample Paper Manufacturer	1000	Black Only				
20	16	1	30 lb. ~ Sample Paper Manufacturer	1000	Black Only				
24	20	1	30 lb. ~ Sample Paper Manufacturer	1000	Black Only				
28	24	1	30 lb. ~ Sample Paper Manufacturer	1000	Black Only				
32	28	1	30 lb. ~ Sample Paper Manufacturer	1000	Black Only				

- Plate Life Paper Waste:** If the number of copies in a job exceeds the plate life for the designated plates being used, additional paper waste will be automatically calculated and included in the total amount of paper required to run the job. Click the green flag icon to override the calculated amount if necessary. All other additional plate costs will be totaled on the main Plates screen within the Quote.

Presstimator

File View Setup Quote Reports Help

Quote - What's New*

Customer

Specs

Paper

Ink

Pre Press

Press

Plates

Finishing

Packaging

Other Info

Delivery

Summary

Info

Main Menu

New Quote

Quote/Job History

Customer List

Shop Settings

Exit

Details

Copies: 10,000 Pages: 4 Format: Tab Sections: 1 Color Ink: No Plant: Primary

Stock Entry

Sect: 1 Pgs: 4 Basis Wgt.: 30 Grammage: Full Web Width: 34 Single Width: 34 Single Length: 22.750

Paper: 30 lb. ~ Sample Paper Manufacturer

Stock ...

Startup Imp.: 1000 Run waste (%): 2.00 OverRun Imp.: 200

Plate Life Waste: 850

Base Copies: 10,000 Add'l copies: Waste copies: 2,250 Gross Copies: 12,250 Gross Impress.: 12,250 Core waste (%): 2.00

Lbs. w/o waste: 537 Lbs. waste: 134 Lbs. waste (%): 24.95 Total Lbs.: 671 Cost (per lb.): .3000 Cost: \$201.30

Apply Copy Waste Info Use Defaults

Stock Summary

S.	Pgs.	Type	Color	BW	GSM	Width	Start	Run	ORun	Copies	Core	Waste Lbs.	Lbs.	Cost/Lb.	Cost	Notes
1	4	Newsprint	White	30		34	1000	2.00	200	12250	2.00	134	671	.3000	201.30	
													134	671	201.30	

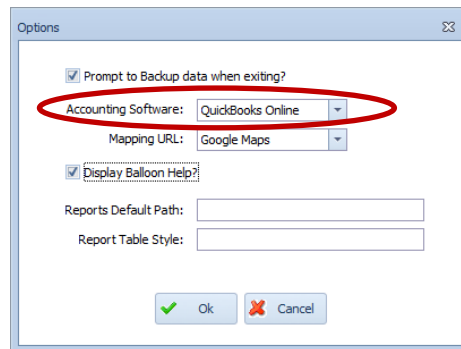
Totals

Paper cost: \$201 for 10,000 copies Paper cost (per M): \$20.13 Paper cost w/ plate changes: \$201

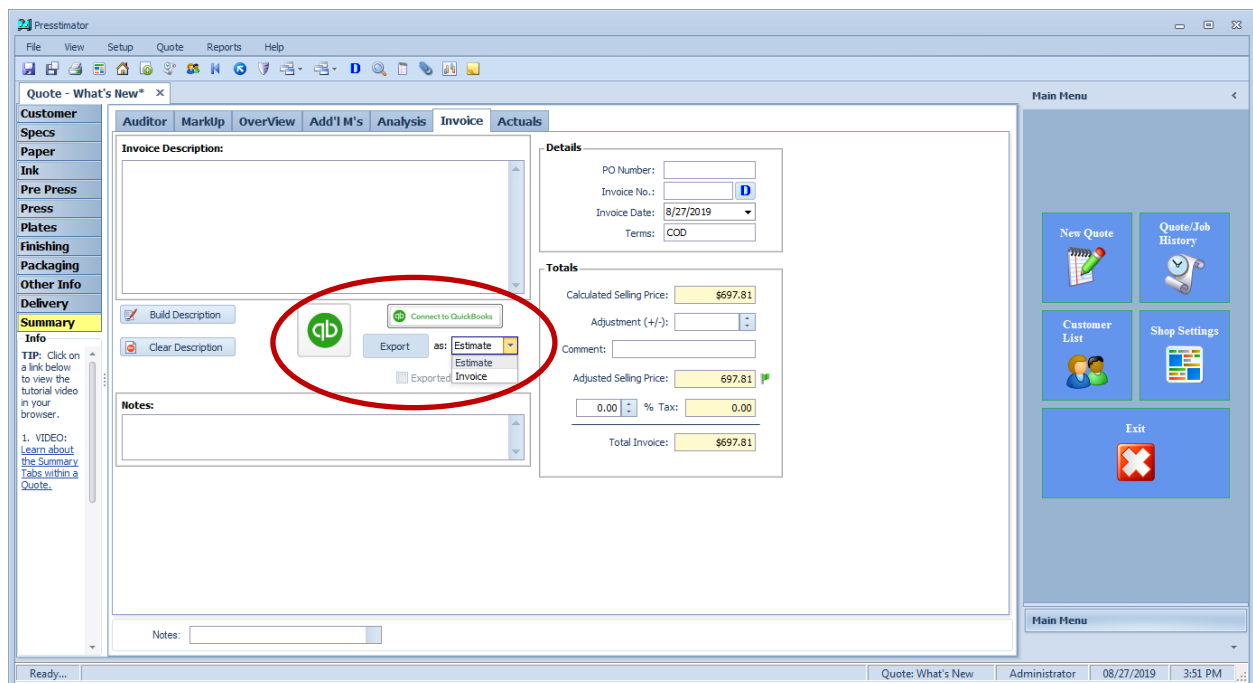
Paper Notes:

Ready... Quote: What's New Administrator 08/27/2019 1:11 PM

- **QuickBooks Online Interface:** In addition to communicating with QuickBooks Desktop, the Presstimator can also communicate with QuickBooks Online. In Program Setup, select QuickBooks Desktop or QuickBooks Online as your accounting software to interface with the Presstimator.



Customers, Estimates and Invoices can be sent to QuickBooks Online directly from the Presstimator. When exporting to QuickBooks Online, an Internet Explorer browser will automatically launch for signing in to QuickBooks Online, and the selected transaction will be uploaded to QuickBooks Online.



- **Mix Job Formats, Sizes and Web Widths in a Single Estimate:** You can select a different size, format, web width and cutoff for each section within a single estimate.

In this example, Section 1 is a 12-page Tab, 34" web width, 22 3/4 " cutoff being run on a coldset web press.

The screenshot shows the Presstimator software interface with the 'Quote - What's New' window. The 'Section Entry' tab is active, and Section 1 is being configured. A red circle highlights the 'This Section Only' fields: Name (empty), Format (Tab), Web Width (34), and Cutoff (22.750). A red arrow points from these fields to the 'Section Summary' table. The 'Section Summary' table shows two sections: Section 1 (12 pages, Tab format, 34" web width, 22.750" cutoff, Coldset Press) and Section 2 (4 pages, special format, 30" web width, 21.5" cutoff, Heatset Press). The 'Total no. pages entered' is 16. The 'Main Menu' is visible on the right side of the interface.

S.	Pages	Name	Format	Width	Cutoff	Run	Out	Up	Location
1	12		Tab	34	22.750	1			Coldset Pres...
2	4	special...	Stan...	30	21.5	1			Heatset Pres...

Section 2 is a 4-page Standard, 30" web width, 21 1/2" cutoff being run on a heatset web press.

The screenshot shows the Presstimator software interface with the 'Quote - What's New' window. The 'Section Entry' tab is active, and Section 2 is being configured. A red circle highlights the 'This Section Only' fields: Name (special section), Format (Standard), Web Width (30), and Cutoff (21.5). A red arrow points from these fields to the 'Section Summary' table. The 'Section Summary' table shows two sections: Section 1 (12 pages, Tab format, 34" web width, 22.750" cutoff, Coldset Press) and Section 2 (4 pages, special format, 30" web width, 21.5" cutoff, Heatset Press). The 'Total no. pages entered' is 16. The 'Main Menu' is visible on the right side of the interface.

S.	Pages	Name	Format	Width	Cutoff	Run	Out	Up	Location
1	12		Tab	34	22.750	1			Coldset Pres...
2	4	special...	Standard	30	21.5	1			Heatset Pres...

- **Rate Card Updates:** Use the Rate Card option for setting the selling price for Quotes by accurately calculating prices for the **First 1,000** copies and **Additional 1000's**.
 - Set up different page counts and color scenarios to include on the Rate Card.
 - Track the accuracy of your Rate Card estimates using the **Estimate Analysis** and **Profit Analysis Reports**.
 - Track your goals and projections using the **Customer Trends Report**.

In Shop Settings – Defaults, you can enter costs for any additional color ink requirements based on a flat cost 'per Plate' or 'per Surface' basis.

Rate Card

These values are used when calculating additional color requirements.

Charge By: ☐ Plate ☒ Or By:

Charge: /Plate Charge: /Surface

Add additional costs for Color Plates/Surfaces to a calculated Rate Card to instantly re-calculate a Selling Price with any additional color ink requirements.

Rate Card

Details
Copies: Pages: Format: Sections: Color Ink: Plant:

Information
Quantity Requested: Additional Color Charge:
Charge By: ☒ Plate ☐ Surface
Add'l Charge (per Surface): Additional Charge:

Rate Card Entry
☒ Selected Paper Info: Ink Info: Total Pages:
☒ Add'l Color Surfaces? No. of Surfaces: Cost/Surface:
First 1,000 Price: Additional 1,000's Price:
Additional Charge: Additional Color Price:
Total Price for Copies:

Rate Card Summary

Selected	Pages	Ink	Paper	First 1,000	Add'l M's	Add'l \$	Surfaces	Plates \$	Price
<input checked="" type="checkbox"/>	x	8 Black Only	30# White Newsprint 34"	493.36	44.49		1	75	568.36
<input type="checkbox"/>		12 Black Only	30# White Newsprint 34"	592.73	56.49				592.73
<input type="checkbox"/>		16 Black Only	30# White Newsprint 34"	668.24	68.49				668.24
<input type="checkbox"/>		20 Black Only	30# White Newsprint 34"	767.61	80.49				767.61
<input type="checkbox"/>		24 Black Only	30# White Newsprint 34"	843.12	92.49				843.12
<input type="checkbox"/>		28 Black Only	30# White Newsprint 34"	942.49	104.49				942.49
<input type="checkbox"/>		32 Black Only	30# White Newsprint 34"	1018.00	116.49				1018.00
<input type="checkbox"/>		36 Black Only	30# White Newsprint 34"	1117.37	128.49				1117.37

Override calculated Rate Card prices for First 1,000 and Additional 1,000's to match a negotiated price by clicking the green flag icon and entering your own values.

Rate Card

Details

Copies: 1,000 Pages: 8 Format: Tab Sections: 1 Color Ink: No Plant: Primary

Information

Quantity Requested: 1000 ☒ Apply

Additional Color Charge

Charge By: ☐ Plate ☒ Surface

Add'l Charge (per Surface): 75.00 ☒ Apply to All

Additional Charge: ☒ Apply to All

Rate Card Entry

☒ Selected Paper Info: 30# White Newsprint 34" ☒ Add'l Color Surfaces? No. of Surfaces: 1 Cost/Surface: 75.00

Total Pages: 8 Ink Info: Black Only

First 1,000 Price: 500.00 ☒ Additional 1,000's Price: 44.49 ☒

Additional Charge: Additional Color Price: 75.00

Total Price for 1,000 Copies: 575.00

☒ Apply ☐ Select

Rate Card Summary

Selected	Pages	Ink	Paper	First 1,000	Add'l M's	Add'l \$	Surfaces	Plates \$	Price
x	8	Black Only	30# White Newsprint 34"	493.36	44.49		1	75	568.36
	12	Black Only	30# White Newsprint 34"	592.73	56.49				592.73
	16	Black Only	30# White Newsprint 34"	668.24	68.49				668.24
	20	Black Only	30# White Newsprint 34"	767.61	80.49				767.61
	24	Black Only	30# White Newsprint 34"	843.12	92.49				843.12
	28	Black Only	30# White Newsprint 34"	942.49	104.49				942.49
	32	Black Only	30# White Newsprint 34"	1018.00	116.49				1018.00
	36	Black Only	30# White Newsprint 34"	1117.37	128.49				1117.37