

Ostendo Jobbing: The Complete Lifecycle. Total Control.

A comprehensive journey from quote to final analysis, designed for precision and profitability.



The Flexible Engine: Configure Ostendo to Your Exact Workflow

Ostendo is built on a foundation of core concepts that provide unmatched adaptability. Define your processes, and the system conforms to you.



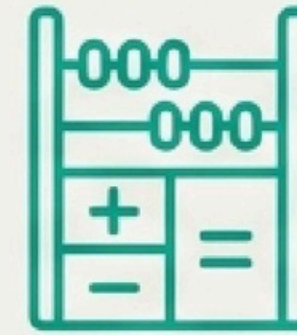
Job Types

- Define unique workflows (e.g., Service vs. Installation, Internal Maintenance).
- Control G/L accounts, job templates, and billing styles.
- Set numbering rules (Manual/Automatic with Prefixes).



Projects

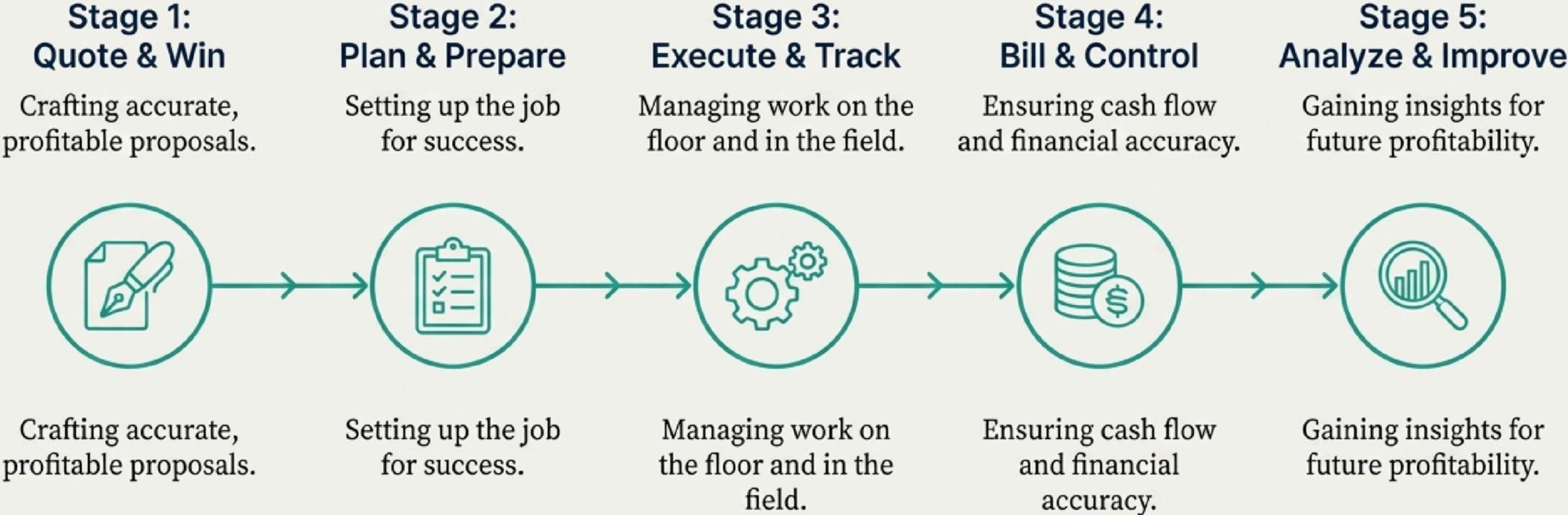
- Group multiple jobs under a single project.
- Enable consolidated reporting and invoicing for large-scale work.
- Track overall project budgets vs. actuals from all linked jobs.



Costing Methods

- Choose your costing model for ultimate accuracy.
- Options include: Standard, Average, Actual, Last, or Buy Price costing.

Mastering Every Stage of the Job Lifecycle

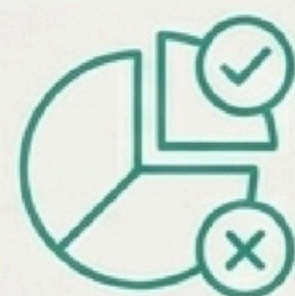


Stage 1: Win the Right Work, Profitably

Create detailed, professional quotes that protect your margins and increase your win rate. Ostendo's quoting tools are designed for speed and accuracy.



Dynamic Proposals:
Multiple layout presentation options, including embedded photos.



Performance Insight:
Convert quotes to orders or log them as 'Lost' with a reason code to analyze win/loss ratios.



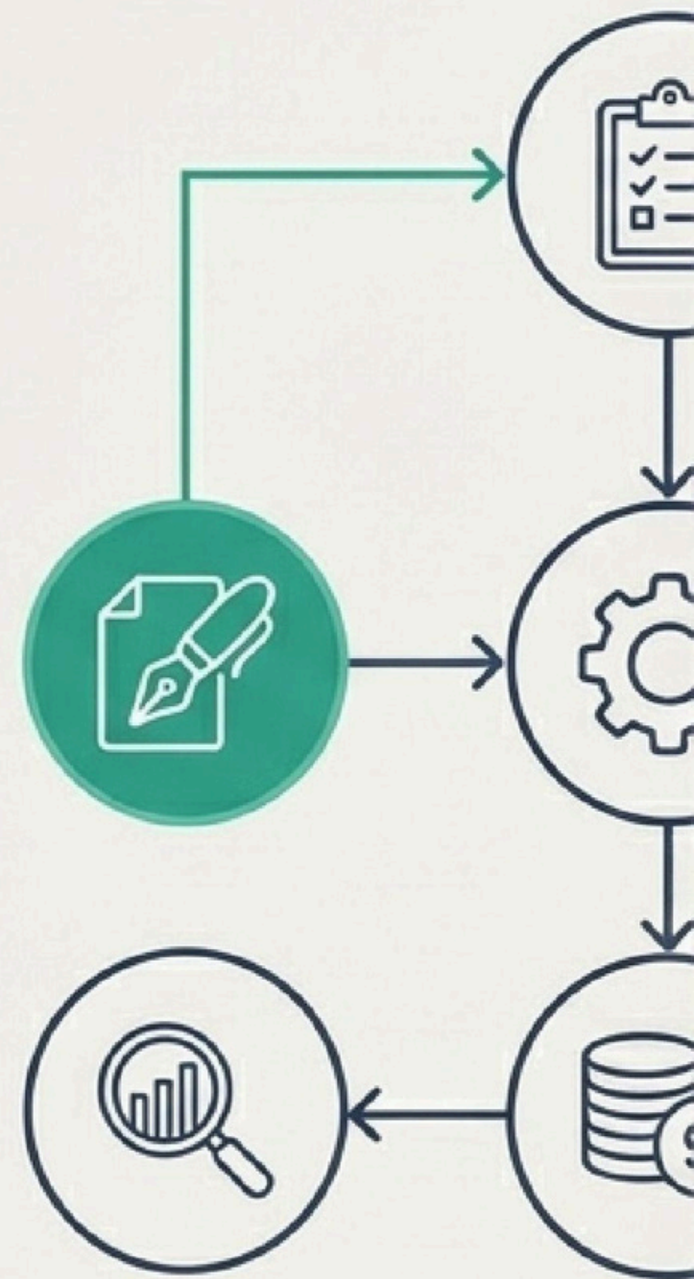
Revision Control:
Unlimited number of job quote revisions are created and maintained until conversion or loss.



Margin Protection:
Receive warnings upon conversion if costs or selling prices have changed since the quote was created.



Proactive Follow-up:
Set expiry dates on quotes to trigger follow-up actions.



The Anatomy of a Powerful Quote

Build quotes with any combination of components, backed by an extensive and automated pricing engine.

Flexible Line Items



Inventory Items & Kitsets



Labour Codes



Supplier Catalogue Items



Non-Inventory Charges



Custom Configured Products

Sophisticated Pricing Engine



Extensive pricing policies with unlimited price levels.



Special customer pricing and date-effective discounts.



Order Pricing Matrix: Set up rules for automatic line insertion (e.g., 'order 3 widgets, get one free or discounted').

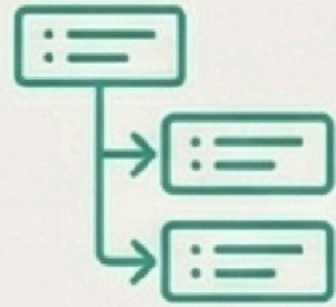
Efficient Entry Methods



Populate lines via Drag & Drop, Batch Select, historical sales lists, or single-line entry.

Stage 2: Plan & Prepare with Precision

Structure every job for clarity and efficiency from day one. A well-planned job in Ostendo is the blueprint for a profitable outcome.



Job Structure

Define separate 'Job Tasks' to split work into different sequences, stages, or levels.



Templates

Use 'Job Templates' (linked from Job Type) to pre-populate jobs with standard planned costs, materials, and labor lines.



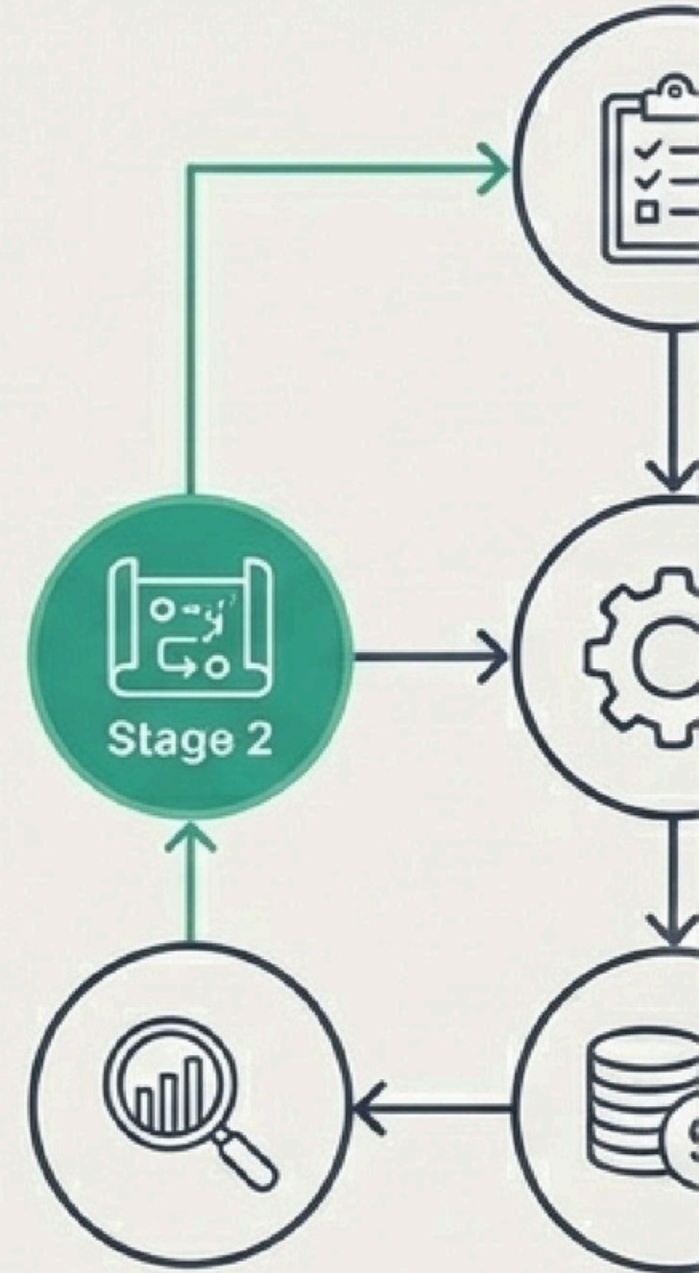
Cost Planning

Enter 'Planned Costs / Qty's' at job creation to enable full back-costing analysis upon completion.



Material Management

Reserve and allocate specific stock for orders to ensure availability.



Integrated Hazard Management & Documentation

Embed safety and compliance directly into your job workflow, ensuring teams are informed and risks are managed from the start.



Hazard Library:

Define hazards from a `Job Type` or add them ad-hoc to a specific job.



Field Alerts:

Critical hazard information is displayed to the `Mobility` user before work begins.



On-Site Reporting:

Mobile users can record and report new hazards they discover on the job.



Centralized Documents:

Link any form of electronic document or image (e.g., safety permits, site plans, technical drawings) to a job order or a specific task.



Full Audit Trail:

Unlimited date/time-stamped and categorized `History Notes` are logged against every job.

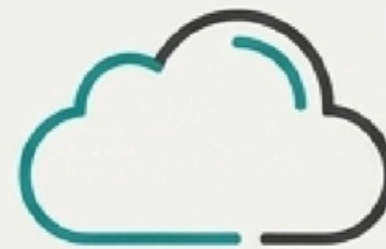
Stage 3: Execute with Real-Time Field & Floor Control

Work Deployment

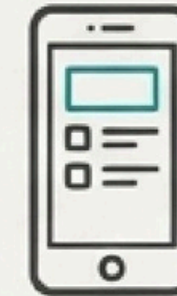
- Visually deploy jobs via a graphical 'Assignment Board'.
- Assign work directly to a specific Team or Employee from the job.



Shop Floor
Inter SemiBold



**Ostendo
data hub**



Field Service
Inter SemiBold

Data Capture

- 'Shop floor data collection' for time capture via barcode, keyboard, or touch screen.
- Mobile teams can issue materials directly to a job from their device.

Live Financials

- Maintain and view 'Real-time Work-In-Progress (WIP)' as costs are incurred.















Stage 3
Inter SemiBold



Empowering Your Mobile Workforce on Android & iOS

Extend Ostendo's power to the field. Give your teams, subcontractors, and even customers the tools they need to be effective and informed.

Core Operations	Configurable Data Capture	Communication & Status	B2B Portal
 Timesheet entry (Individual, Team, Subcontractor)	 Predefined & dynamic checklists (Compliance, QA)	 Live order status updates	 Enable a customer portal for them to log their own jobs directly.
 Issue materials to a job	 Capture photos & audio notes	 Real-time inquiries for staff	
 Create new job quotes/orders	 Collect signatures	 Provide inquiry access for Customers/ Subcontractors	
 Scanner-enabled functions	 Record typed notes		

Achieve True Labor Cost Accuracy

Go beyond simple time tracking. Capture the true cost of labor and seamlessly manage subcontractor engagement and costs.

Employee Labor Costing



Comprehensive Timesheets: Capture employee **Direct Labour**, with automated **Fixed and Overhead Costs Recoveries**.



Automated Interpretation: The **Timesheet Interpretation** routine processes time entries and automatically applies pre-set Break Time and Overtime rules.

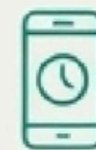


Benefit: Eliminates guesswork for employees and ensures accurate labor costing without manual intervention.

Subcontractor Management



Direct Deployment: Send jobs directly to subcontractors via **Mobility**.



Self-Service: Subcontractors record their own time and claims through the mobile app.



Streamlined Approval: Timesheets are returned to Ostendo for your approval and posting.



Proactive Costing: Raise an optional **buyer created invoice** to post job costs *before* receiving the supplier's invoice, enabling faster customer billing.

Stage 4: Flexible Billing & Financial Control

Invoice with the clarity and flexibility your business and clients demand. Ostendo supports multiple billing styles to manage cash flow effectively.

Key Billing Styles (Defined by Job Type)



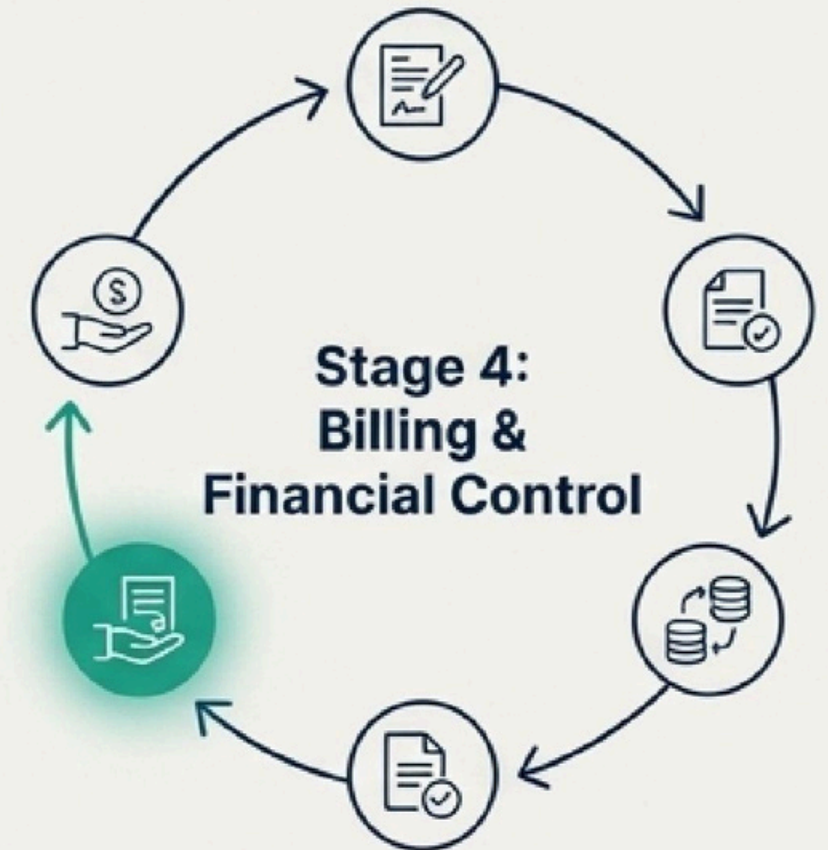
Do and Charge (Charge Up): Standard billing for time and materials.



Progress Claim: For long-term, fixed-price jobs. Includes features for managing Retentions.



Cost Only: For internal jobs (e.g., R&D, Maintenance) where no customer invoice is generated.



Advanced Invoicing Features



Deposit Claims: Raise claim invoices and control invoiced costs before actuals are posted.



Consolidated Invoicing: Bill multiple jobs for a single project on one consolidated invoice.



Centralized Billing: Use a separate 'Bill To' Customer for head office billing scenarios.







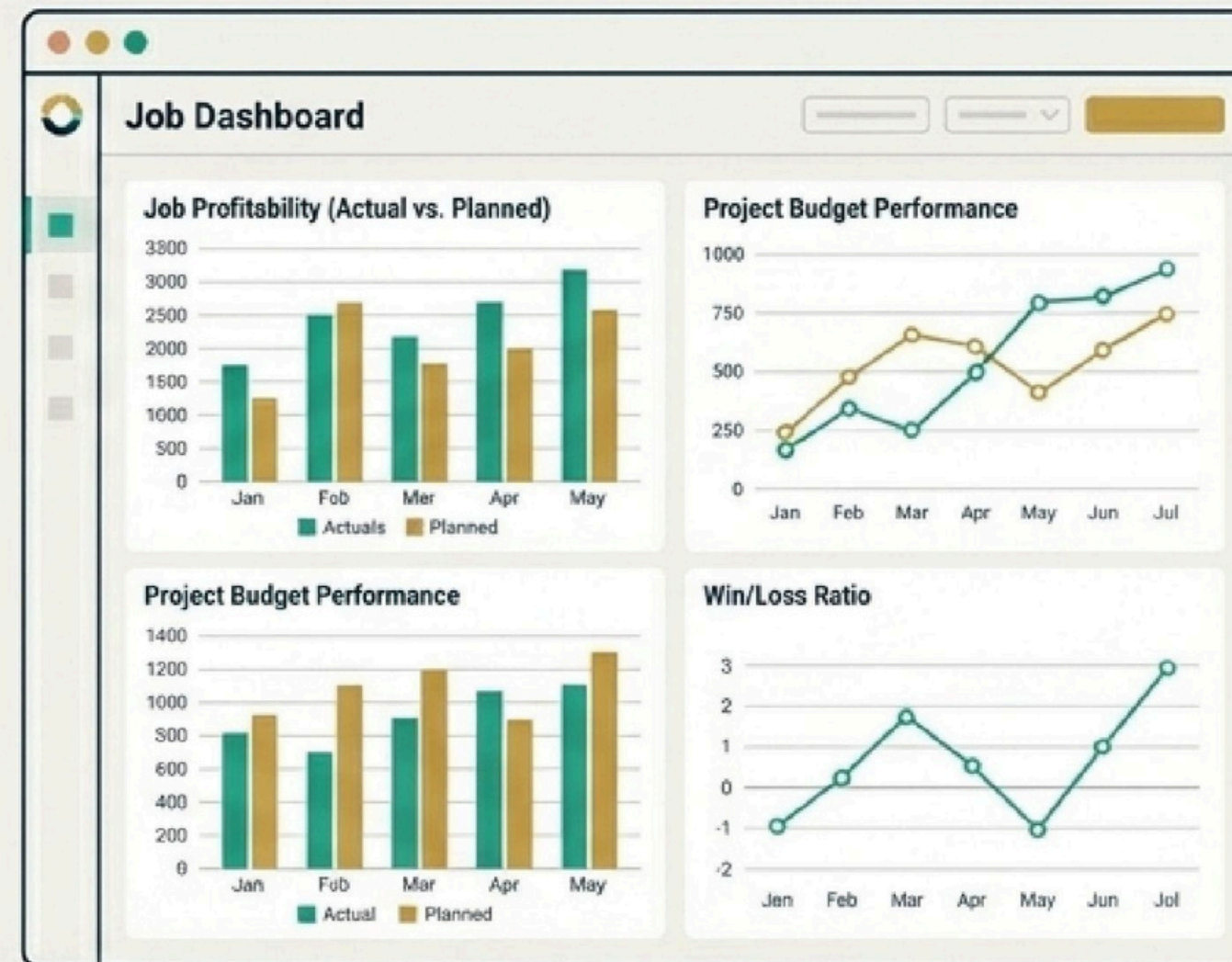
Multi-Currency: Store all job costs in local currency but invoice customers in a foreign currency as required.

Stage 5: Analyze & Improve with Total Visibility

Turn job data into business intelligence. Understand true profitability and make informed decisions for the future.

Reporting & Analysis Capabilities

-  • **Real-Time Job Totals:** On-demand reporting with a full view of every job: Actuals vs. Planned, and live Work-In-Progress.
-  • **Back-Costing Analysis:** Automatically compare final actual costs against the 'Planned Costs / Qty's' entered during setup.
-  • **Budget vs. Actuals:** Track performance with comparison views for both individual Jobs and consolidated Projects.
-  • **Sales Performance:** Use data from the quoting stage to measure and analyze 'win/loss ratios'.



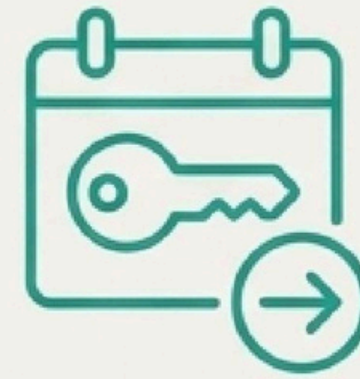
Powering Specialized Workflows Out-of-the-Box

Ostendo extends beyond standard jobbing with built-in capabilities to manage other critical business functions.



Asset Service Management

- Manage both `Customer Asset Service` and internal `Company Asset Service` jobs.
- Automatically create warranty and service records upon the issue of a serialized item.



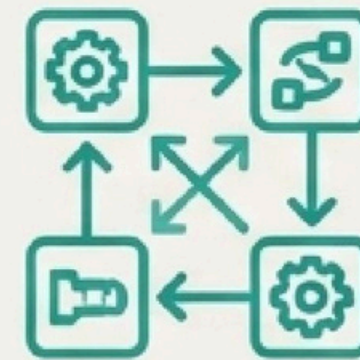
Rentals & Hire

- Includes capability for managing simple rentals and hire processes.



Process Management

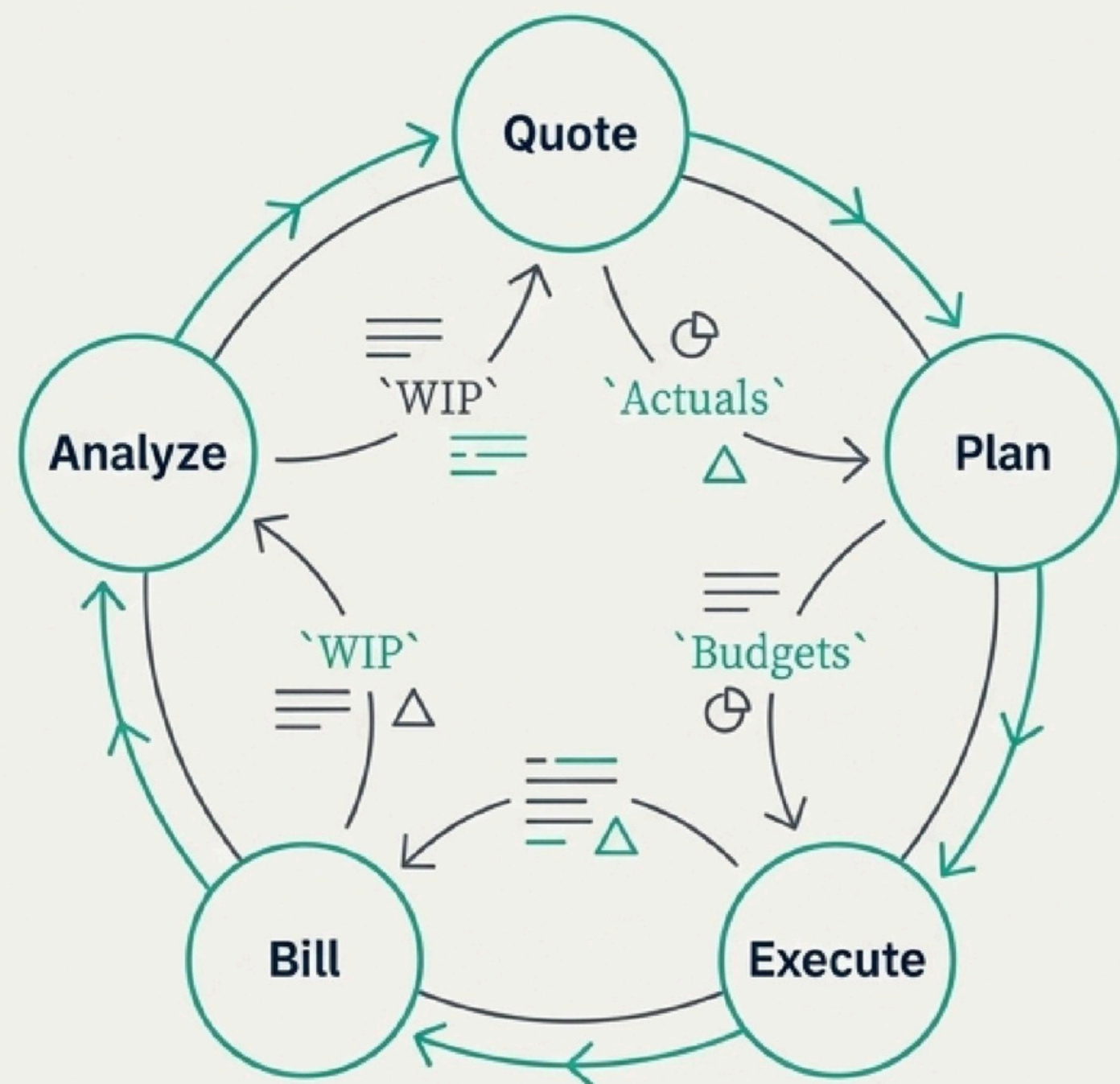
- Use `User Defined Tracking Codes` and colours at the job or task level to manage and visualize your operational stages.



Direct Integration

- Generate `Manufacturing` or `Purchase Orders` directly from a job, seamlessly connecting operations with production and procurement.

One Integrated System. A Single Source of Truth.



The Power of Integration



- **Eliminate Double Entry:** Data flows seamlessly from quote to final invoice without re-keying.



- **Real-Time Visibility:** Live Work-In-Progress and budget tracking are possible because all data resides in one system.



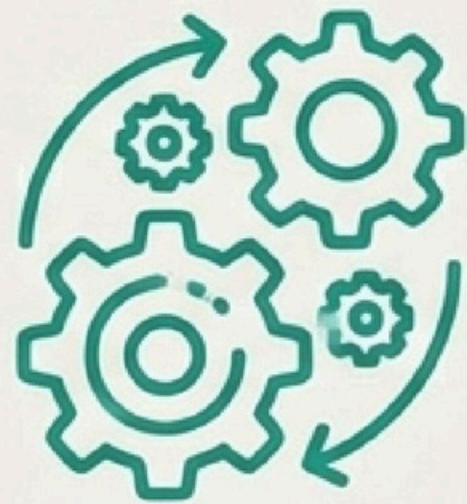
- **Complete Process Control:** Manage the entire value chain, from sales and operations to finance and procurement, in a single platform.



- **Informed Decision Making:** A single source of truth provides accurate, reliable data for strategic analysis.

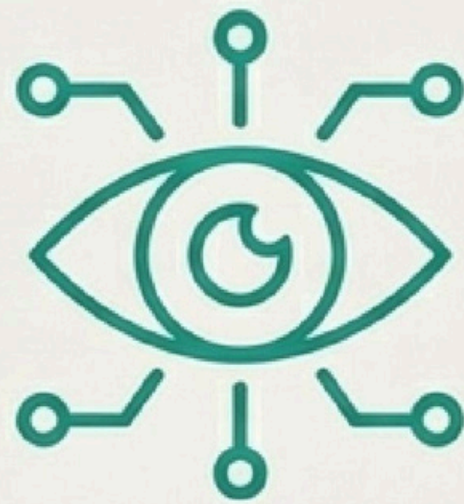
The Foundation for Profitable Growth

Ostendo Jobbing provides the two things essential for scaling a jobs-based business: the **flexibility** to model your unique processes and the **real-time control** to execute them profitably.



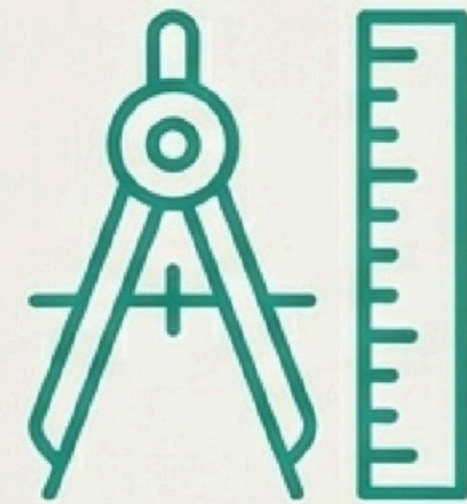
Unmatched Flexibility

Adapt the system to your workflow with configurable Job Types, costing methods, and pricing rules.



Total Visibility

Gain real-time insight into WIP, field operations, and budget performance across every job and project.



Precision Control

Manage costs, billing, and resources with accuracy from the initial quote to the final analysis.