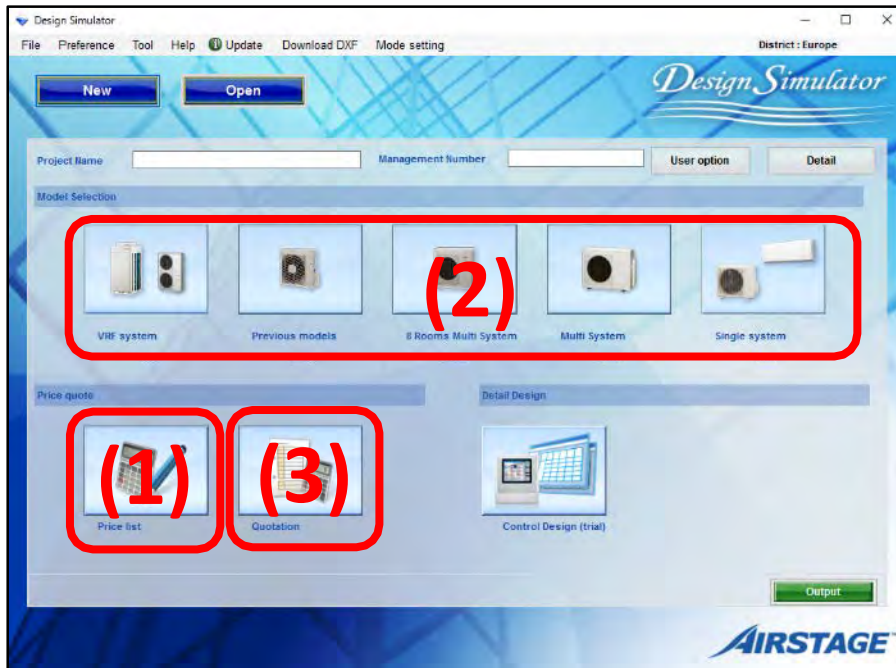


Design Simulator

Quotation Function
(Quotation Volume)

Introduction



Quotation function flow

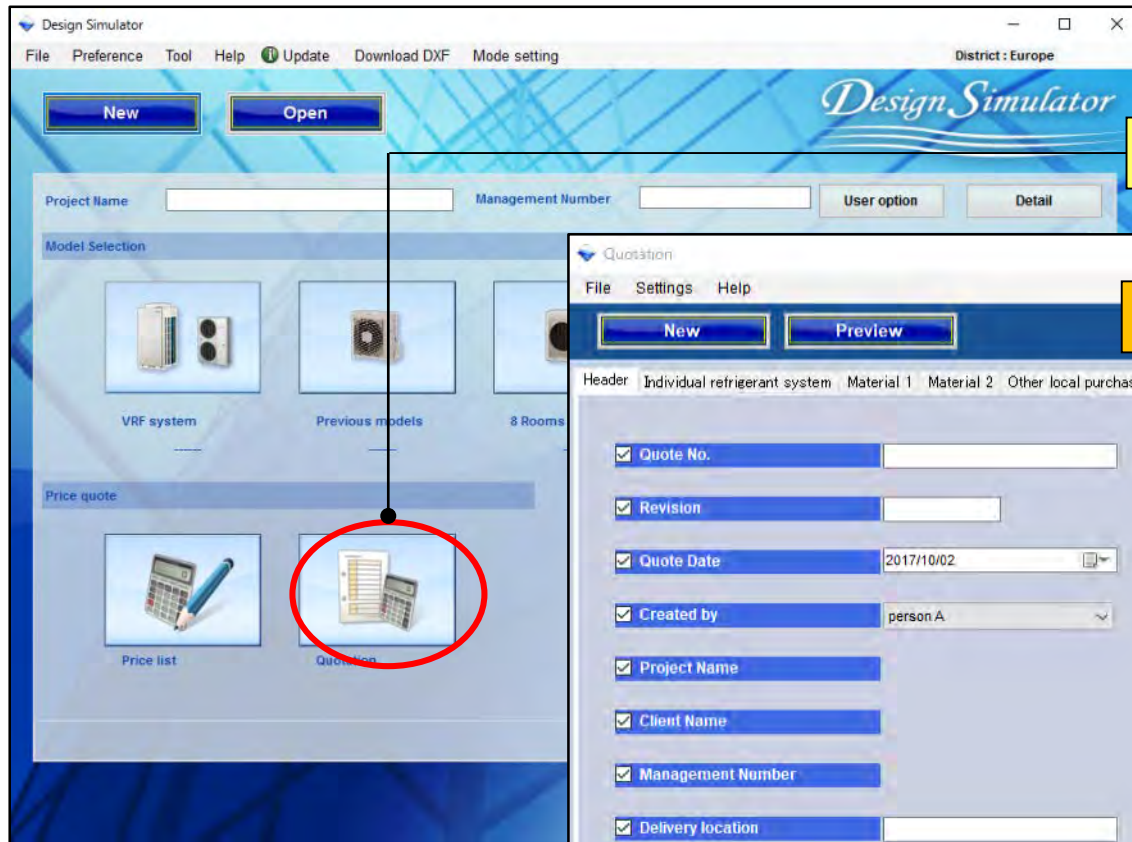
(1) Price list (input price, etc.)

(2) Product design

(3) Quotation, Quotation
form output

Quotation

Design Simulator



Select "Quotation"



Quotation screen

The 'Quotation' window has a menu bar with 'File', 'Settings', and 'Help'. It features 'New' and 'Preview' buttons. Below these is a header section with tabs: 'Header', 'Individual refrigerant system', 'Material 1', 'Material 2', 'Other local purchase items', and 'Footer'. The main area contains a list of fields, each with a checkbox and a text input field:

- ☒ Quote No.
- ☒ Revision
- ☒ Quote Date (2017/10/02)
- ☒ Created by (person A)
- ☒ Project Name
- ☒ Client Name
- ☒ Management Number
- ☒ Delivery location
- ☒ Payment term
- ☒ Delivery date
- ☒ Expiry date of quotation

On the right side, there is a placeholder for a 'Logo printed image'.

Contents – Quotation Volume

1. Setting
2. Project Quotation
3. Quotation Form Creation

Contents – Quotation Volume

1. Setting
2. Project Quotation
3. Quotation Form Creation

☐ Company information

Input of Company name, address, Company Logo

☐ Currency setting

Input of type of tax , tax rate, discount rate

☐ Terms and conditions

Overall project, refrigerant system unit

☐ Display items selection

Piping, refrigerant display

Quotation(Company information)

Design Simulator

Set the company information to be displayed on estimate

The screenshot shows the 'Quotation' application window. The 'Settings' menu is open, and 'Company information' is selected. The 'company information' screen is displayed, showing fields for company name, zip code, address, telephone, and fax. A red box highlights these fields. Below them is a 'Contact person selection' table. A red box highlights the first three rows of the table. To the right of the 'company information' screen is a 'show the' section with a 'FUJITSU' logo and an 'Import logo image' button. A red box highlights the logo and the button. A yellow box with the text 'Company information (company name, Address, Telephone number, Fax)' points to the red box around the form fields. A yellow box with the text 'Name of Employee, etc.' points to the first three rows of the 'Contact person selection' table. A yellow box with the text 'Select "Company information"' points to the 'Company information' menu item. A yellow box with the text 'Company information screen' points to the 'company information' screen. A yellow box with the text 'Select "Import logo image"' points to the 'Import logo image' button. A yellow box with the text 'Open the logo select menu' points to the 'Open' file dialog box. A yellow box with the text 'logo' points to the 'FUJITSU' logo. A note below the logo says '*Image will be resize with maintaining aspect ratio.'.

Company information

Settings

company name
Fujitsu General

zip code
213-8502

Address
1116, Suenaga, Takatsu-ku, Kawasaki

Telephone
044-861-1111

Fax

Contact person selection

No.		Contact person
1	<input checked="" type="checkbox"/>	Employee A
2	<input type="checkbox"/>	Employee B
3	<input type="checkbox"/>	Employee C
4	<input type="checkbox"/>	
5	<input type="checkbox"/>	

show the

FUJITSU

Import logo image

Open

File name: LOGO.bmp

File type: Logo File(*.png;*.bmp;*.jpeg;*.j...)

Open Cancel

Company information (company name, Address, Telephone number, Fax)

Name of Employee, etc.

Select "Company information"

Company information screen

Select "Import logo image"

Open the logo select menu

logo

*Image will be resize with maintaining aspect ratio.

OK

Set the currency to be displayed on estimate

Select "Currency setting"

Two currencies to be displayed on estimate can be registered

Currency setting screen

Settings

☒ Use second currency

Select currency ☐ First currency ☒ Second currency

First currency setting

Tax conditions

Type of tax: The price before tax

Tax rate: 0 %

Rounding: Rounding off

Second currency setting

Tax conditions

Type of tax: Tax-exclusive

Tax rate: 0.00 %

Rounding: Rounding up

Set Type of tax, Tax rate, Rounding

Currency conditions

Type of currency: £

Number of decimal places: 0

Set Type of currency and Number of decimal places

Max. discount rate: 100 %

Set Discount limit rate

OK

Quotation(Terms and conditions)

Design Simulator

Output form setting

Quotation

File Settings Help

District : Europe

Menu

Select "Terms and conditions"

Terms and conditions screen

Use one of the following settings for the Quotation format.

- Refrigerant system unit
- Overall project

*For details, refer to the project Quotation

Terms and conditions

Items

Delivery location

(request)

Delivery date

1 month

Payment term

September/30/2017

Expiry date of quotation

August/31/2017

Quote output form

☒ Individual refrigerant system

☐ Entire refrigerant systems

Output format of the Quotation result
(Each refrigerant system or all system)

Remarks

Outdoor unit

OK

Cancel

Quotation(Display Items selection) *Design Simulator*

Quotation display items setting

Select "Display items selection"

Display items screen

Include the following in the Quotation

- Pipe, Refrigerant, User options

Whether to print to Quotation form

- Discount amount, Adjusted total, Amount of the tax

Item	Price list screen	Quote screen	Show the quotation
Series	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
Type	<input checked="" type="checkbox"/>		
Remarks 1	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Remarks 2	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Description	<input checked="" type="checkbox"/>		

Peripheral items included in the quotation		
<input checked="" type="checkbox"/> Pipe	<input checked="" type="checkbox"/> Refrigerant	<input checked="" type="checkbox"/> User option

Quotation		
<input checked="" type="checkbox"/> Discount amount	<input checked="" type="checkbox"/> Adjusted total	<input checked="" type="checkbox"/> Amount of the tax

OK Cancel

Contents – Quotation Volume

1. Setting

2. Project Quotation

3. Quotation Form Creation

Quotation(Project Quotation)

Design Simulator

The screenshot shows the 'Quotation' application window. The menu bar includes 'File', 'Settings', and 'Help'. Below the menu, there are two buttons: 'New' and 'Preview', both highlighted with red rectangles. A red box highlights the header section, which contains tabs for 'Header', 'Individual refrigerant system', 'Material 1', 'Material 2', 'Other local purchase items', and 'Footer'. The main area is a table with columns: 'Series', 'Model', 'Type', 'Remarks 1', 'Remarks 2', 'Description', 'Qty', and 'P'. The bottom section contains summary fields: 'Sum total / Total' (0), 'Adjusted total' (0), 'Total amount' (0), and a 'Discount amount' input field.

Quotation

File Settings Help

New Preview

Header Individual refrigerant system Material 1 Material 2 Other local purchase items Footer

Series	Model	Type	Remarks 1	Remarks 2	Description	Qty	P
--------	-------	------	-----------	-----------	-------------	-----	---

Sum total / Total 0

Adjusted total 0

Total amount 0

Discount amount

New Quotation/updated Quotation creation.

The previous Quotation is deleted.

Header

Individual Refrigerant system

Materials 1

Materials 2

Other local purchase items

Footer

Select "Preview"

Check the contents and output estimate

Quotation(Header)

Design Simulator

The image shows a software interface for creating quotations. The main window is titled "Quotation" and has a menu bar with "File", "Settings", and "Help". Below the menu bar are buttons for "New" and "Preview". A tab bar at the top shows "Header", "Material 1", "Material 2", "Other local purchase items", and "Footer", with "Header" selected. The main area contains a list of fields with checkboxes and input boxes. A red box highlights the "Header" tab and the list of fields. A yellow box points to the "Header" tab with the text "Select 'Header'". Another yellow box points to the list of fields with the text "Enter the contents to be output to Header." A third yellow box points to the "Project Name" field with the text "Enter at the Project Details screen." A fourth yellow box points to the "Expiry date of quotation" field with the text "Display the checked items on estimate." An inset window titled "Design Simulator" shows a "Project Details" screen with fields for "Project Name", "Management Number", "Client Name", "Building", "Hotel", "Address", "Telephone", "Fax", "e-Mail", "Customer", "Installer", "Consultant", "Construct", "Date of installation", "Commissioning start", "Note", "Your name", "Your company", and "Your mail address". A red box highlights the "Project Name", "Management Number", and "Client Name" fields in the inset window.

Quotation

File Settings Help

District : Europe

New Preview Menu

Header Material 1 Material 2 Other local purchase items Footer

Quote No. 1

Revision 1

Quote Date 2017/09/26

Created by Employee A

Project Name Project A

Client Name client B

Management Number 10

Delivery location (request)

Payment term September/30/2017

Delivery date 1 month

Expiry date of quotation August/31/2017

Logo printed image

Select "Header"

Enter the contents to be output to Header.

Enter at the Project Details screen.

Display the checked items on estimate.

Design Simulator

File Preference Tool Help Update Download DXF Mode setting

New Open

Project Name Project A

Management Number 10 Client Name client B Building Hotel

Address

Telephone Fax e-Mail

Customer Installer

Consultant Construct

Date of installation Commissioning start

Note

Your name

Your company

Your mail address

Cancel OK

Quotation(Individual Refrigerant system) *Design Simulator*

Quotation

File Settings Help

New Preview

Discount rate Menu

Header Individual refrigerant system Material 1 Material 2 Other local purchase items Footer

V2 Otdr1
V2 Otdr1
V2 Otdr2
V2 Otdr3
V2 Otdr4

Remarks 1	Remarks 2	Description	Unit price	Qty	Discount rate (%)	Discount amount	Price
			6,000	1	15.00	0	5,100
V2	ABYA24GATH	Ceiling	5,000	1	15.00	0	4,250
V2	ARXD04GALH	Slim duct(Drain ...	4,000	1	15.00	0	3,400
			3,000	1	15.00	0	2,550
			3,500	7	15.00	300	20,525
V2	UTY-RNRY	Wired RC(Touch)	200	10	0.00	0	2,000
V2	UTP-BX090A	Separation tube	150	5	0.00	0	750
V2	UTP-BX180A	Separation tube	150	4	0.00	0	600
V2	UTG-UFYC-W	Cassette Grille	90	8	0.00	0	720
V2	UTZ-KXGC	Insulation kit for ...	30	2	0.00	0	60
			90	10	0.00	0	900
			30	1	0.00	0	30

Select refrigerant system to be displayed

Data item input and editing

- Remarks1, 2 : Set user arbitrary complementary information
- Description : Set the unit description
- Unit Price : Set the price for each unit

Data item input and editing

- Discount rate : Set the discount rate
- Discount amount: Set the discount amount

Sum total / Total € 166,540
Adjusted total € 166,340
Amount of the tax € 13,307
Total amount € 179,647

Discount amount € 200

Discount from total amount

Select "Individual refrigerant system"

Check and set Unit Price, Discount rate, and Discount amount of each unit

Quotation

File

Settings

Help

District : Europe

New

Preview

Discount rate

Menu

Header

Individual refrigerant system

Material 1

Material 2

Other local purchase items

Footer

Series	Model	Type	Remarks 1	Remarks 2	Description	Qty	Price
V2	AJY144GALH	Outdoor unit / V...				2	10,200
V2	AJY144LALBH	Outdoor unit / V...					
V2	ABYA24GATH	Ceiling					
V2	ARXD04GALH	Slim duct(Drain ...					
V2	AUXB09GALH	Compact cassette					
V2	AUXB14GALH	Compact cassette				28	82,500
V2	UTY-RNRY	Wired RC(Touch)				40	8,000
V2	UTP-AX054A	Separation tube				6	900
V2	UTP-AX090A	Separation tube				4	600
V2	UTP-AX180A	Separation tube				8	2,000
V2	UTP-BX090A	Separation tube					
V2	UTP-BX180A	Separation tube					
V2	UTG-UFYC-W	Cassette Grille					
V2	UTY-TERX	External switch ...					
V2	UTZ-KXGC	Insulation kit for ...					
V2	UTP-RX01AH	RB unit					
V2	A111	Used option					
V2	A112	Used option					
V2	A113	Used option					

Sum total / Total

€ 166,540

Adjusted total

€ 166,340

Amount of the tax

€ 13,307

Total amount

€ 179,647

Discount amount

€

200

Sub total

€ 163,890

Tax rate

8.00 (%)

Select "Material1"

Check the deficiency and excess for Qty and Price

Display all models divided into each refrigerant system

*When the Quotation format is "Overall project," enter or edit the data items in this screen.

*When the Quotation format is "Refrigerant system unit," the data is just displayed.

Discount from total amount

Quotation

File

Settings

Help

District : Europe

New

Preview

Discount rate

Menu

Header

Individual refrigerant system

Material

Material 2

Other local purchase items

Footer

Series	Model	Type	Remarks 1	Remarks 2	Description	Unit price	Qty	Discount rate (%)	Discount amount		
	6.35	mm			270.0	250	1	0.00		0	250
	9.52	mm			160.0	150	1	0.00		0	150
	12.70	mm			440.0	200	1	0.00		0	200
	15.88	mm			60.0	100	1	0.00		0	100
	19.05	mm			90.0	400	1	0.00		50	250
	22.22	mm			50.0	50	1	0.00		0	50
	28.58	mm			80.0	300	1	0.00		0	300
	R410A	Refrigerant			45.89	1,500	1	10.00		0	1,350

For piping and refrigerant, the total value for the values entered at Model selection is entered in the Description item. The Unit price and QTY can be entered and edited.

For central controllers, the QTY cannot be changed. Change this at the Model Selection screen.

Set Unit Price, Discount rate, and Discount amount of Pipe and Refrigerant

Sum total / Total

€ 166,540

Adjusted total

€ 166,340

Amount of the tax

€ 13,307

Total amount

€ 179,647

Discount amount

€

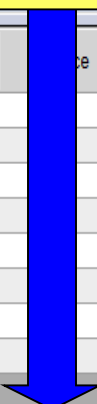
200

Sub total

€ 2,650

Discount from total amount

Select "Material2"



Quotation(Local purchase items)

Design Simulator

The image shows a software interface for creating a quotation. The top window is titled 'Quotation' and has a menu bar with 'File', 'Settings', and 'Help'. Below the menu bar are buttons for 'New', 'Preview', 'Discount rate', and 'Menu'. The main area of the window is a table with columns: Series, Model, Type, Remarks 1, Remarks 2, Description, Unit price, Qty, Discount rate (%), Discount amount, and Price. The table has a header row and one data row. The data row contains the following values: Series: , Model: , Type: , Remarks 1: , Remarks 2: , Description: , Unit price: 0, Qty: 1, Discount rate (%): 0.00, Discount amount: 0, Price: 0. A red circle highlights the 'Other local purchase items' tab in the header. A yellow callout box points to this tab with the text 'Select "Other local purchase items"'. Another yellow callout box points to the 'Add a row' button in the bottom right corner with the text 'Select "Add a row"'. A blue arrow points from the 'Add a row' button to the second window.

The second window is also titled 'Quotation' and has the same menu bar and buttons. The main area is a table with the same columns as the first window. The table has a header row and one data row. The data row contains the following values: Series: , Model: Handling fees, Type: VR-II, Remarks 1: , Remarks 2: , Description: VR-II Heat recovery, Unit price: 150, Qty: 1, Discount rate (%): 10.00, Discount amount: 0, Price: 135. A red rectangle highlights the data row. A yellow callout box points to the data row with the text 'Enter or edit the data items'. A yellow callout box points to the 'Add a row' button in the bottom right corner with the text 'Add an item'. A yellow callout box points to the 'Delete a row' button in the bottom right corner with the text 'Delete an item'. A yellow callout box points to the 'Discount amount' field in the bottom right corner with the text 'Enter or edit the data items'. A yellow callout box points to the 'Sub total' field in the bottom right corner with the text 'Sub total € 135'. A yellow callout box points to the 'Total amount' field in the bottom right corner with the text 'Total amount € 41,573'.

Select "Other local purchase items"

Select "Add a row"

Enter or edit the data items

Enter or edit the data items

Add an item

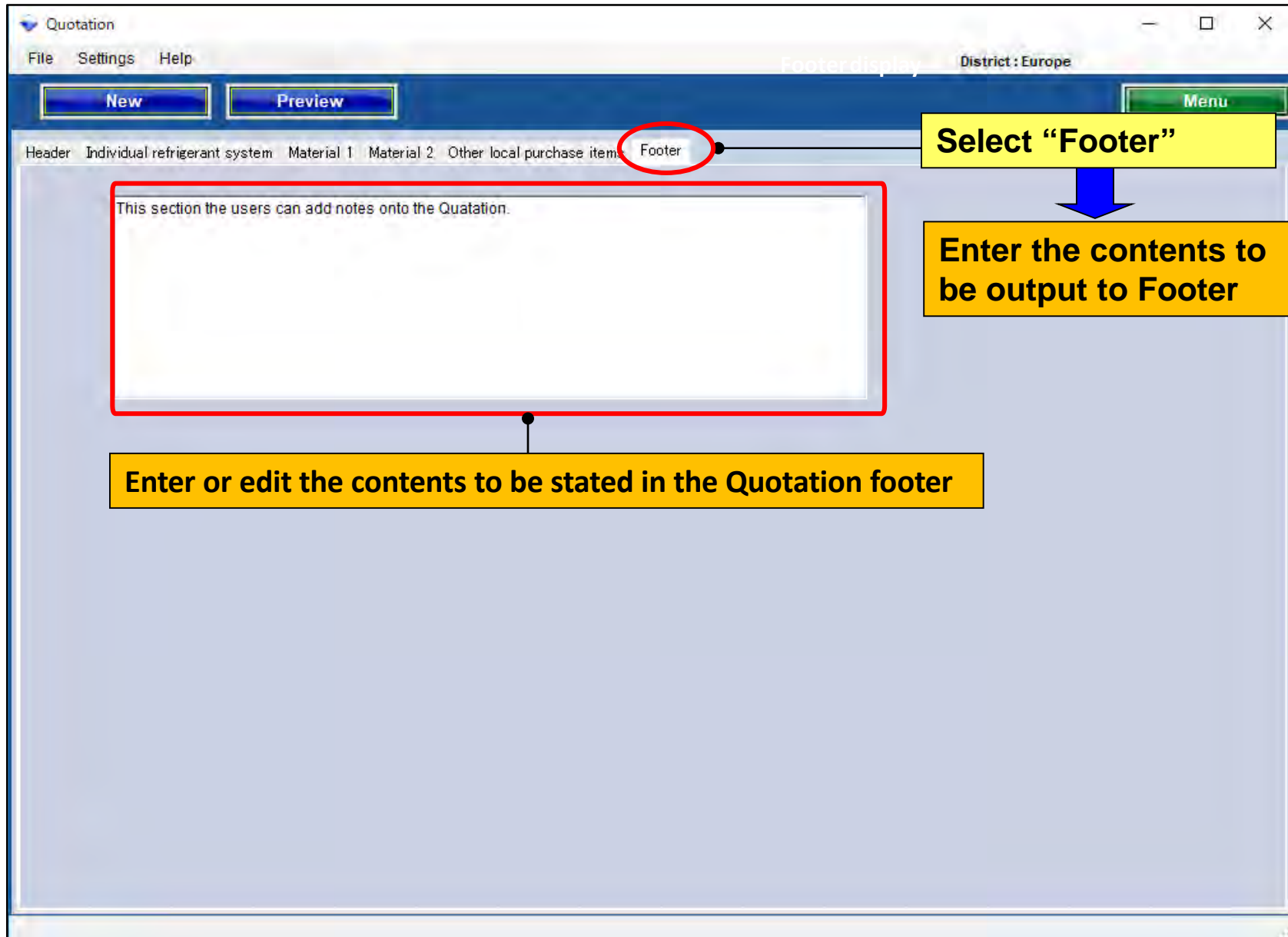
Delete an item

Sum total / Total € 41,573
Adjusted total € 41,573
Total amount € 41,573

Discount amount € 0

Sub total € 135

Add a row
Delete a row



Contents – Quotation Volume

1. Setting
2. Project Quotation
3. Quotation Form Creation

Quotation(Output)

Design Simulator

The screenshot shows the 'Quotation' application window. The 'Preview' button is highlighted with a red circle. A red box highlights the header area containing 'Individual refrigerant system', 'Material 1', 'Material 2', 'Other local purchase items', and 'Footer'. A yellow box points to the 'Quote Date' field, which is set to '2017/09/26'. Another yellow box points to the 'PDF', 'Excel', and 'CSV' buttons. A third yellow box points to the 'Output as PDF data', 'Output as Excel data', and 'Output as CSV data' options. A fourth yellow box points to the 'RptView_Form' screen. A fifth yellow box points to the 'Select the file type and output' button. A sixth yellow box points to the 'Check the estimate contents displayed at RptView_Form' screen. A blue arrow points from the 'RptView_Form' screen to the 'Select the file type and output' button.

Select "Preview"

Open RptView_Form screen

Check the estimate contents displayed at RptView_Form

Select the file type and output

All values to be output to Quotation are already set

- Output as PDF data
- Output as Excel data
- Output as CSV data

Model	Type	Remarks 1	Remarks 2	Description	Qty	Price
AJY144GALH	Outdoor unit / VR-II Heat Recovery space saving combination				2	10,200
AJY144LALBH	Outdoor unit / V-III Heat pump space saving combination				2	9,350
ABYA24GATH	Ceiling				4	17,000
ARXD04GALH	Slim duct(Drain pump internal)				4	13,600
AUXB09GALH	Compact cassette				4	10,200
AUXB14GALH	Compact cassette				28	83,300
UTY-RNRY	Wired RC(Touch)				40	6,800
UTP-AX054A	Separation tube				6	408
UTP-AX090A	Separation tube				4	510
UTP-AX180A	Separation tube				8	1,020
UTP-BX090A	Separation tube				10	1,276
UTP-BX180A	Separation tube				8	1,020
UTG-UFYC-W	Cassette Grille				32	6,800
UTP-RX01AH	RB unit				20	1,530
R410A	Refrigerant				1	0
20.20						
Sum total / Total (€)						163,014
Discount amount (€)						0
Adjusted total (€)						163,014
Total amount (€)						163,014

Note

Quotation(Output)

Design Simulator

Terms and conditions

Items

Delivery location
(request)

Delivery date
1 month

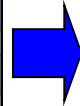
Payment term
September/30/2017

Expiry date of quotation
August/31/2017

Quote output form

☒ Individual refrigerant system

☐ Entire refrigerant systems



Select Individual refrigerant system

RptView_Form

Report kind
☒ Entire refrigerant systems

Project Name
Client Name
Management Number

Delivery location (request)
Payment term
Delivery date
Expiry date of quotation

Model	Type
AJY144GALH	Outdoor unit / VR-II Heat Recovery space saving combination
AJY144LALBH	Outdoor unit / VR-II Heat pump space saving combination
ABYA24GATH	Ceiling
ARXD04GALH	Slim duct(Drain pump internal)
AUXB09GALH	Compact cassette
AUXB14GALH	Compact cassette
UTY-RNRY	Wired RC(Touch)
UTP-AX054A	Separation tube
UTP-AX090A	Separation tube
UTP-AX180A	Separation tube
UTP-BX090A	Separation tube
UTP-BX180A	Separation tube
UTG-UFYC-W	Cassette Grille
UTP-RX01AH	RB unit
6.35	mm
9.52	mm
12.70	mm
15.88	mm
19.05	mm
22.22	mm
28.58	mm
R410A	Refrigerant

Note

Total amount of all refrigerant systems is displayed

Total amount for each refrigerant system is displayed

RptView_Form

Report kind
☐ Entire refrigerant systems
☒ Individual refrigerant system

Project Name
Client Name
Management Number

Delivery location (request)
Payment term
Delivery date
Expiry date of quotation

Quote No.

Fujitsu General
213-8502 1116, Suenaga, Takatsu-ku, Kawasaki

Telephone 044-861-1111
Fax
Quote Date 2017/10/10
Quoted by Employee A

Quotation

Model	Type	Remarks 1	Remarks 2	Description	Qty	Price
Otdr1						
AJY144GALH	Outdoor unit / VR-II Heat Recovery space saving combination				1	5,100
AUXB09GALH	Compact cassette				1	2,550
ARXD04GALH	Slim duct(Drain pump internal)				1	3,400
ABYA24GATH	Ceiling				1	4,250
AUXB14GALH	Compact cassette				7	20,825
UTY-RNRY	Wired RC(Touch)				10	2,000
UTP-BX180A	Separation tube				4	600
UTP-BX090A	Separation tube				5	750
UTG-UFYC-W	Cassette Grille				8	720
UTP-RX01AH	RB unit				10	900
Total amount of all refrigerant					48	41,095
Otdr2						
AJY144GALH	Outdoor unit / VR-II Heat Recovery space saving combination				1	5,100
AUXB09GALH	Compact cassette				1	2,550
ARXD04GALH	Slim duct(Drain pump internal)				1	3,400
ABYA24GATH	Ceiling				1	4,250
AUXB14GALH	Compact cassette				7	20,825
UTY-RNRY	Wired RC(Touch)				10	2,000
UTP-BX180A	Separation tube				4	600
UTP-BX090A	Separation tube				5	750
UTG-UFYC-W	Cassette Grille				8	720
UTP-RX01AH	RB unit				10	900
Total amount of all refrigerant					48	41,095

Terms and conditions

Items

Delivery location
(request)

Delivery date
1 month

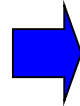
Payment term
September/30/2017

Expiry date of quotation
August/31/2017

Quote output form

☐ Individual refrigerant system

☒ Entire refrigerant systems



Select Entire refrigerant system

RptView_Form

Report kind
☒ Entire refrigerant systems ☐ Individual refrigerant system

Quote No.

Fujitsu General
213-8502 1116, Suenaga, Takatsu-ku, Kawasaki

Delivery date 1 month
Expiry date of quotation August/31/2017

Telephone 044-861-1111
Fax
Quote Date 2017/10/10
Quoted by Employee A

Model	Type	Remarks 1	Remarks 2	Description	Qty	Price
AJY144GALH	Outdoor unit / VR-II Heat Recovery space saving combination				2	10,200
AJY144LALBH	Outdoor unit / V-III Heat pump space saving combination				2	11,050
ABYA24GATH	Ceiling				4	17,000
ARXD04GALH	Slim duct(Drain pump Internal)				4	13,600
AUXB09GALH	Compact cassette				4	10,200
AUXB14GALH	Compact cassette				28	83,300
UTY-RNRY	Wired RC(Touch)				40	8,000
UTP-AX054A	Separation tube				6	900
UTP-AX090A	Separation tube				4	600
UTP-AX180A	Separation tube				8	2,000
UTP-BX090A	Separation tube				10	1,500
UTP-BX180A	Separation tube				8	1,200
UTG-UFYC-W	Cassette Grille				32	2,880
UTP-RX01AH	RB unit				20	1,800
6.35	mm		270.0		1	0
9.52	mm		160.0		1	0
12.70	mm		440.0		1	0
15.88	mm		60.0		1	0
19.05	mm		90.0		1	0
22.22	mm		50.0		1	0
28.58	mm		80.0		1	0
R410A	Refrigerant		45.89		1	0
Sum total / Total (€)						164,230
Discount amount (€)						100
Adjusted total (€)						164,130
Note					Total amount (€)	164,130

Total amount of all refrigerant systems is displayed

Total amount for each refrigerant system cannot be selected