

VP Buildings' Services





Sales and Engineering Services

- Positions you need to know:
- Sales and Estimating
 - District Managers (DM)
 - Estimators
 - Sales Engineers
- Customer and Engineering Services
 - Project Managers (PM)
 - Order Clarifiers
 - Designers
 - Detailers
 - Technical Service Representatives



Typical Quote Process

- We want you to get the job!
- Let our experienced estimating department assist you on complex projects.





Typical Quote Process

- First thing!
 - Notify your DM that you are bidding the job
 - Get all of the information you can about the job from the customer
 - Is there anything VP can do to help you sell the job?



Typical Quote Process

- Critical items for a complete estimate:
 - Due date of estimate
 - When do you really need it?
 - The more time we have the more complete the estimate will be.
 - How serious is the customer?
 - Please let us know if this is a budget number or a hard bid so that we can apply resources accordingly



Typical Quote Process

- What we need:
 - Quote Request form or equivalent
 - VPCommand file if available
 - Any special drawings or details
 - Specifications if required
 - Forms available in Supplemental Price Guide on website

Quotation Request and Price Confirmation Form

Due _____	BDM # _____
By _____	Quote # _____
Builder # _____	Building \$ _____
Discount \$ _____	Sub-Total \$ _____
Net Items \$ _____	Insulation \$ _____
Seamer \$ _____	Other Net \$ _____
Freight \$ _____	Total \$ _____
Weight # _____	Weight # _____
VP Estimator _____	VP Estimator _____

BUILDING DESCRIPTION

Roof Shape Non-Rectangle Shape Single Slope
 Length _____ Ridge location from Back SW _____ Roof Height Change Lean-to
 Eave Ht. _____ Front Roof Pitch _____ Back Eave Ht. _____ Back Roof Pitch _____

LOADING INFORMATION

Code & Year _____ Live Load _____ Reducible Yes _____ Coll. Load _____
 Load: _____ Roof Snow: _____ Snow Exposure _____ Bldg. Use Cat. _____
 Pressure: _____ Wind Exposure _____ Rain Surcharge _____
 Site Coefficient: _____ Haz. Group _____ Zone = _____ Aa = _____ Av = _____
 S1= _____
 Distance to Fault: _____ KM Distance to Coast: _____ KM

PRIMARY FRAMING

Interior Columns: _____
 Depth _____ Constraint: _____ (interior column spacing)
 Int. Col. Depth: _____ Constraint: _____ Color: _____
 Critical Clearances Vertical _____ Horizontal _____
 REW Frame Type _____
 Non Std. E.P. Spcg. REW _____

BRACING

SW loc. _____ Front SW loc. _____ Notes: _____
 Notes: _____
 Notes: _____
 Height: _____
 End wall Cols. Flange Braced: _____

COVERING

WT: _____ psf
 FSW Wall Panel: _____
 BSW Wall Panel: _____
 Base Condition: _____
 Canopy Gage: _____ Canopy Finish: _____
 psf UL90: _____
 WT: _____
 Thermal Block: _____
 Roof Finish: _____
 Module Strips: _____
 Super Block: _____
 Eave Condition Back: _____
 WT: _____ psf

FSW Liner Panel: _____
 BSW Liner Panel: _____
 Base Condition: _____



Typical Quote Assistance

- For jobs that you can input using VPC:
 - Builder Sends project to Order Entry system (OE), and faxes in confirmation.
 - Quote number is assigned.
 - Project is downloaded from OE.
 - Project is reviewed and processed for Pricing Accuracy.
 - Project is Sent back to OE.
 - Customer downloads the file and reviews new pricing.



Typical Quote Assistance

- Use the Order Entry System to transfer your VPCCommand files in for assistance!
- Also can be used for help either getting a price or using VPCCommand!

Order Entry System - Development

Tools Maintenance Shipping Help

Search Criteria

Search By: Most Recent Orders Value: Your Most Recently Accessed Orders!

Search

Insert
Revise
Delete

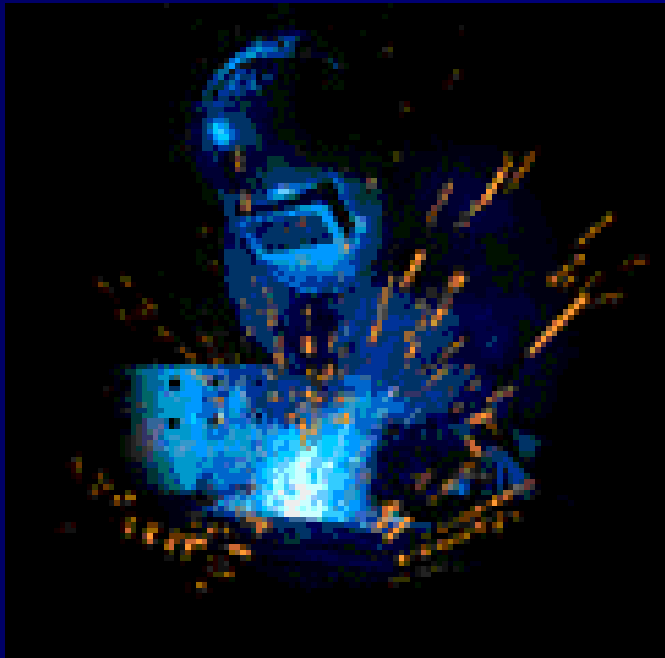
Columns to Display Remove from view

Order	Order Type	Date Created	Submittal Date	Finalized	Builder Name
05-727	Building	11/15/2005	11/15/2005	Yes	Germantown Construction
05-705	Building	11/7/2005	11/7/2005	Yes	Germantown Construction
05-665	Building	11/2/2005	11/2/2005	Yes	Germantown Construction
05-659	Building	11/1/2005	11/1/2005	Yes	Germantown Construction
05-657	Building	11/1/2005	11/2/2005	Yes	Germantown Construction
05-656	Building	11/1/2005		No	Germantown Construction
05-648	Building	10/28/2005		No	Germantown Construction
05-617	Building	9/28/2005		No	Germantown Construction
05-597	Building	9/7/2005		No	Germantown Construction
05-596	Building	9/7/2005		No	Germantown Construction
05-589	Building	8/4/2005	8/4/2005	Yes	Germantown Construction
05-583	Building	7/12/2005	7/12/2005	Yes	Germantown Construction
05-557	Building	6/8/2005		No	Germantown Construction
05-556	Building	6/8/2005		No	Germantown Construction
05-555	Building	6/8/2005		No	Germantown Construction

Order Revisions

Order	Type	Revision	Cust Serv Rep	Builder	Entry Date
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Welcome to Order Entry System... Friday, December 02, 2005



Action Shot!



Engineering Services

- Customer Service and Engineering Managers:
 - Project Managers / Order Clarifiers
 - Input
 - Engineers
 - Design
 - Project Technicians
 - Detailing
 - Customer Service Representatives
 - Field assistance
 - Technical Service Representatives



Typical Job Flow

- Builder transfers the job to the Order Entry system as an order.
- Initial Order Review requires that the following information is included:
 - Customer drawings, order clarification forms.
 - All supplemental information for hangar doors, curbs, SPR items, etc.
 - Any condition that is not supported in VPCCommand should have support documents attached and pricing.



Typical Job Flow

Order Information : 06-12363

Quote Info	Internal Comments	Distances	ERP History	Manufacturing Hours
General Contractor	Billing Address	Lending Company	Bonding Company	Owner
General Information	Customer Address	Shipping Information	Comments	Facility Information
Job Site Address				

Jobsite Address use Bldr. Address

Address

Name: Default

Address: 7600 Pearman Quarry Rd

City: Stokesdale

County: Guilford

State: North Carolina

Country: United States

Zip Code: 27357

Contact: Chad Beer

Contact Telephone: 336-555-0505

Insulation Region: Supreme

OK Cancel

Complete Applicable Information:

- Shipping/Customer/Billing Information
- Building Owner/General Contractor/Lending Institution, etc. if applicable.
- Builder has confirmed Requested Delivery Date. Enter requested Anchor Bolt drawing date.
- MBMA End Use, State & County Codes, Complexity values.
- Confirm order type, approval, fabrication, etc.
- Review VPC file for major input errors and omissions and correct as needed.



Typical Job Flow

- Order Clarifier will:
 - Correct pricing if required.
 - Check freight on building and any other components.
 - Review pricing on additional items, non-priced items and engineering content.
 - If warranty purchased check money and type of warranty
 - Notify builder of any pricing changes and receive approval.



Typical Job Flow

■ Engineering

- Designer verifies loading, and input.
- Puts together Calculation package.
- After Calculations are complete, the job is given back to Project Manager if it is an approval order.
- Designer adds or corrects specific loading issues as required.

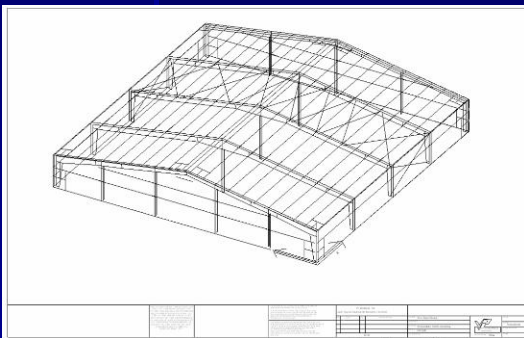


Typical Job Flow

- Project Manager will produce drawings if required :

- Approval Drawings

- After the drawings are approved by builder then the job is released for fabrication.



- Submittal Drawings

- Usually for Building Departments
- Orders that require no changes.



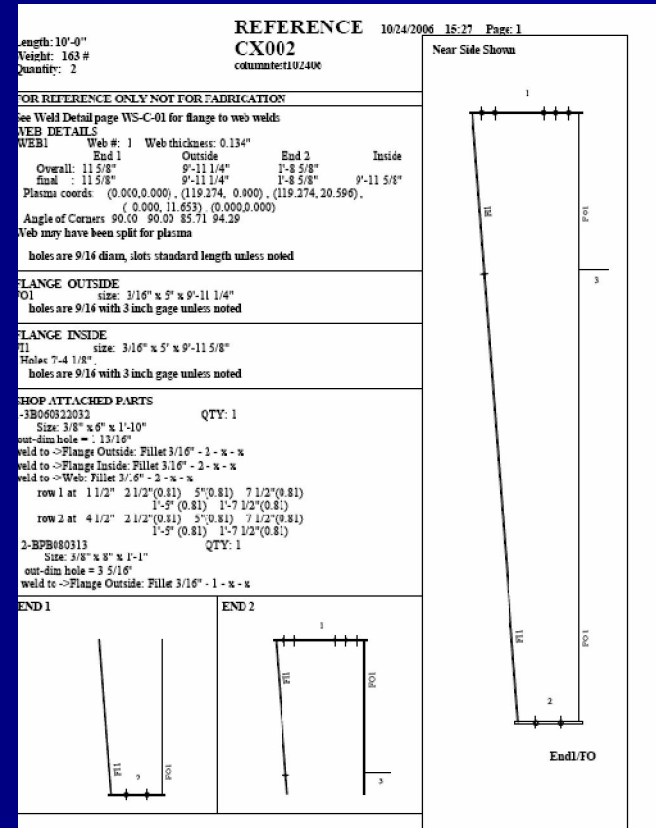
Typical Job Flow

- Once job is clarified and designed, the job is given to the Detailer:
 - The detailer verifies all parts in the system, and makes any changes per the designers calculations.
 - Completes Erection drawings.
 - The job is then released to Production Control to process and send to the shop for actual fabrication.



Typical Job Flow

- Job is fabricated in the shop and Shipped to jobsite.



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