



Product Tour:

# 'Hoist & Crane' Sales & Quotation System

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Contact information is provided on the end page.

**Hoist & Crane QUOTATION**  
www.HOISTSELECTOR.COM

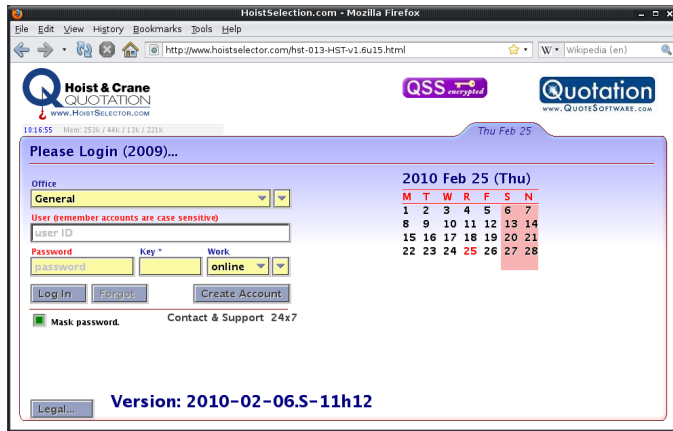
*"The Lamborghini of Quotation Systems"*

**Features & Benefits:**

- ▶ We provide hoist & crane selection, configuration, and pricing.
- ▶ Our system generates, saves, and prints quotes so you can return later to continue.
- ▶ Our system is for dealers, mfg and end users.

**CONTINUE** ▶

Toronto & Singapore



Login Screen

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*This document covers a Java™ / web-based 'Hoist & Crane' Sales & Quotation System. The system generates PDF quotes, including pricing and technical specifications, for a set of hoists and cranes specified as a quote by a sales agent.*

*The system saves all quotes in an online/network quote server repository so that they may be opened, again-and-again as needed, to update, revise and reprint.*

*Quotes may be cached to the local computer for offline operation (example: travel to client site).*

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## Welcome to HoistSelector.com

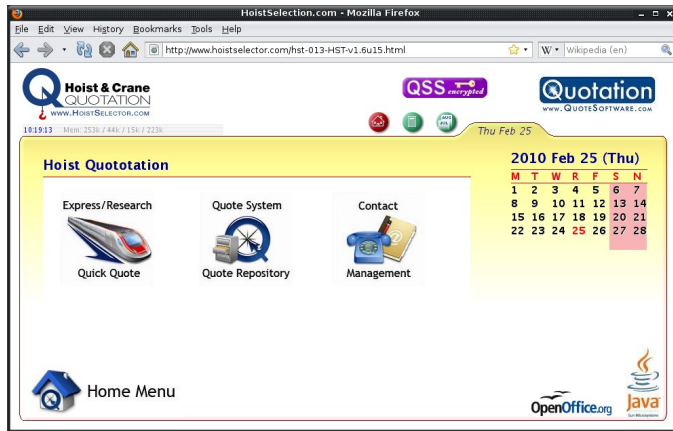
*(owned by QuoteSoftware.com)*

*We specialize in software to address the quotation process. We take our base system, we further build on it with screens customized to your products, your needs, and how you want to do business.*

*We have significant experience in the area of hoists, cranes, motors and pumps and we have prepared a special online/offline system for the hoist & crane industry.*

*We have been in this business for 20 years and have cultivated expertise specific to the quotation process and we can bring that to your company to help you improve the effectiveness and quality of your quotes.*

*- quoteSoftware team.*



Home Screen

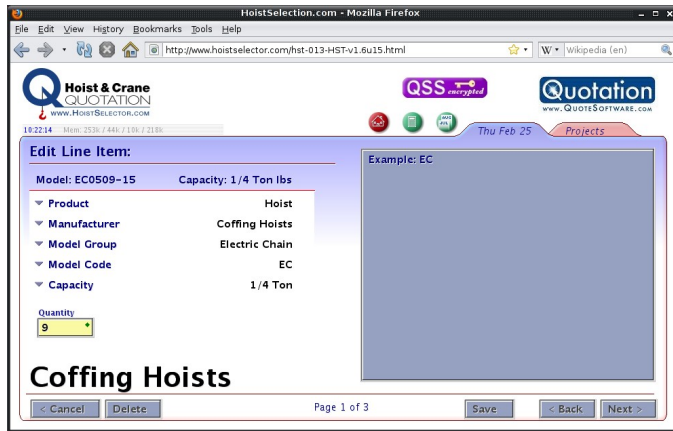
## Product Tour: Hoist & Crane Selector

This document covers a 'hoist and crane' sales & quotation system that we classify as 'mfg' (manufacturer), which means that the system has integrated custom sizing functionality.

This document provides an overview of the hoist selector program. The program is comprised of more detail and functionality than shown here.

### Key Features

- *Java™ based system:* operates equally as well connected to the Internet or standalone. The system seamlessly integrates auto-synchronization with the server when Internet / network connected. Manually importing / exporting for synchronization is not required.
- *One compatible version:* runs the same on Apple, Solaris, Windows & Linux, all with the same program.
- *Customized:* incorporates customized screens specific to hoist & crane products.
- *Connected:* as a customizable program, we can include a link to your corporate ERP system to directly upload quotes as sales orders.



Create / Edit a Hoist

## Areas of Specialty Work:

This document is about our 'Hoist & Crane' quotation system, however, QuoteSoftware.com, which owns [www.HoistSelector.com](http://www.HoistSelector.com), also develops quotation systems for other products from mfg to financial services.

We have built quotation systems for many different products over the years, some are listed below, however we are not limited to this list:

- hoists & cranes
- pumps, compressors & fans
- motors
- vacuum condensers / heat exchangers
- duct work and heater systems
- construction
- electronics
- ultra-pure water generation systems (ion-exchange & RO)
- financial services & insurance

Although we are a software development company, we have engineering degrees covering chemical, mechanical & electrical. Are are happy to learn and include any specialty mathematics for sizing and selection.

## Hoist Selection:

Part of selection is specification: the image to the right is one of several screens used in selecting the parameters of a hoist. Similar screens exist for cranes and other items.

For convenience, the price is shown in the lower right corner as soon as enough criteria is specified to generate a price. The currency is specified at either/both the quote or item level.

A single quote may contain many different hoists and cranes, which are typically referred to as line items in the quote.

The software is *intelligent*, for example: in the image you will notice the speed list box. Only those speeds applicable to the hoist in question (EC0516) are available for selection.

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*For more information, please see document on non-mfg-generica, which provides many more screen shots and discussion of the base/core system. Visit:  
<http://www.QuoteSoftware.com/product-tour.html>*

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The screenshot shows a web browser window titled "HoistSelection.com - Mozilla Firefox". The address bar displays "http://www.hoistselector.com/hst-013-HST-v1.6u15.html". The page features the "Hoist & Crane QUOTATION" logo and the "QSS encrypted" and "Quotation" logos. The main content area is titled "Mechanical Properties:" and displays the following information:

- Product Type: Hoist
- Model Code: EC
- Capacity: 500 lbs
- Model No.: EC0516-15

Configuration options include:

- Speed (rpm): 16
- Suspension/Trolley: Swivel Hook
- Lift (ft)\* max: XXX
- Pushbutton Pendant: 10
- Push Button Station Required:
- ACL/T Pendant Throttle (accessory):

Motor specifications:

- Motor Ph.: 1
- Motor HP: 0.25
- Ship Wt.: 110
- Dim A: 16-7/8

A note states: "\* Stock lifts ship sooner. Stocks are: 10,15,20 ft."

The bottom section is titled "Coffing Hoists" and displays the "User Price: \$ 2,084.00 USD". Navigation buttons include "< Cancel", "Page 2.1 of 3", "Save", "< Back", and "Next >".

Hoist Specification / Mechanical Properties

## Contact Management:

The image to the right is one of several screens that comprise the *contact management module*. This aspect of the system allows sales staff to easy access and manage their customer's contact information.

Depending on the settings, the contact information is shared between sales agents within a security context.

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*This is an extensive module with significant functionality and not limited just to quotation customer's.*

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The screenshot displays the 'Edit Contact: Nova Steel' form within the Hoist & Crane Quotation software. The browser window title is 'HoistSelection.com - Mozilla Firefox'. The URL is 'http://www.hoistselector.com/hst-013-HST-v1.6u15.html'. The page header includes the Hoist & Crane Quotation logo, the QSS encrypted logo, and the Quotation logo. The date is 'Thu Feb 25' and the user is '(Agent){307} < 4 >'. The form fields are as follows:

Type		Access / Security		Contact Person (leave blank if not available)			
Agent		Exclusive		Ms. Stamm, Alexia			
Company Legal Name (put /EXAMPLE for a branch office)			Company Business / Common / Operation Name (leave blank if not available)				
Nova Steel							
Tel: Bus.		Tel: Fax		Tel: Home		Tel: Mobile	
(416)967-1111							
Email				Website			
alexia@novasteel.com				www.NovaSteel.com			
Notes							
started june'09							

Buttons at the bottom: < Cancel, :: Menu, :: More, > Address..., Okay. (HST)

Edit a Contact in the Contact Management Module



## QuoteSoftware.com

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