

System Specs.

Database driven leaving very little margin for user error.
Works 24 X 7.
Configure workflows to require approvals on exceptions.

System Specs.

Driven by individual siloed data.
Works when being manipulated by user.
Identifies incorrect formulas.

Creating quotes with ProMRO saves time.

Imbedded within Dynamics AX, ProMRO links all the elements relating to MRO projects. Consequently, when a new quote is created or when existing data is modified, the system automatically updates information, including costs. Engineering can setup templates of equipment that can include parts, instructions, labor, etc. Because employees can estimate based on engineering data approved by your team, your customer service group can choose either the customers' equipment (if you have entered it previously) from our Equipment Table or a similar item (generic) to base the quote on. Once accepted there is no redundancy or errors when changing to a project or work order since creating these is done with the push of a button on your mouse. This saves time and ensuring greater quotation and work order accuracy. The easiest way to create quotes in ProMRO is to use the Work Order Quote Quick Create feature.

Creating quotes in Excel is a time consuming process.

Providing fast and accurate quotation is critical for any company that wants to thrive in the highly specialized and competitive MRO industry. When using Excel, your employees have to create a different template for each type of project and develop complex formulas to perform calculations automatically. If a small error occurs, the end result will be an error message instead of a quick quote. Then, someone will need to spend a lot of time to find and correct the error, which will slow down the entire quote delivery process. Meantime, the customer waiting for your quote may accept the quote provided by one of your competitors.

Dynamics AX and ProMRO update information dynamically, saving you money.

With Dynamics AX and ProMRO, you no longer need to worry about maintaining spreadsheets to ensure that everything is up to date. That's because Dynamics AX and ProMRO deliver a smart MRO software solution that actively pulls data in real time from other systems, including Excel. Connecting all the dots in projects, our combined solution updates estimates, quotes, reports and invoices automatically to make possible live quoting and enable your sales team to deliver accurate quotes to customers. Also, the Service Profile allows for easy, on-the-fly data updates.

Maintaining Excel spreadsheets costs more than it should considering alternative methods.

Most MRO companies perform many complex operations, which often involve the processing of multiple sets of data. Furthermore, monitoring all the data and keeping hundreds of spreadsheets up to date imply plenty of work and time, which will cost your organization a lot of money.

ProMRO facilitates and supports horizontal and vertical product and service diversification.

With ProMRO, your employees can easily add new items and create new standardized lists of maintenance or repair activities. Once a new item or service is introduced into the system, your sales team can instantly set pricing parameters and provide precise quotes based on new material costs, labor, miscellaneous expenses and margin requirements.

Excel hampers development.

Expanding product and service offerings is another necessary condition for business success in the MRO sector. For instance, if you want to design and produce your own spare parts using 3D technology so that you can make repairs within hours instead of days or weeks, your sales team must be able to quote new products and services effectively and accurately. This is something almost impossible to do with Excel.

Dynamics AX and ProMRO gives you complete control over the entire quoting process and much more.

Dynamics AX allows you to manage changes to data and even require approvals on changes or quotes that don't meet certain criteria. Since ProMRO is fully integrated with Dynamics AX, any user roles and user group permissions/restrictions set up in AX also apply to the ProMRO module, giving you full control over all business areas. Even if a sales team member is authorized to make changes to pricing information, you can configure the system to implement those changes only after someone in authority, such as the sales or services manager, reviews and approves them. In addition to these controls you have full sales opportunity tracking too. You can see what quotes were lost and why, and what quotes were accepted. Of course you can also see how much profit was made on any project. These tools allow you to understand why you are winning and losing deals and perhaps also understand the work you should have passed on to your competitor.

With Excel, you have little to no control over your quotes.

Excel remains a standalone application that cannot be fully integrated with Dynamics AX and ProMRO. This means that the user access restrictions enabled in Dynamics AX won't have any effect on Excel. As well, the feature that allows you to restrict other users' ability to edit data in Excel is useless considering that your salespeople must be able to adjust prices and formulas to calculate quotes. Therefore, no one can prevent your employees from modifying data in Excel, which can be quite dangerous. As an example, if someone lowers input prices or changes pricing terms, it may negatively affect your profit margins.