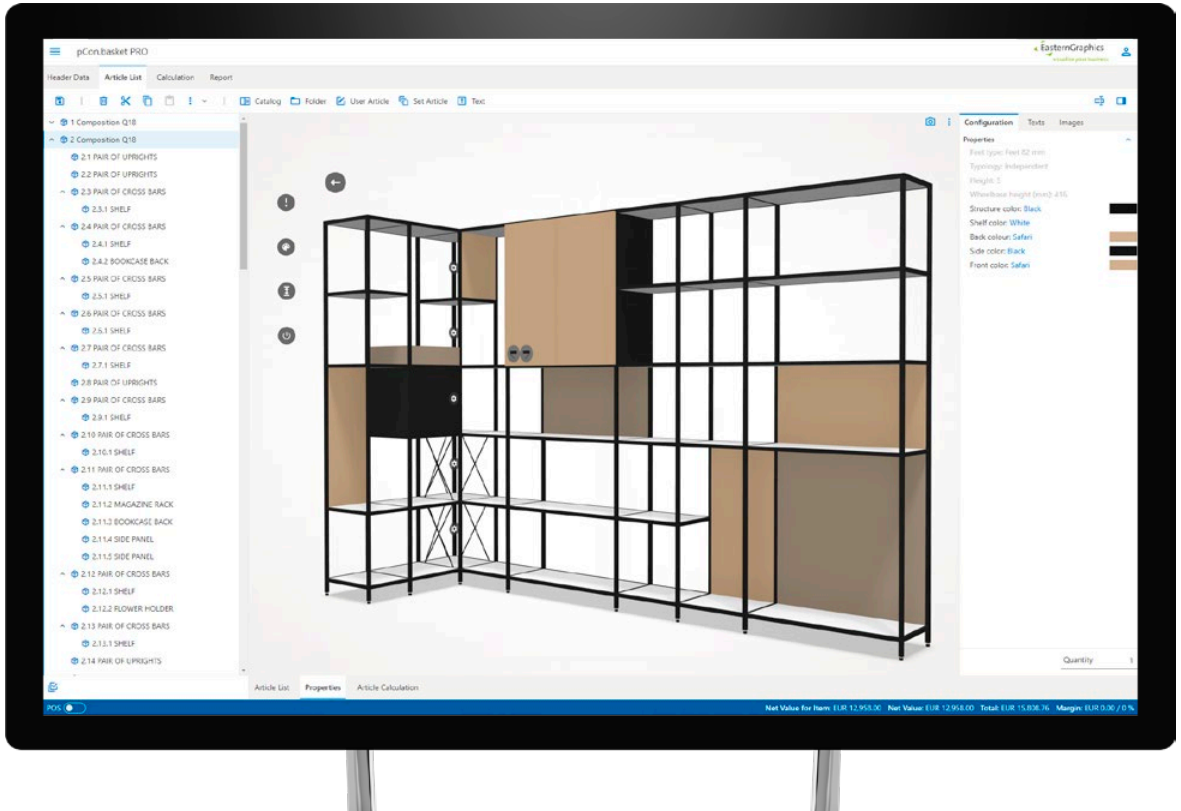
pCon.basket PRO

Simplify professional quote creation



Embrace productivity and precision

Every quotation must be uniquely structured to maximize the chances of sealing the deal.

Easily manage purchasing conditions, discounts, upcharges, and margins, balancing profit with speed and accuracy. pCon.basket PRO provides the necessary flexibility and features to optimize your sales process.

Discover pCon.basket PRO!

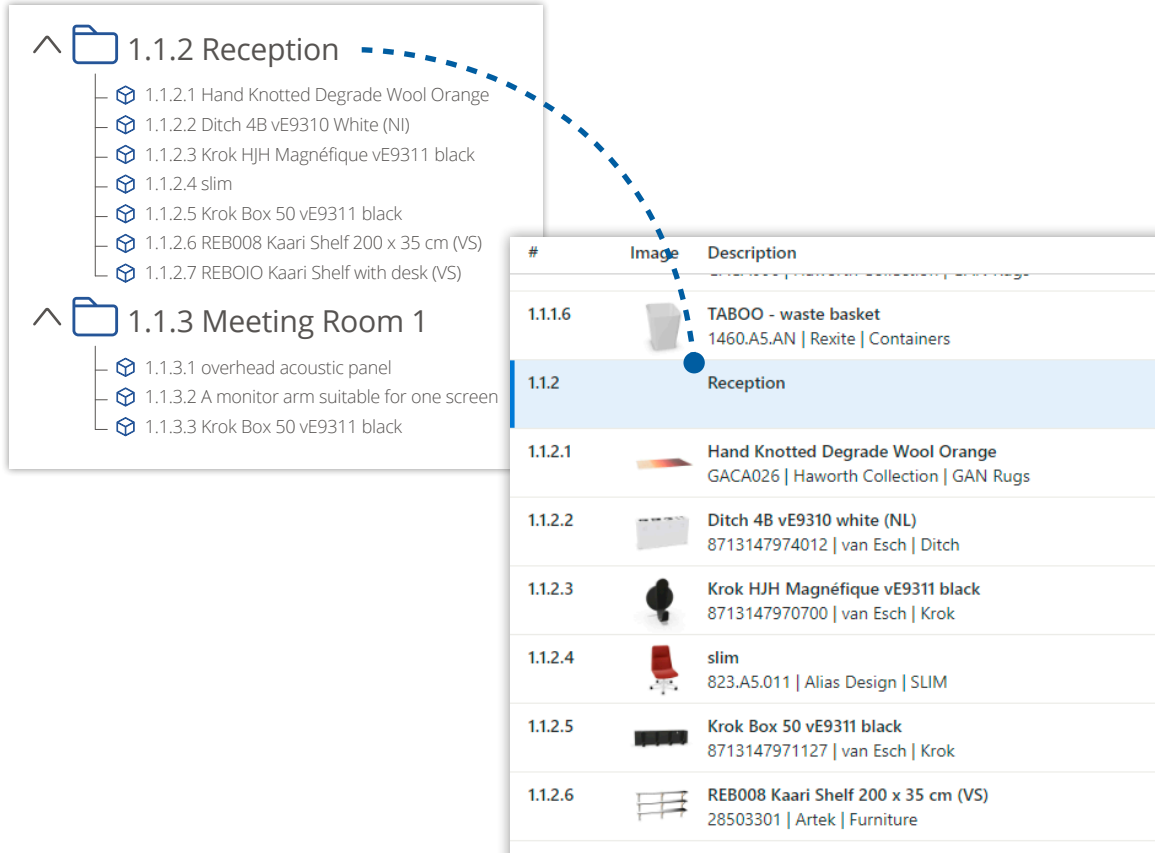
Hundreds of top manufacturers and specialized dealers have seamlessly
integrated pCon.basket PRO into their daily operations, enhancing their work processes.

Article list

More comprehensible quotes

Create **folders** to organize articles by area or product typology.

Improve the clarity and readability of your quotes, making it easier for clients to navigate and understand the breakdown of costs – enhancing their decision-making process.

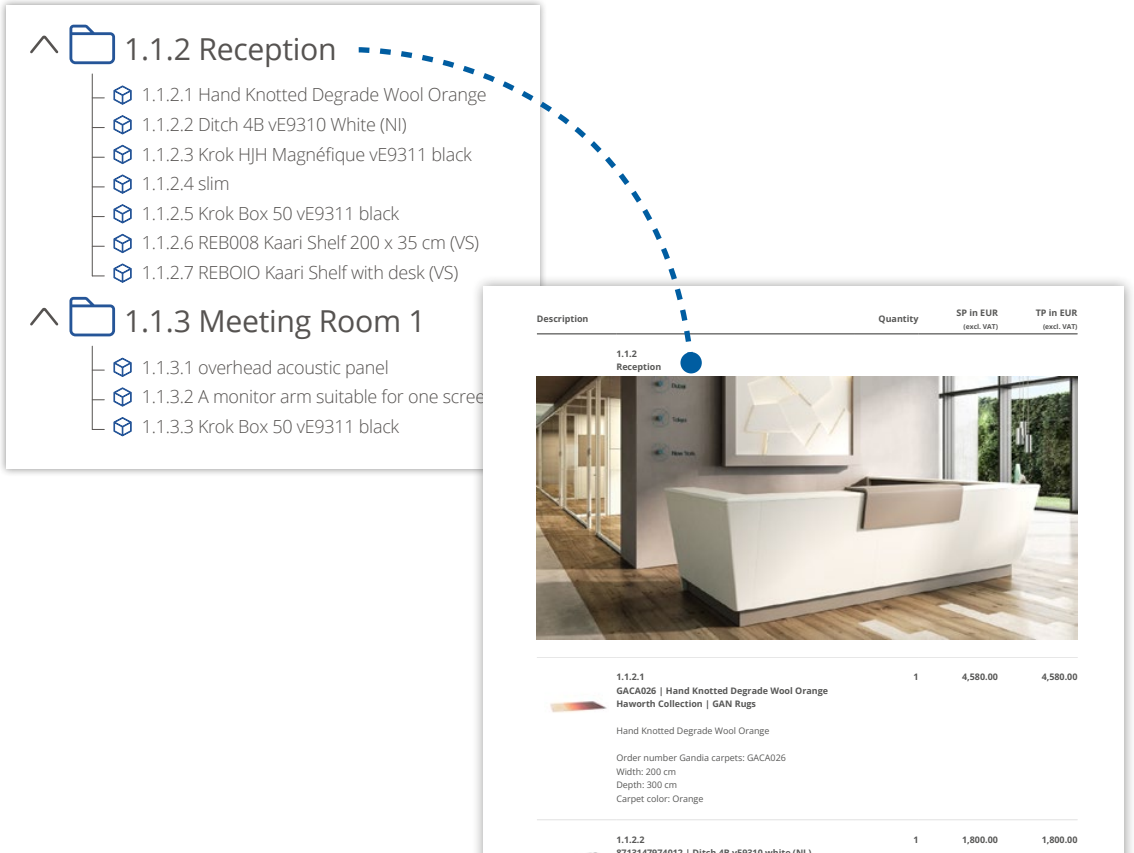


Article list

Intuitive quotations with wide images

Employ **full-width images** to distinctly delineate each project area.

Accentuate key project spaces, creating an intuitive and engaging quote layout.



Make it special

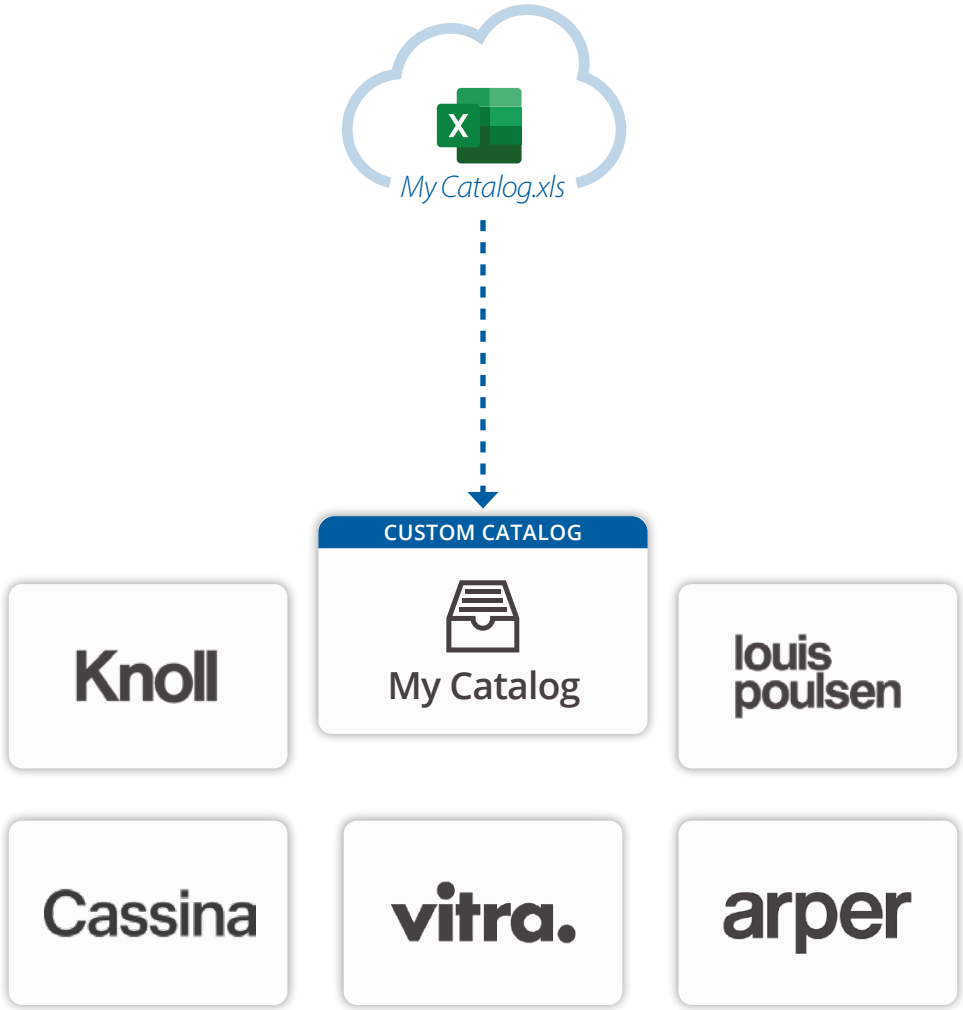
Combine the flexibility of your own created articles to the power of configurable articles.

Effortlessly **convert any standard article** into a special one, or easily create a **new article** from scratch by adding an image, description and price.

Create your own catalogs

Create personalized catalogs with your **frequently used products and services**.

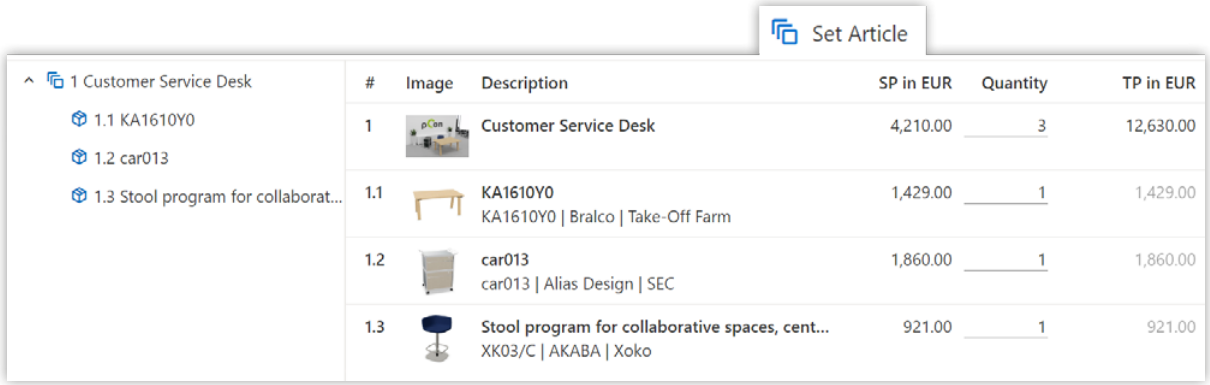
Simply fill out an **Excel template** and load it to the cloud to seamlessly integrate it alongside existing manufacturer catalogs.



Hide product complexity

Merge multiple articles into one **set article** to enhance quotation clarity and improve readability.

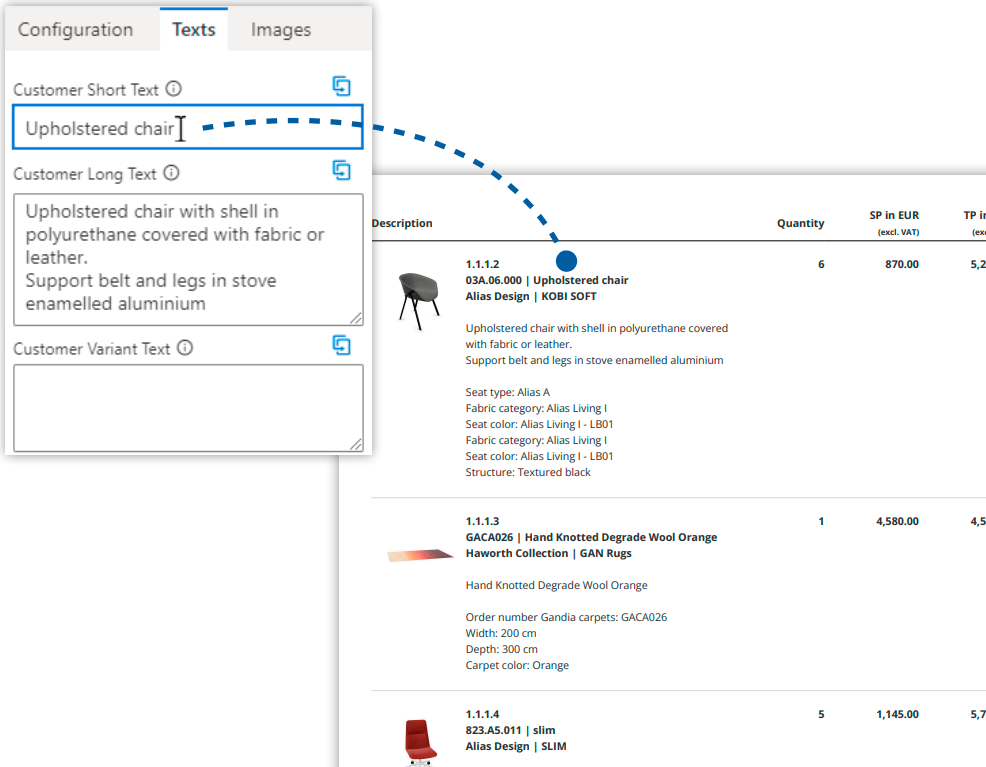
Ideal for **concealing the components** of complex articles or when creating a **composition of products** that recurs throughout a project.



Improve clarity with personalized descriptions

Occasionally, manufacturer descriptions may be inadequate or unavailable in your desired language.

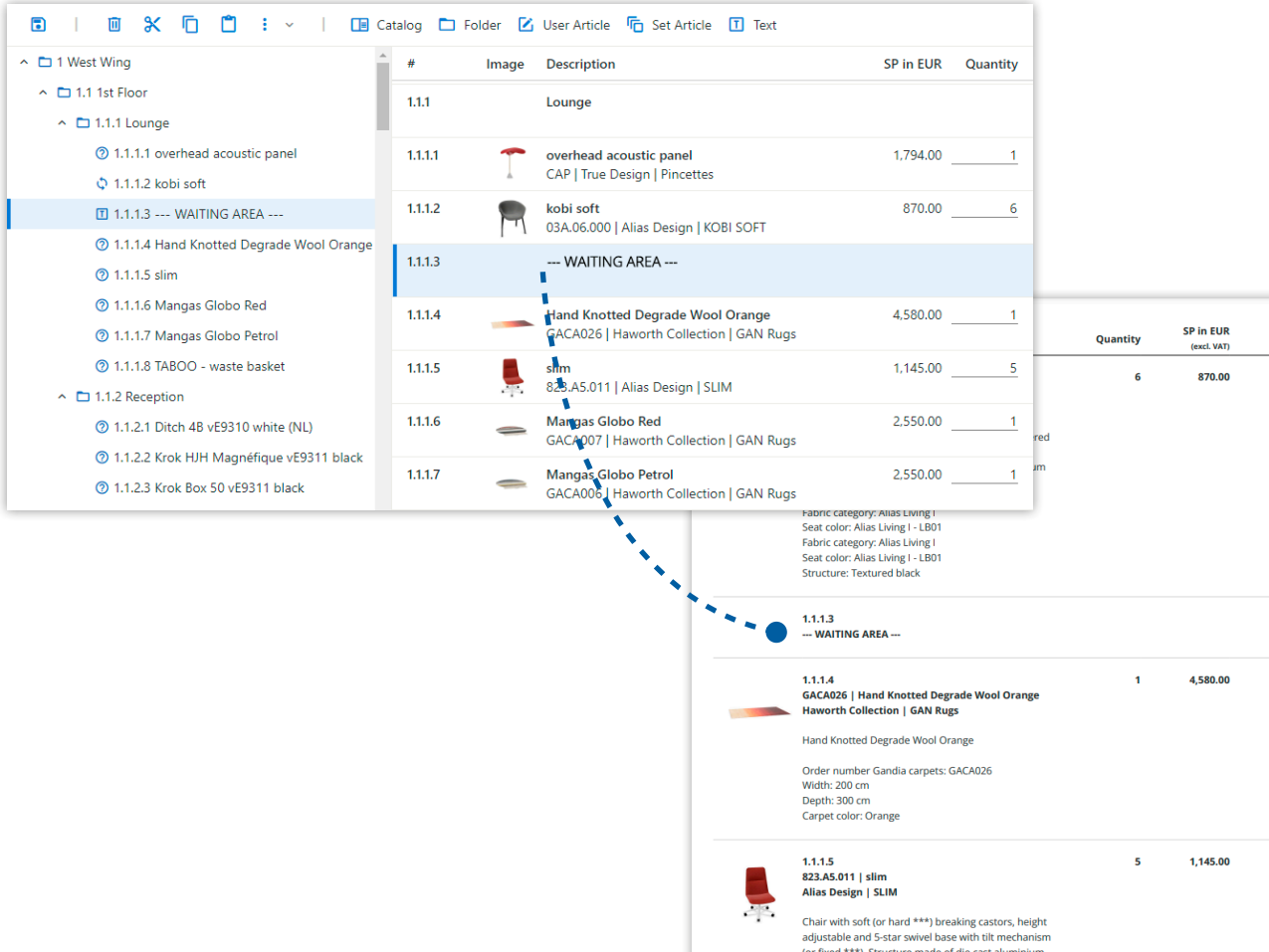
Effortlessly **modify or add your personalized text**, substituting the default content.



Add clarity with text positions

Insert text positions to enhance clarity to your quote.

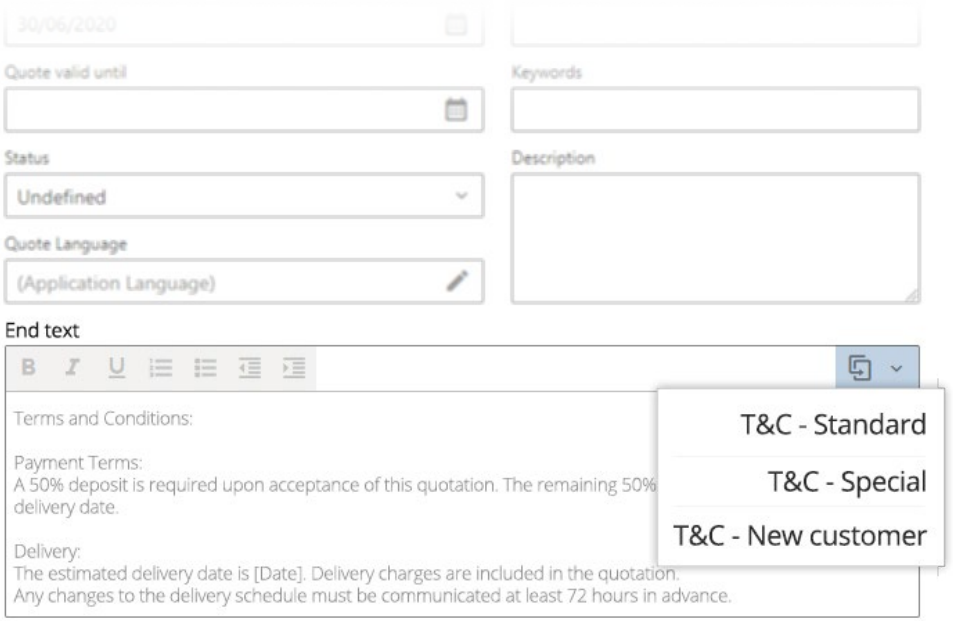
Utilize them to detail areas, describe products, or to furnish additional information within the article list.



Consistency with pre-defined texts

Define standard header and footer texts for quick insertion in quotations.

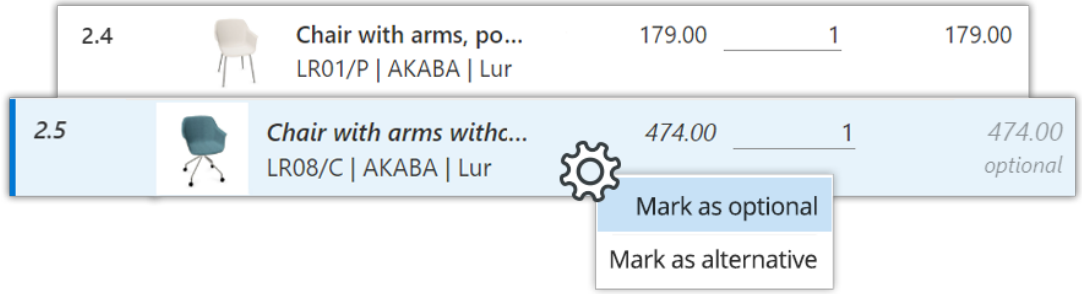
Create **pre-defined templates for various scenarios**, like several Terms & Conditions. Easily personalize them after insertion, if necessary.



Propose choices to increase opportunities

Provide choices by adding **alternative items** that are distinctly identified and won't contribute to the final total.

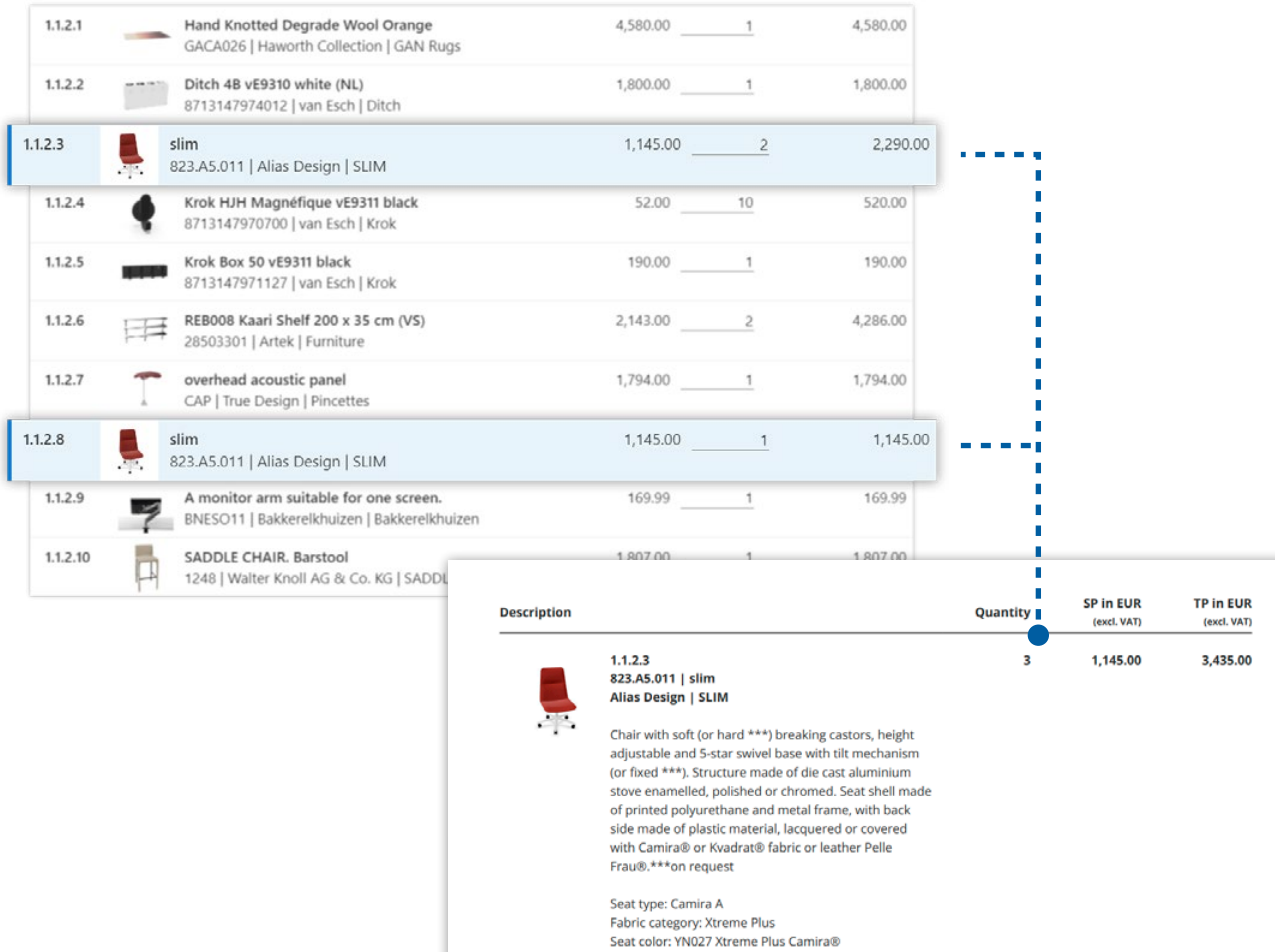
Suggest **optional items** to cross-sell products that might enrich the proposed solution.



Merge identical articles

With a single click, consolidate all identical articles within your project, enhancing **organization and efficiency**.

Choose to either keep the existing folder structure or opt for a simplified, flat summary of all articles.

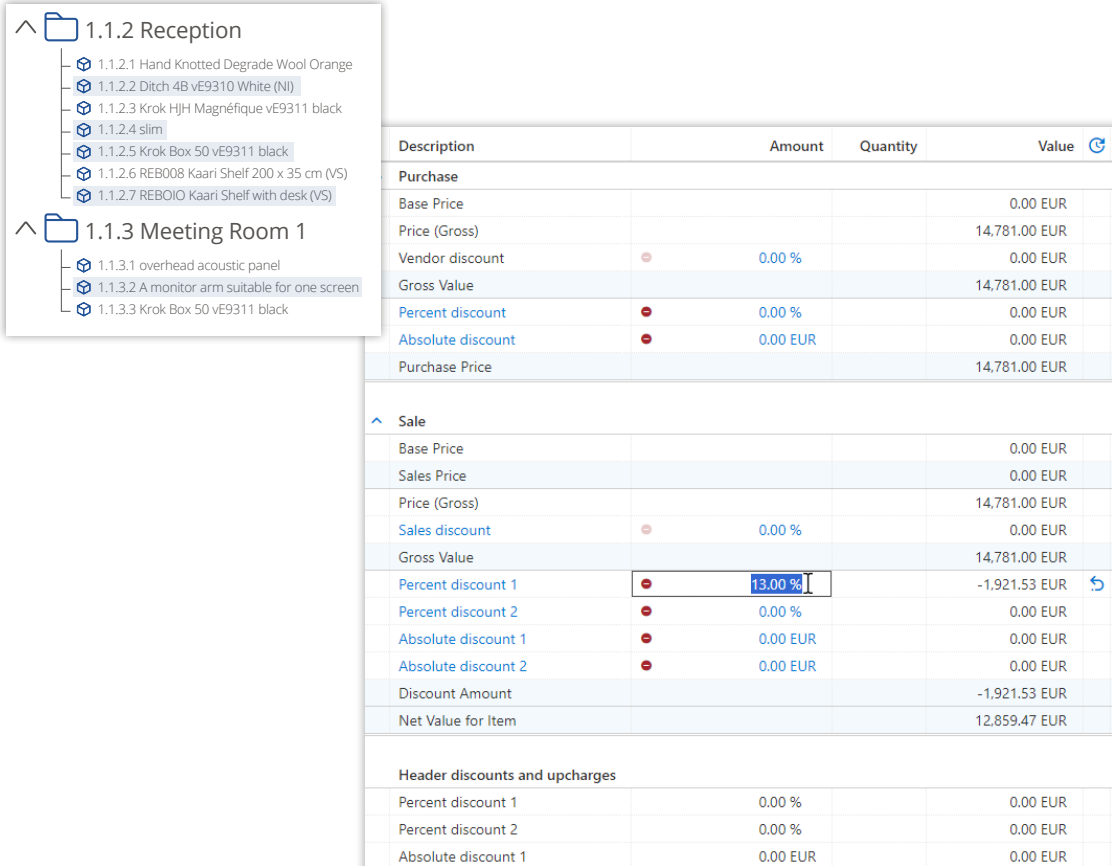


Calculations

Powerful article calculation

With its **exceptional calculation flexibility**, pCon.basket PRO effortlessly adapts to multiple pricing strategies.

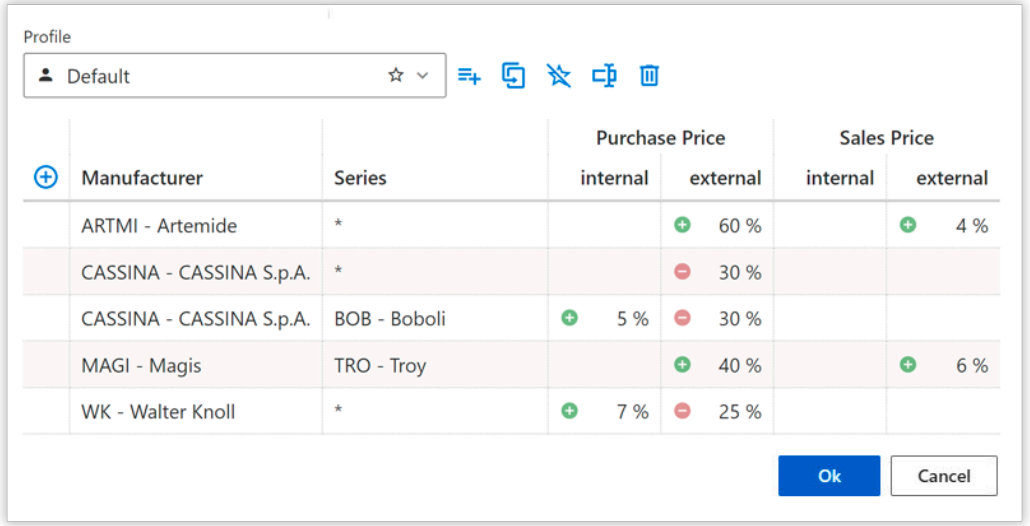
With advanced article-level calculation tools, it allows for precise quote customizations to meet specific customer requirements.



Define default price conditions

Configure default **purchase calculations** for different suppliers. Benefit from automated profit margin analysis, keeping profitability always in focus.

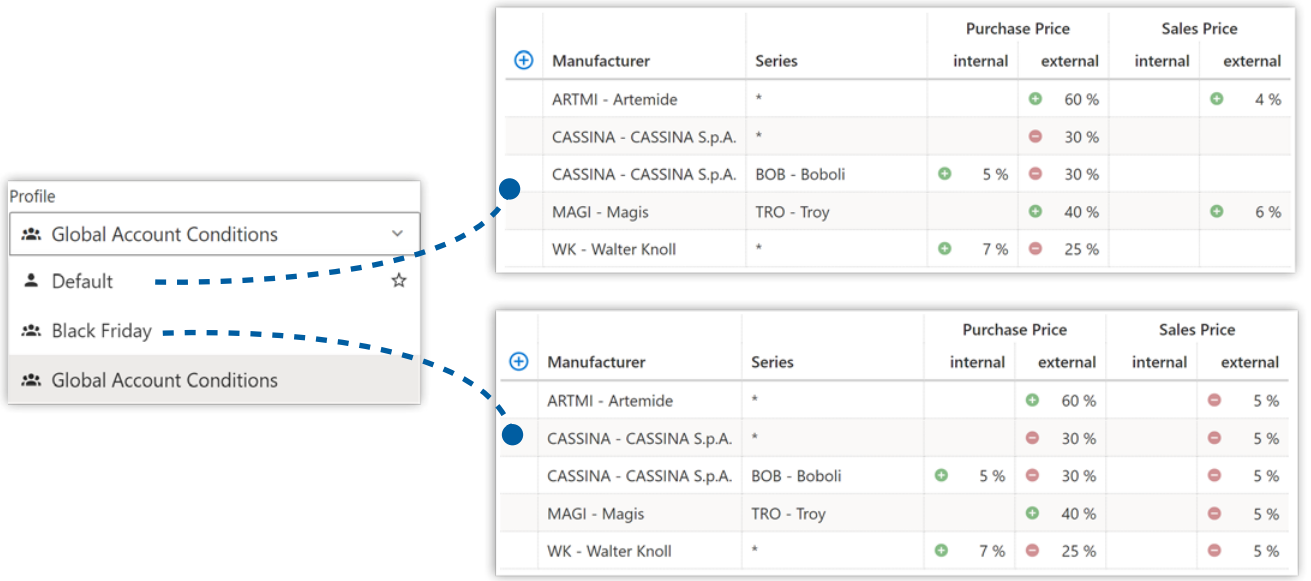
Configure default **sales calculations** to include specific costs tied to various manufacturers or products, such as installation and shipping.



Price condition profiles

Create price profiles to **handle different pricing scenarios**, from standard conditions to special promotions.

Admins can create and maintain the condition profiles for their organization to ensure consistency across all internal users.



Implement flexible pricing strategies

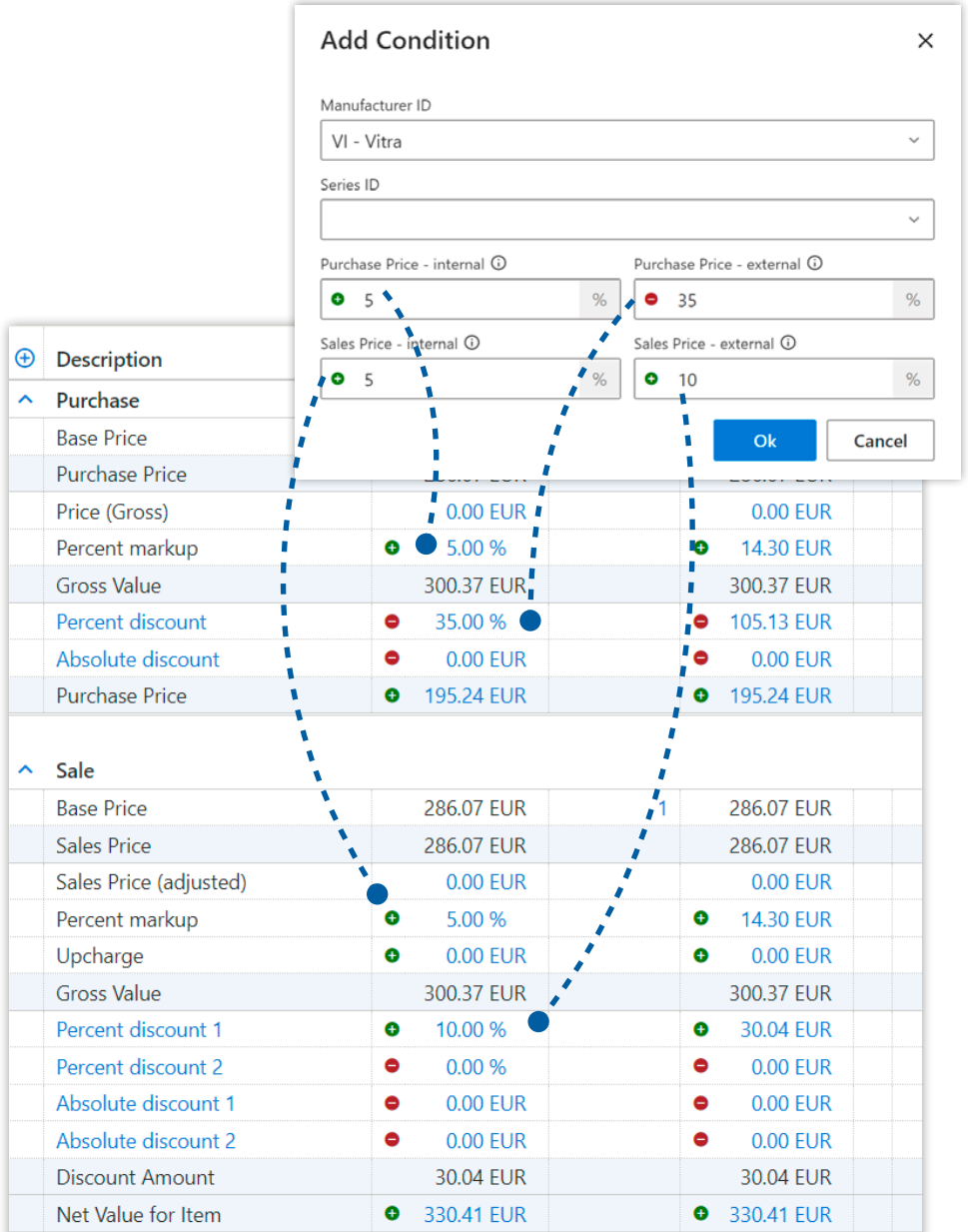
Apply up to four distinct price conditions for unparalleled flexibility:

Purchase price

- **Internal**: Modify the manufacturer's list price.
- **External**: Conditions received from the manufacturer.

Sales price

- **Internal**: Sales calculations not disclosed on customer quotations.
- **External**: Sales calculations for which you can dynamically select the visibility in the quotations.

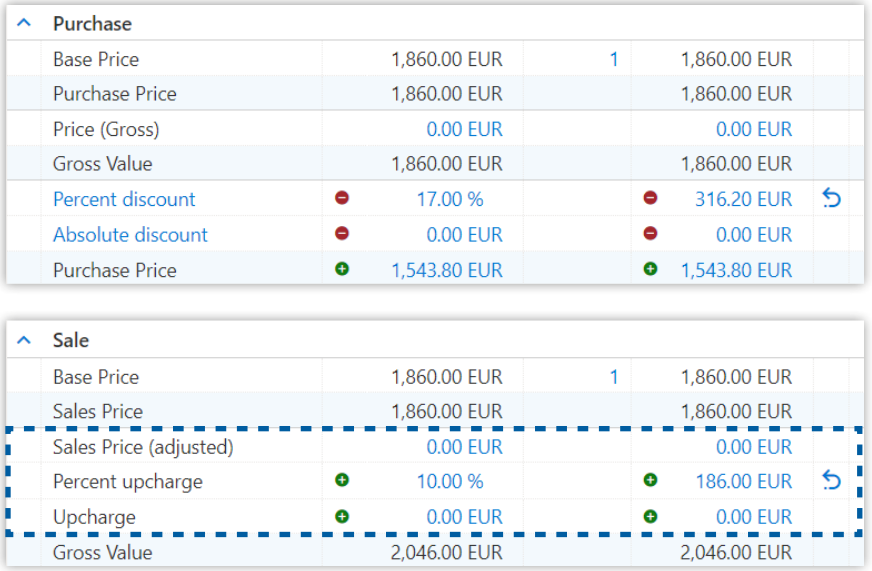


Adjust default sales prices

There are occasions where displaying the default manufacturer's sales price may not align with your pricing strategy.

For instance, you can add a 10% markup on the sales price and keep this **adjusted price transparent to the customer.**

The margin calculation will accurately account for this markup.



Purchase				
Base Price	1,860.00 EUR	1	1,860.00 EUR	
Purchase Price	1,860.00 EUR		1,860.00 EUR	
Price (Gross)	0.00 EUR		0.00 EUR	
Gross Value	1,860.00 EUR		1,860.00 EUR	
Percent discount	17.00 %		316.20 EUR	
Absolute discount	0.00 EUR		0.00 EUR	
Purchase Price	1,543.80 EUR		1,543.80 EUR	

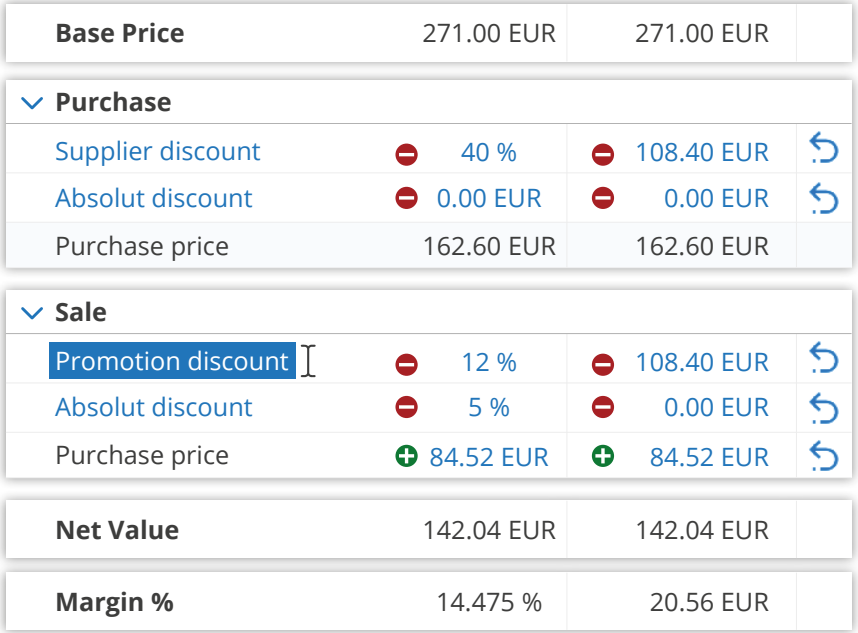
Sale				
Base Price	1,860.00 EUR	1	1,860.00 EUR	
Sales Price	1,860.00 EUR		1,860.00 EUR	
Sales Price (adjusted)	0.00 EUR		0.00 EUR	
Percent upcharge	10.00 %		186.00 EUR	
Upcharge	0.00 EUR		0.00 EUR	
Gross Value	2,046.00 EUR		2,046.00 EUR	

Adjust prices at the article level

Apply discounts or upcharges **only to selected articles**. Use filters to select articles by manufacturer, series, article number, folder, or description.

Add up to four distinct price adjustments per article - either as a **fixed value** or a **percentage**.

This fundamental feature ensures the necessary flexibility for project involving multiple suppliers.

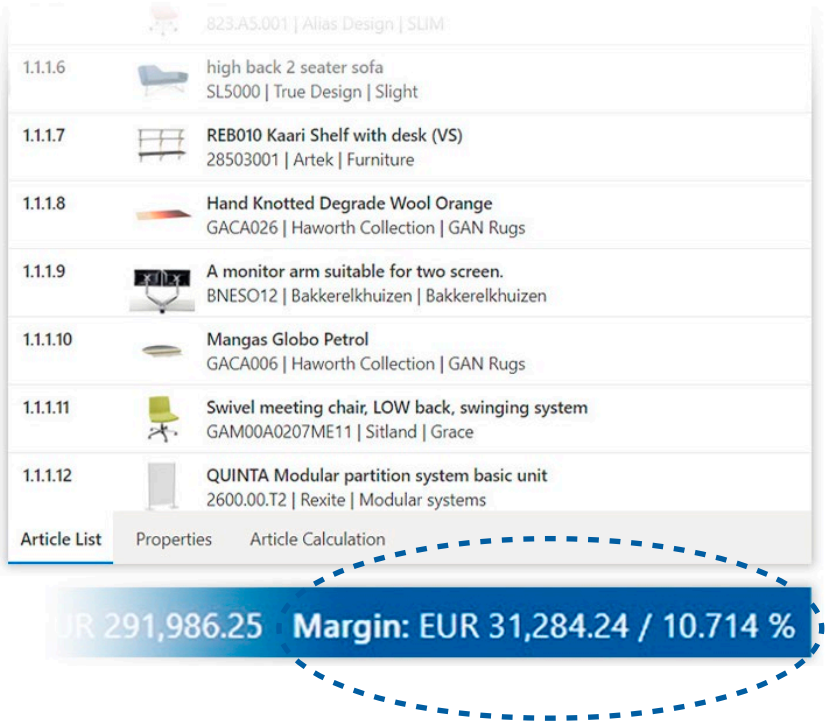


Maintain control over margins

Profit margins are essential financial indicators, representing the percentage of revenue that becomes profit.

Benefit from **real-time margin analysis**, to clearly understand the impact of discounts.

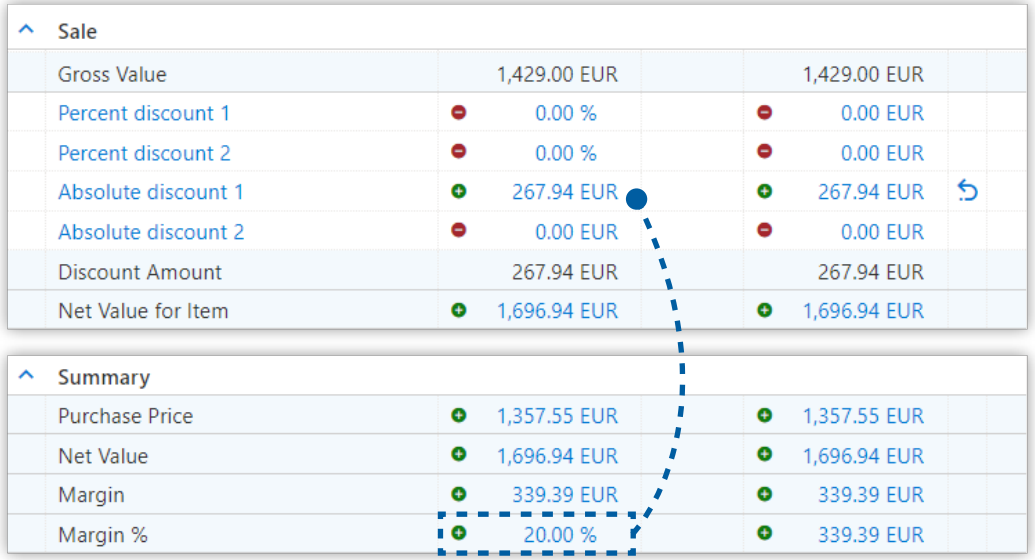
Make well-informed decisions, ensuring your pricing strategies are not only competitive but also profitable.



Reverse calculations for precise values

Input **target values**, and the application reversely calculates how to achieve them.

For example, to attain a 20% margin on Knoll products, select the relevant articles, double-click on the Margin field, and enter the target value. The application **reversely calculates the needed discounts** for each Knoll article to achieve the desired margin.

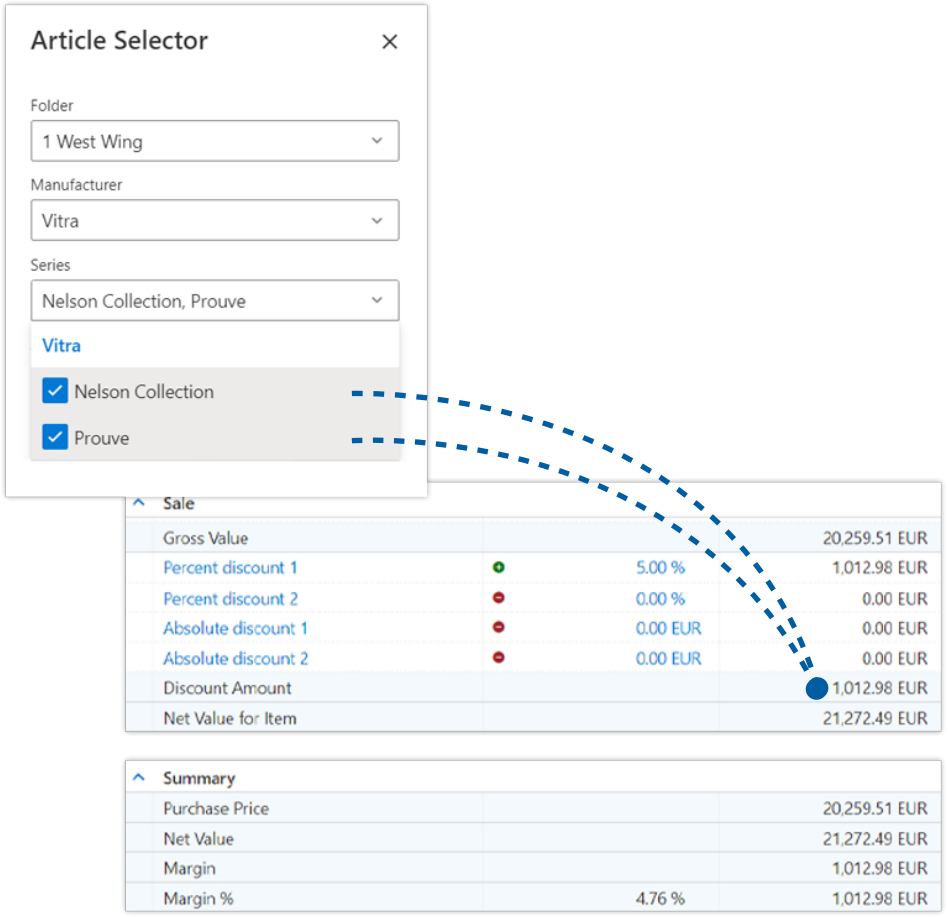


Article selection for key financial insights

Use selection filters like manufacturer or product series to assess critical financial and project aggregates.

This feature offers **crucial financial insights**, including the total sales price, applied discounts or upcharges, profit margins, among other metrics.

It enhances your ability to segment, understand, and manage the various financial aspects of your project.

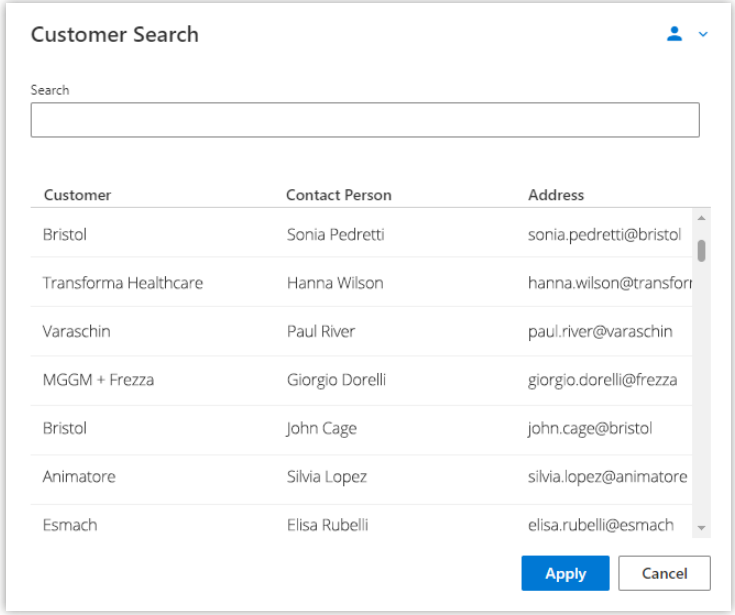


Header Data

Easily access contact information

Effortlessly link with your **Office 365 account**, enabling quick access and integration of customer information from your Outlook contacts database.

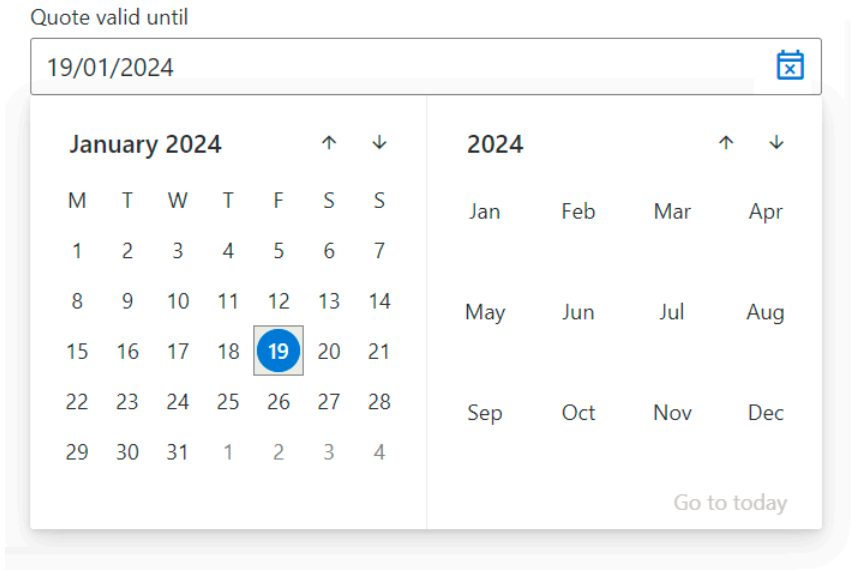
This seamless connection not only saves time but also enhances accuracy in customer data management.



Automatically set validity dates

Ensure every new quote has an expiration date.

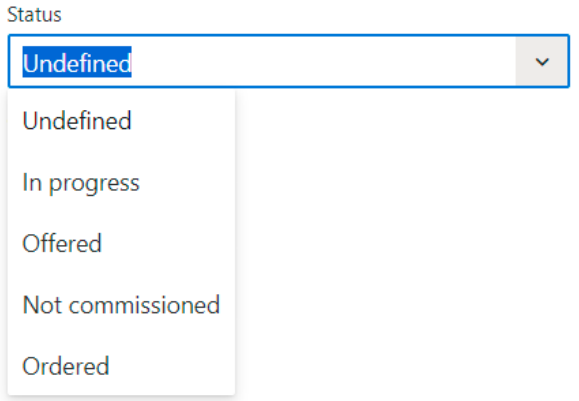
The Default Quote Validity feature allows you to set a **predefined validity duration** for every new quote, enhancing your control over the sales cycle.



Stay organized with the status tracking

Efficiently categorize and track the progress of every quotation using the status tracking feature.

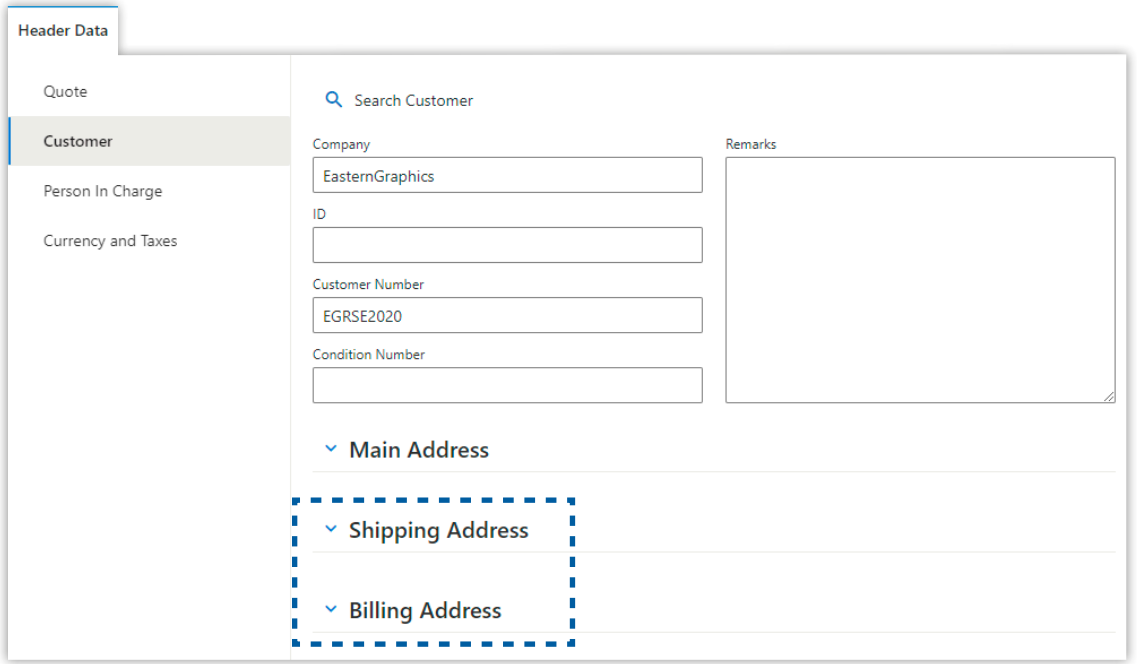
Undefined: Newly created quotation.
In Progress: Quotations currently being created.
Offered: Quotations sent to clients.
Not Commissioned: Quotations declined by client.
Ordered: Quotations that has led to confirmed orders.



Simplify client address management

The dedicated 'Shipping' and 'Billing Address' fields offer flexibility to meet your customer needs.

These fields can be **displayed in the quotation** for clear information throughout the sales interaction.

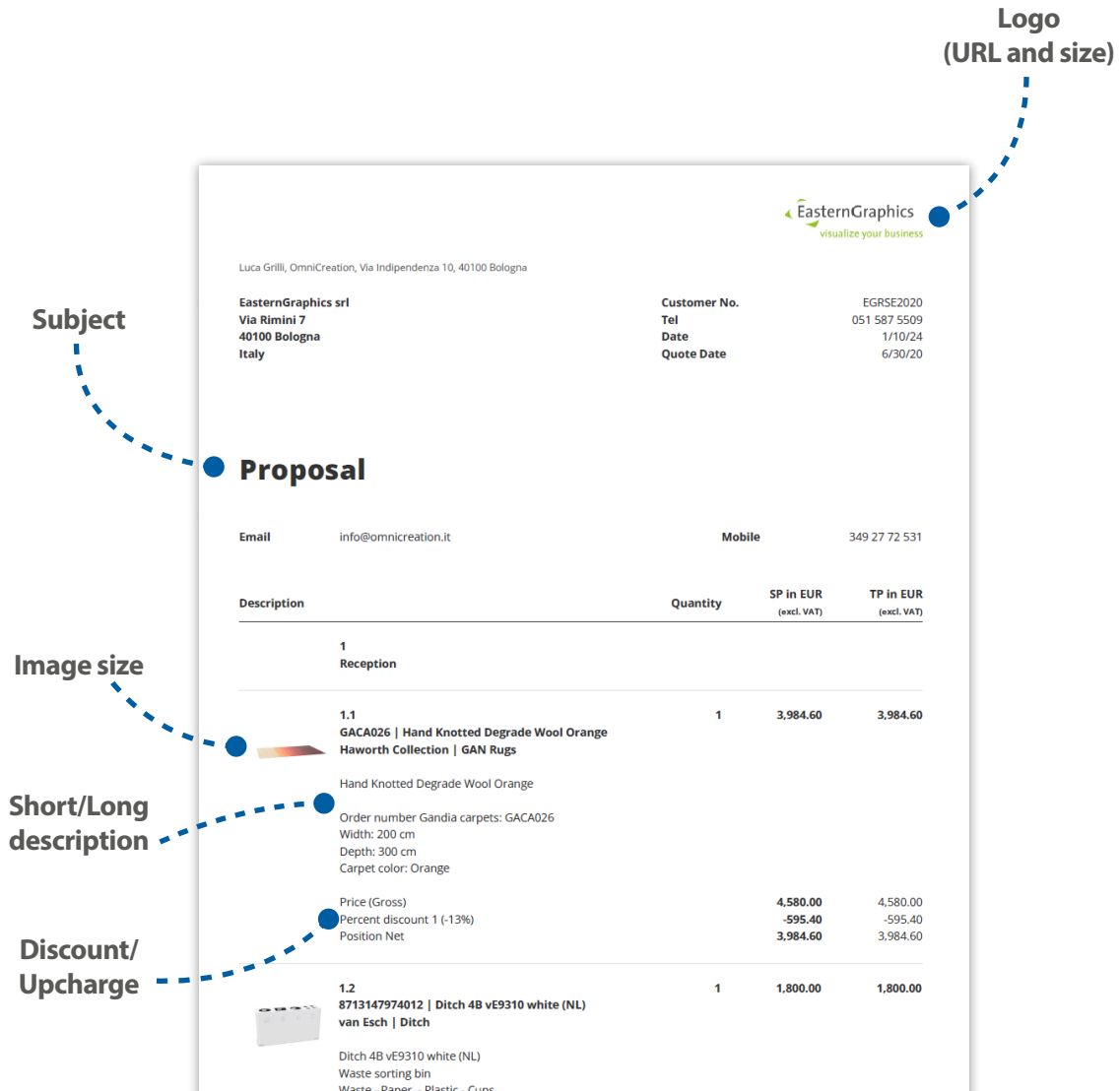


Report

Ultra-flexible reports

Leverage the power of the report template, a key PRO feature designed for a versatile customization of product information and visual layout.

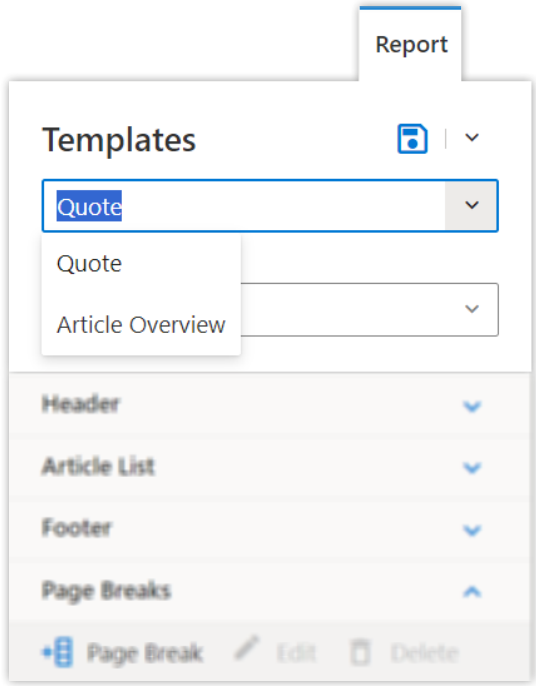
Create **countless layouts** from a single article list for highly personalized proposals. Easily tweak more than 20 parameters to perfect your quote's structure.



Pre-created reports

Start your quotation by selecting one of the two base report layouts:

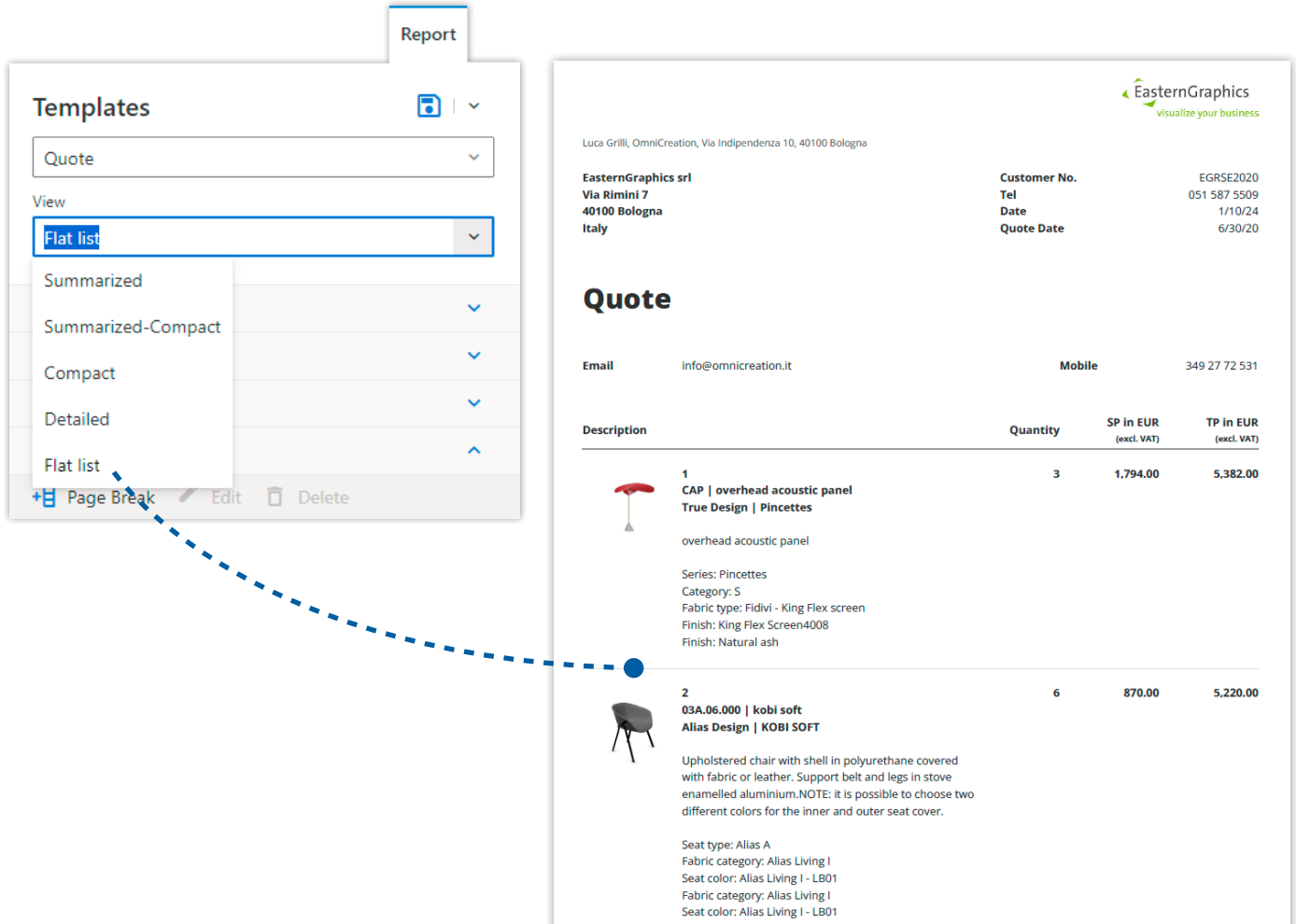
- **Quote** – Article list with individual and total sales prices. Select it to create personalized quotations.
- **Article Overview** – Article list without any sales price information.



Pre-created report views

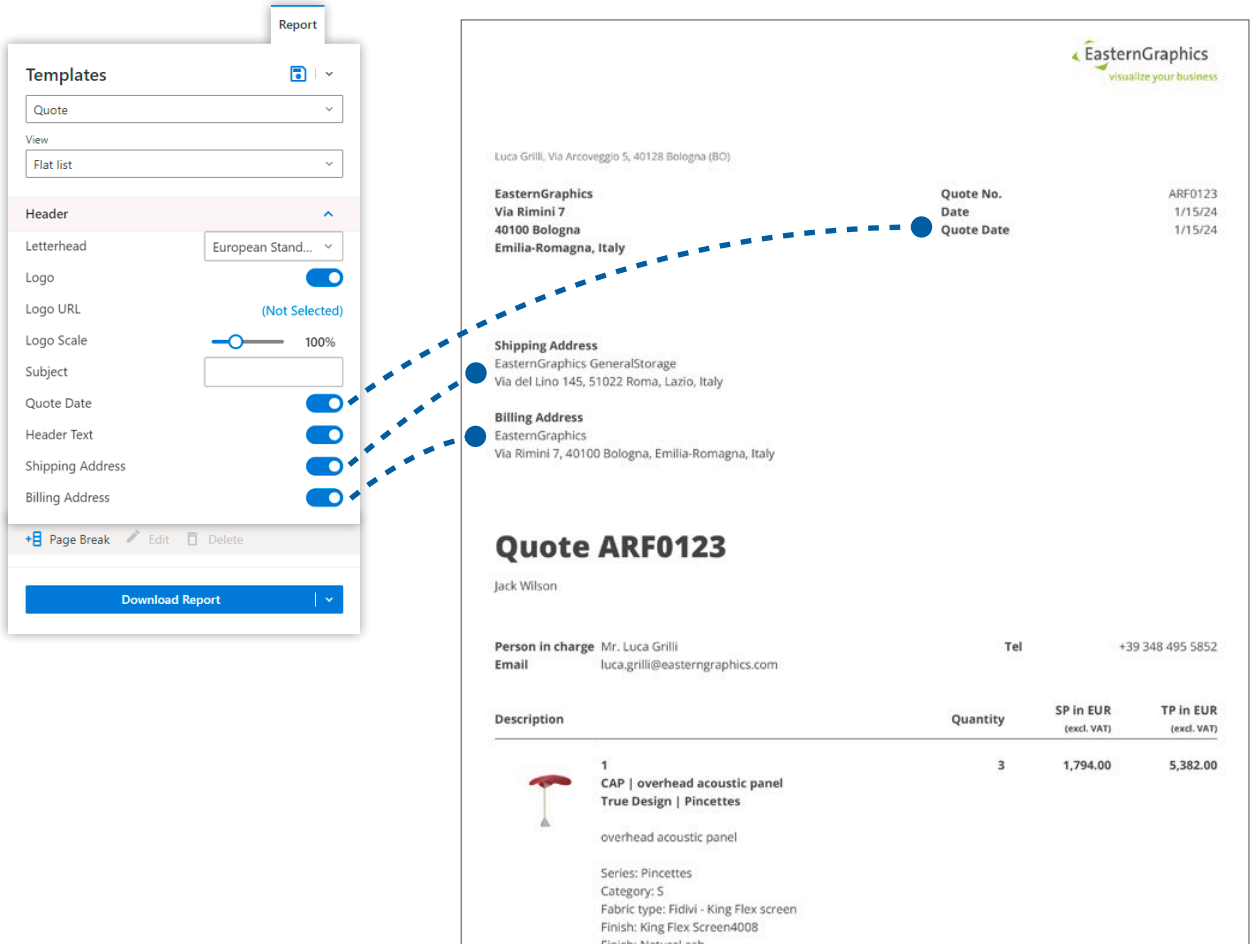
Quickly adjust your quote's structure with various pre-designed views, further customizable to your preferences.

Choosing a view **changes the report's basic layout**. For instance, the 'Flat list' view creates an entirely flat article list without folders or sub-articles.



Customize header fields

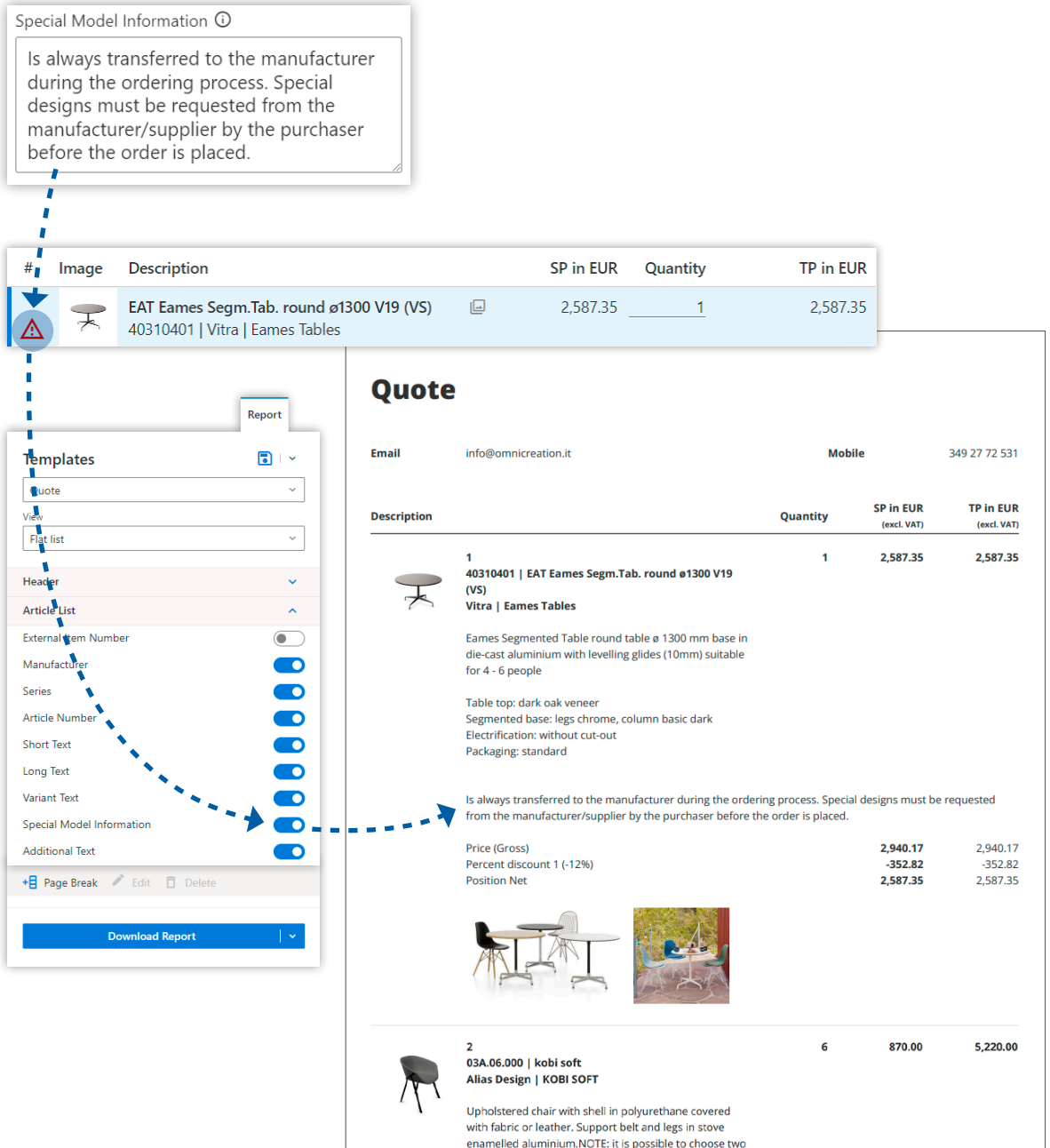
Manage the visibility of essential header fields like **Quote Date**, **Shipping Address**, and **Billing Address**.



Special model information

Text in this field triggers a **red warning icon** next to the item for easy identification. This information is always sent to the manufacturer when ordering.

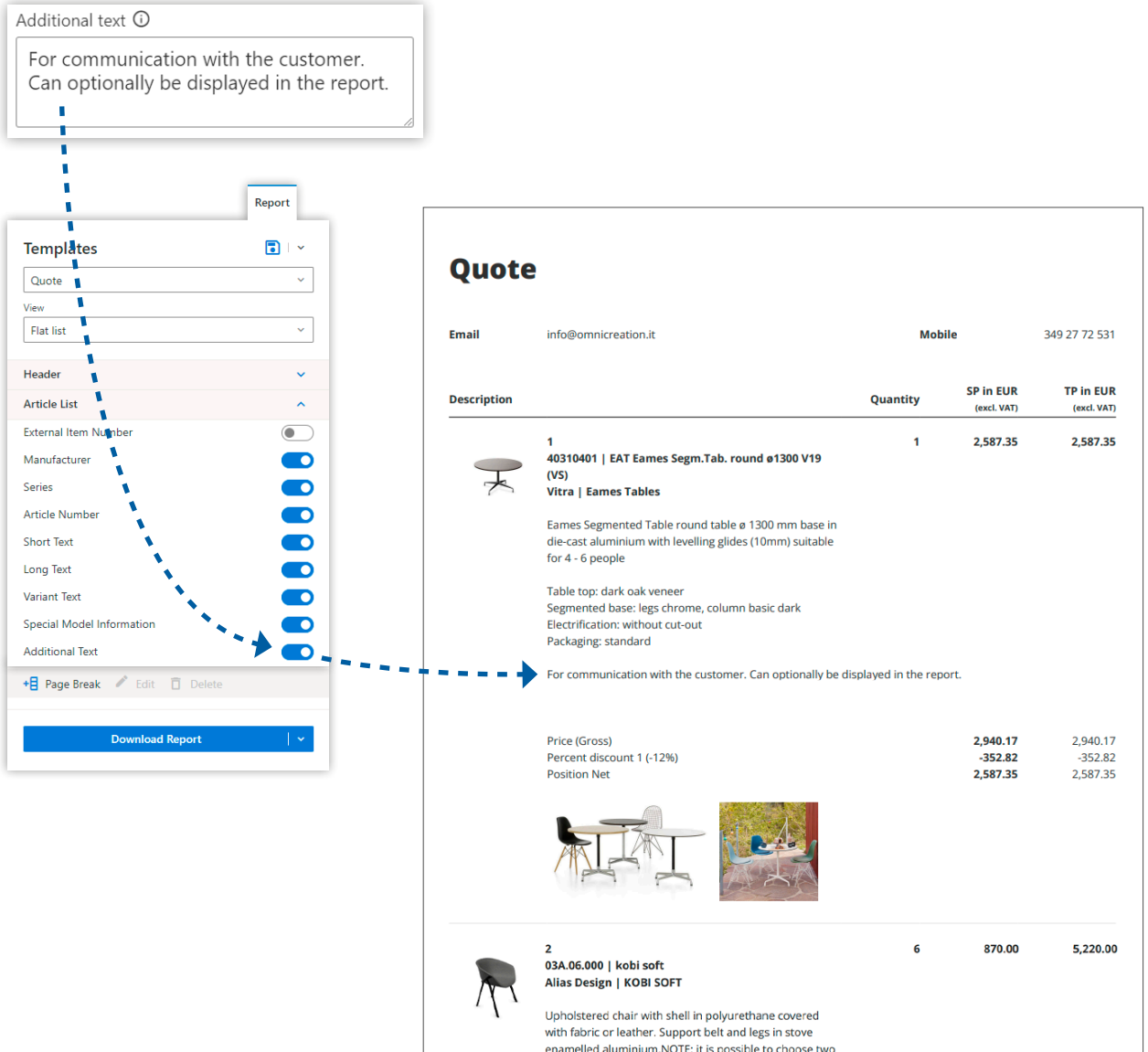
Control its visibility in the quotation, allowing to keep it private.



Additional product details

Include additional text for any item in the article list and control its visibility in the report.

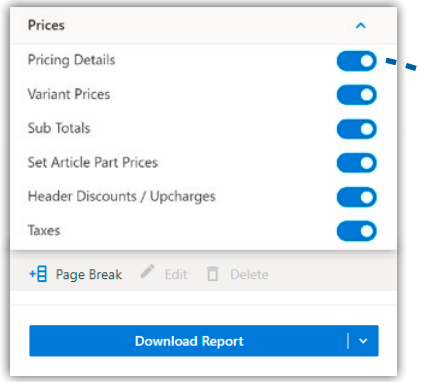
This feature is perfect for providing extra information about a product or project area.

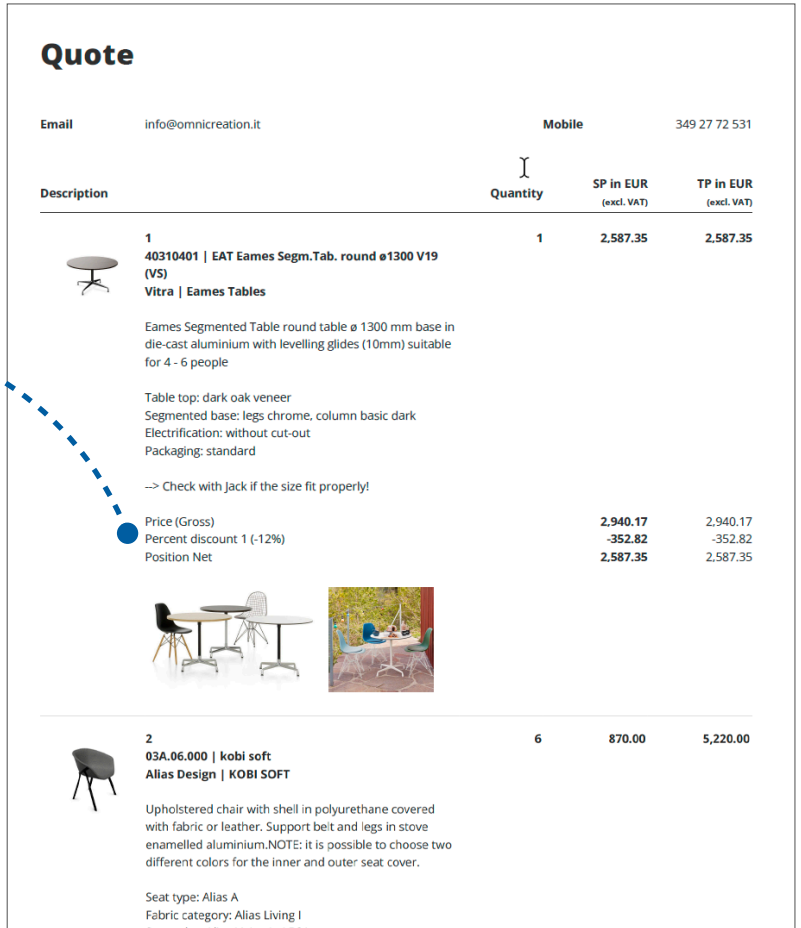


Article-level price calculations

Choose to hide or show article-level price calculations.

Concealing these details creates a cleaner quote, leading the **customer to focus** on the total amount and product benefits, rather than intricate price breakdowns.





Quote

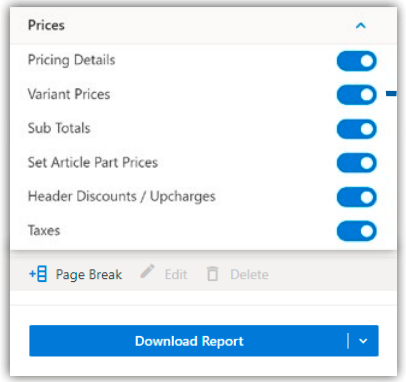
Email info@omnicreation.it **Mobile** 349 27 72 531

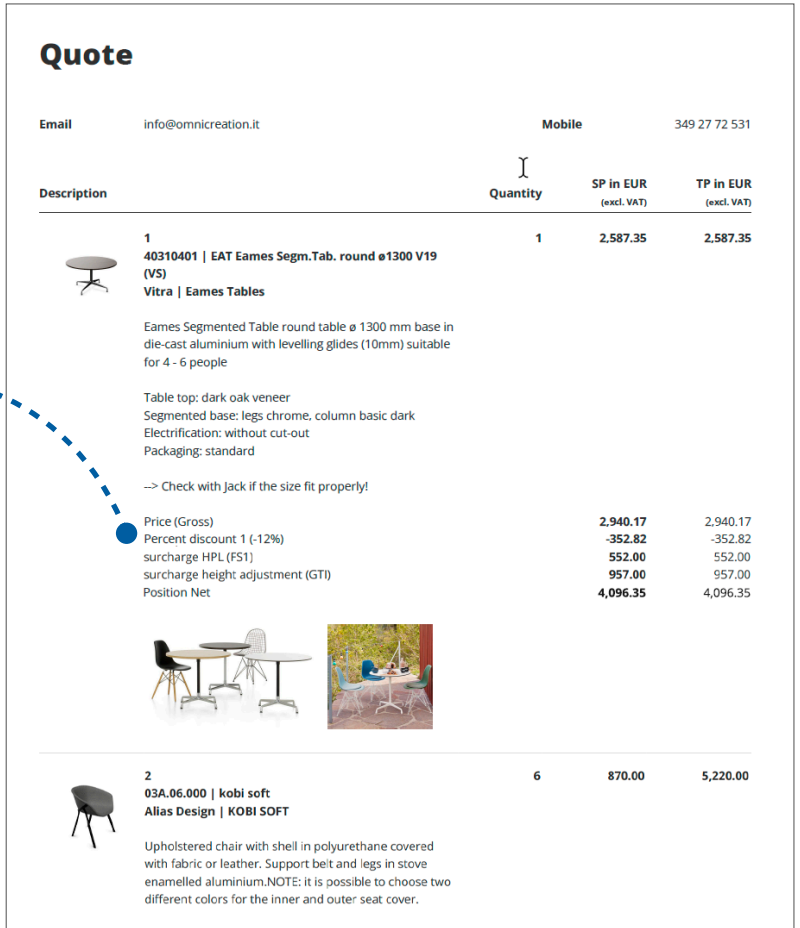
Description	Quantity	SP in EUR (excl. VAT)	TP in EUR (excl. VAT)
1 **40310401 | EAT Eames Segm.Tab. round ø1300 V19 (VS)** **Vitra | Eames Tables** Eames Segmented Table round table ø 1300 mm base in die-cast aluminium with levelling glides (10mm) suitable for 4 - 6 people Table top: dark oak veneer Segmented base: legs chrome, column basic dark Electrification: without cut-out Packaging: standard --> Check with Jack if the size fit properly! Price (Gross) Percent discount 1 (-12%) Position Net	1	**2,940.17** **-352.82** **2,587.35**	2,940.17 -352.82 2,587.35
2 **03A.06.000 | kobi soft** **Alias Design | KOBI SOFT** Upholstered chair with shell in polyurethane covered with fabric or leather. Support belt and legs in stove enamelled aluminium.NOTE: it is possible to choose two different colors for the inner and outer seat cover. Seat type: Alias A Fabric category: Alias Living I	6	870.00	5,220.00

Variant pricing visibility

Configurable products often feature variant properties that can affect the product's base price, resulting in an upcharge.

Control the **visibility of these variants** are on the quotation. While including this detail adds complexity to the final quotation, it also enhances transparency. This approach empowers customers with more information, enabling informed decision-making.





Quote

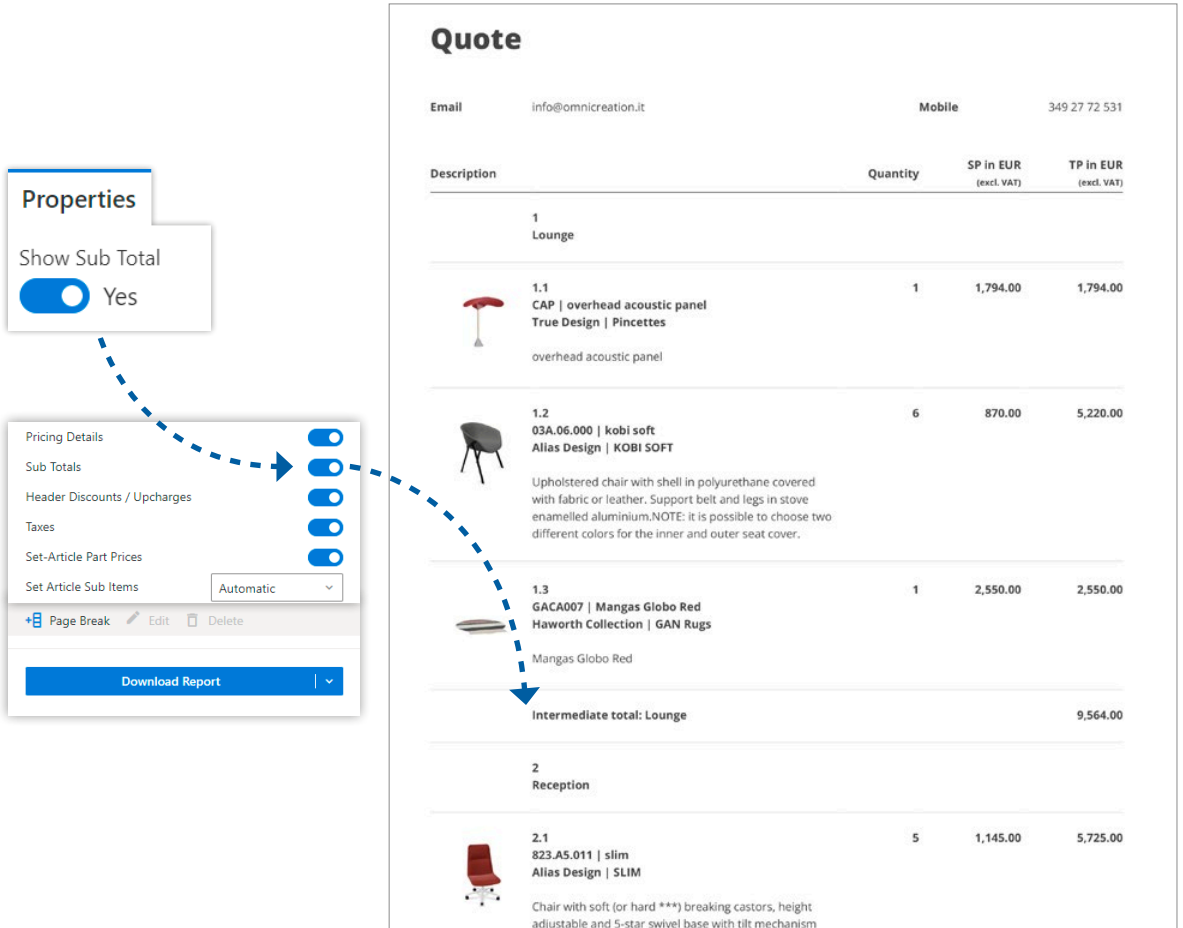
Email info@omnicreation.it **Mobile** 349 27 72 531

Description	Quantity	SP in EUR (excl. VAT)	TP in EUR (excl. VAT)
1 **40310401 | EAT Eames Segm.Tab. round ø1300 V19 (VS)** **Vitra | Eames Tables** Eames Segmented Table round table ø 1300 mm base in die-cast aluminium with levelling glides (10mm) suitable for 4 - 6 people Table top: dark oak veneer Segmented base: legs chrome, column basic dark Electrification: without cut-out Packaging: standard --> Check with Jack if the size fit properly!	**1**	**2,587.35**	**2,587.35**
Price (Gross)		**2,940.17**	2,940.17
Percent discount 1 (-12%)		**-352.82**	-352.82
surcharge HPL (FS1)		**552.00**	552.00
surcharge height adjustment (GTI)		**957.00**	957.00
Position Net		**4,096.35**	4,096.35
2 **03A.06.000 | kobi soft** **Alias Design | KOBI SOFT** Upholstered chair with shell in polyurethane covered with fabric or leather. Support belt and legs in stove enamelled aluminium.NOTE: it is possible to choose two different colors for the inner and outer seat cover.	**6**	**870.00**	**5,220.00**

Folder subtotals control

Easily control the visibility of folder subtotals.

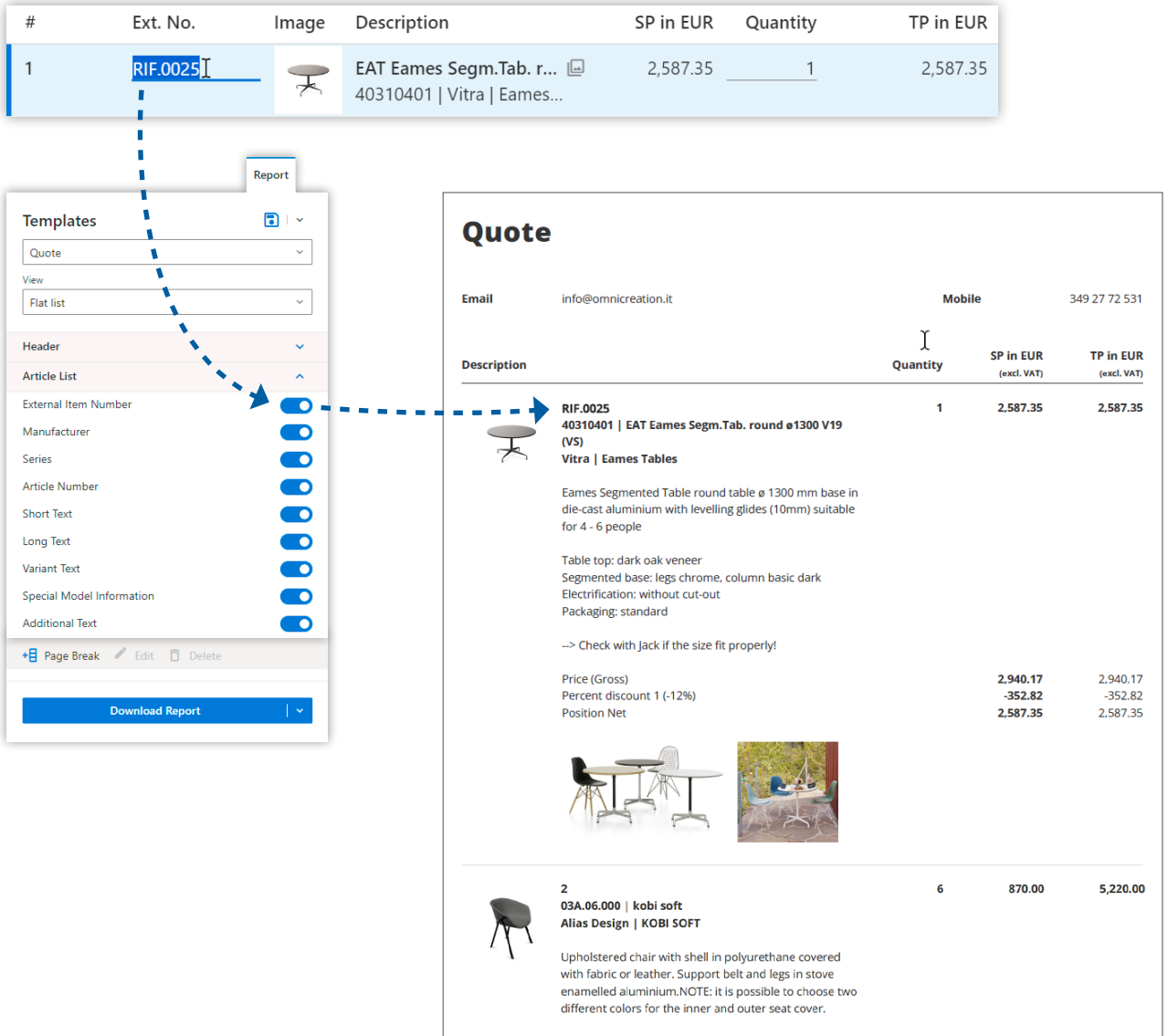
Control the visibility of **each folder independently** or **collectively**.



Display reference numbers

Add external reference numbers to align your quote with your **customer's specification document**.

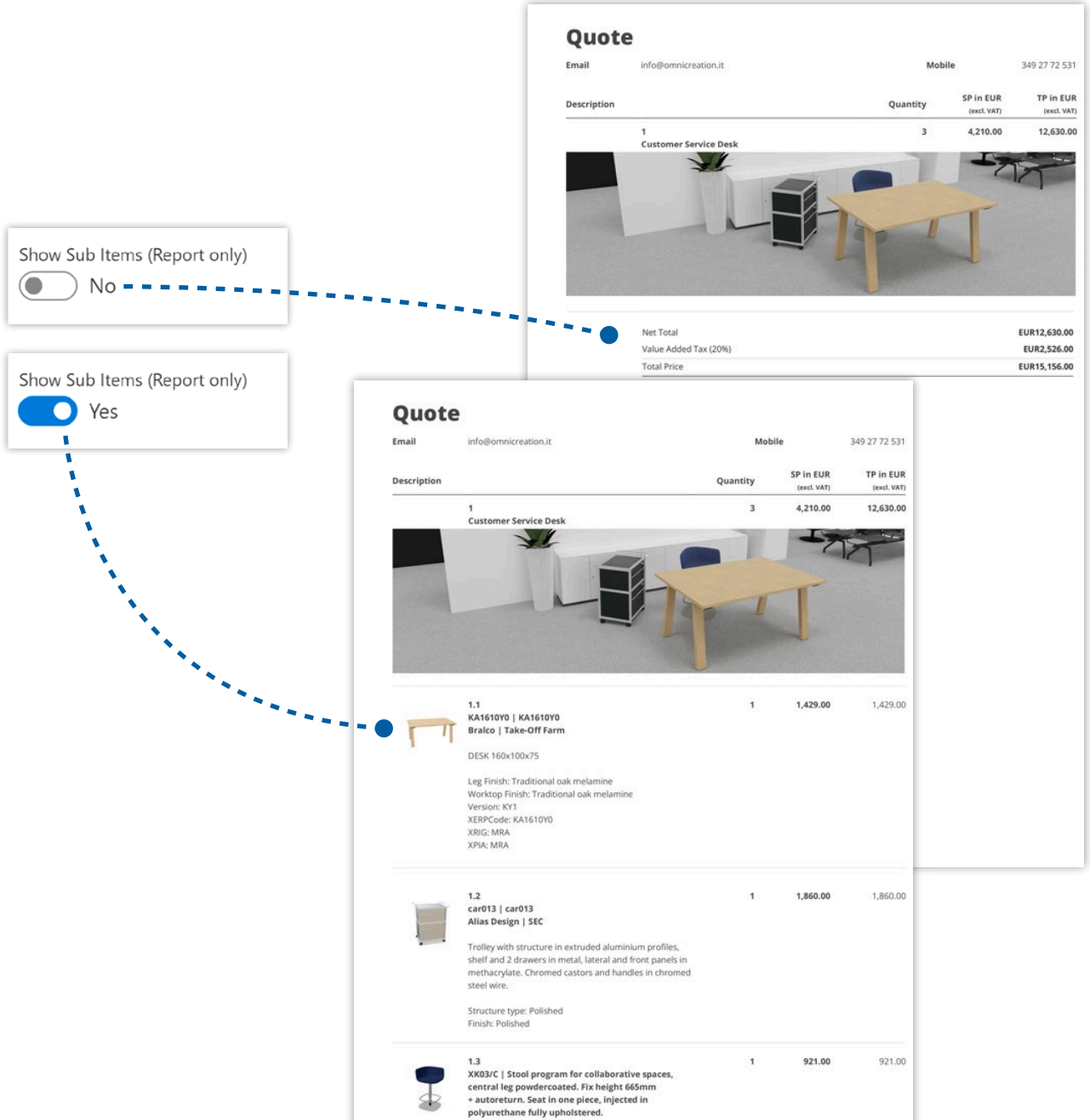
This alignment allows customers to easily identify and match their references in your quotation.



Hide product complexity

A set article allows you to hide the complexity of certain products from your customers.

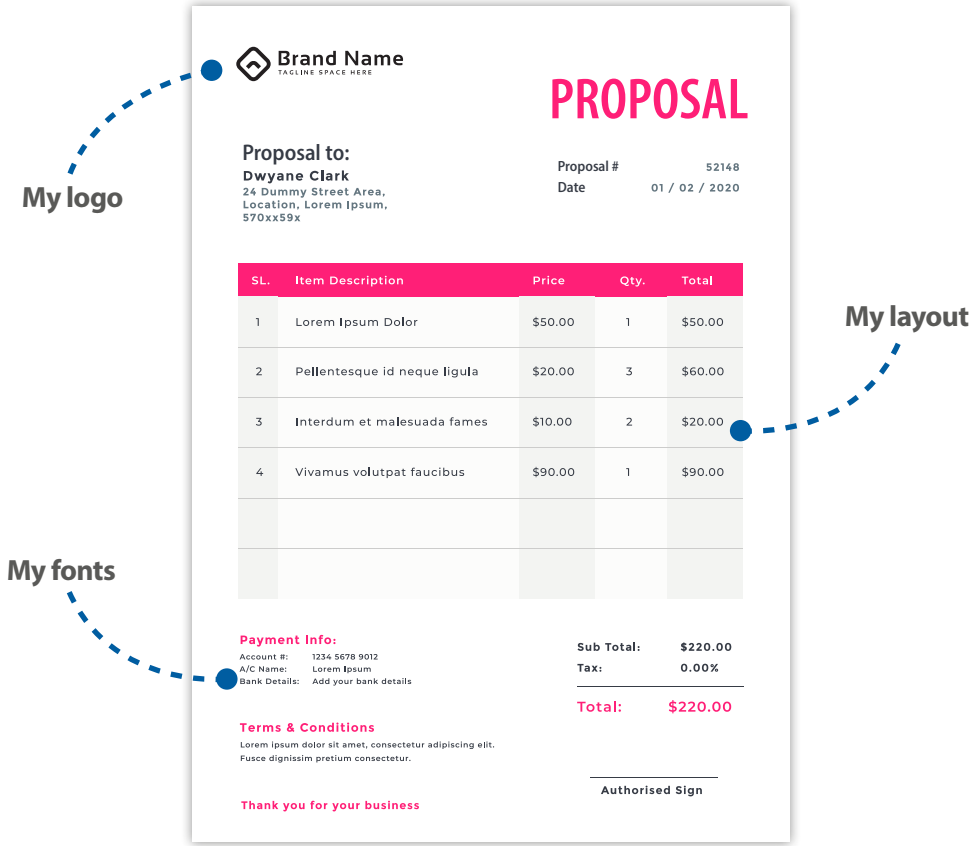
You have the option to **hide sub-articles** within a set article for improved clarity. When sub-articles are shown, you can **hide the prices**, directing the client's focus to the set article's overall price.



Customized report solutions

If the default report layout doesn't fit your needs, we can create a customized report that matches your **corporate branding and specific quotation requirements**.

Contact us for a personalized proposal.

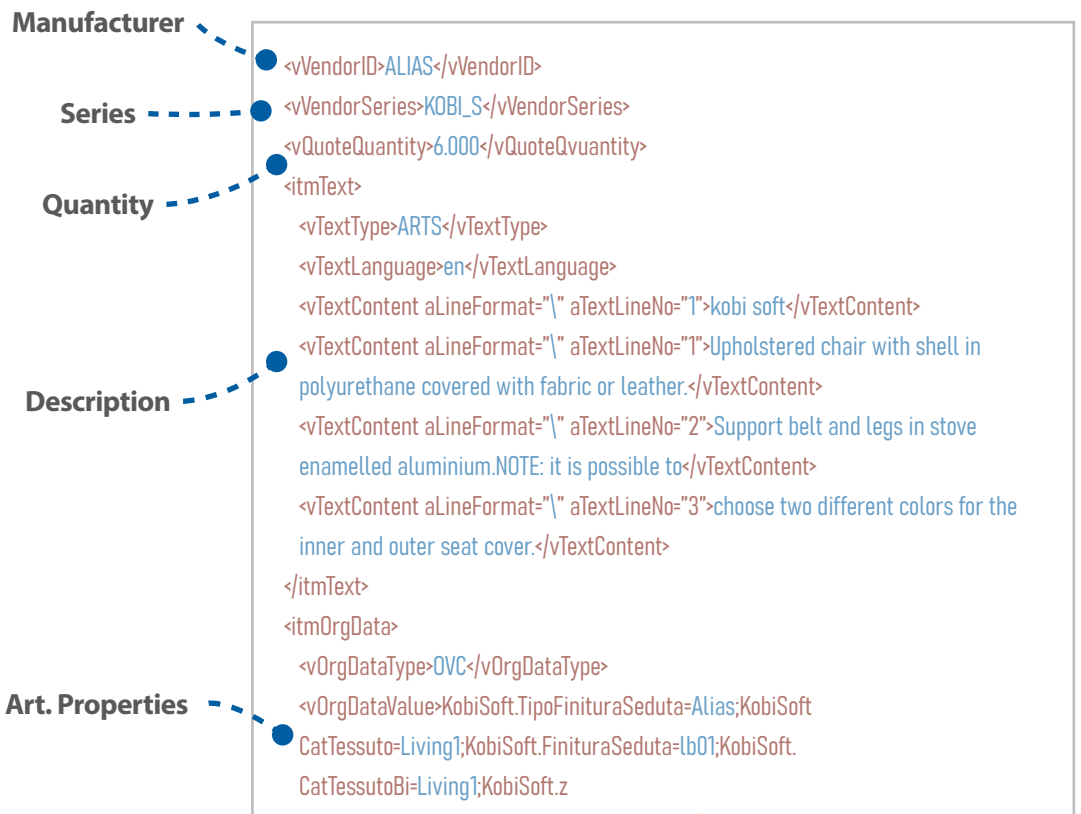


Export/Integration

Integrate with other systems

Export project data to seamlessly integrate with external applications, **enhancing business efficiency**.

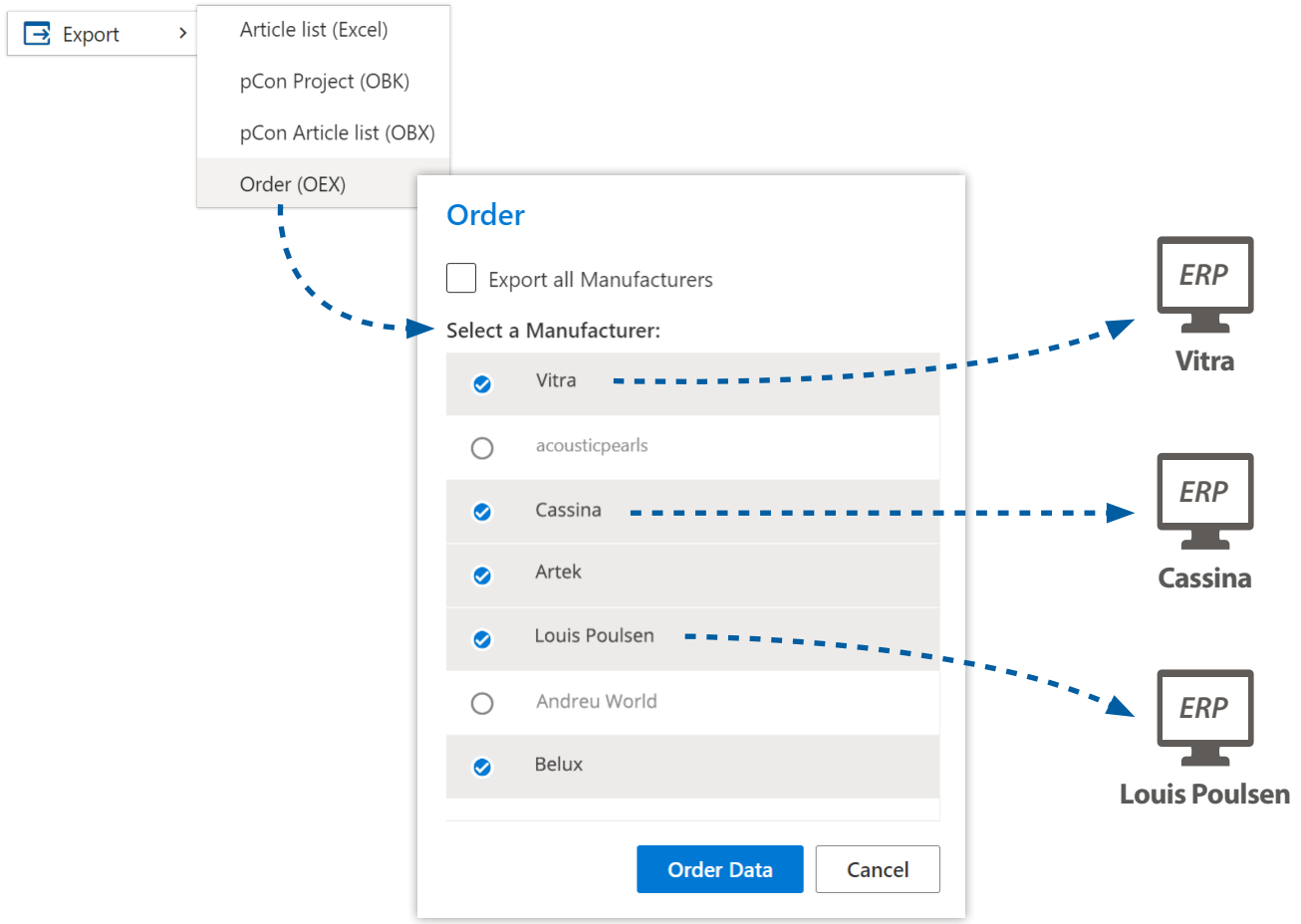
Export quotes as XML, a universal format optimized for data exchange, ensuring smooth ERP or CRM integrations.



Generate order

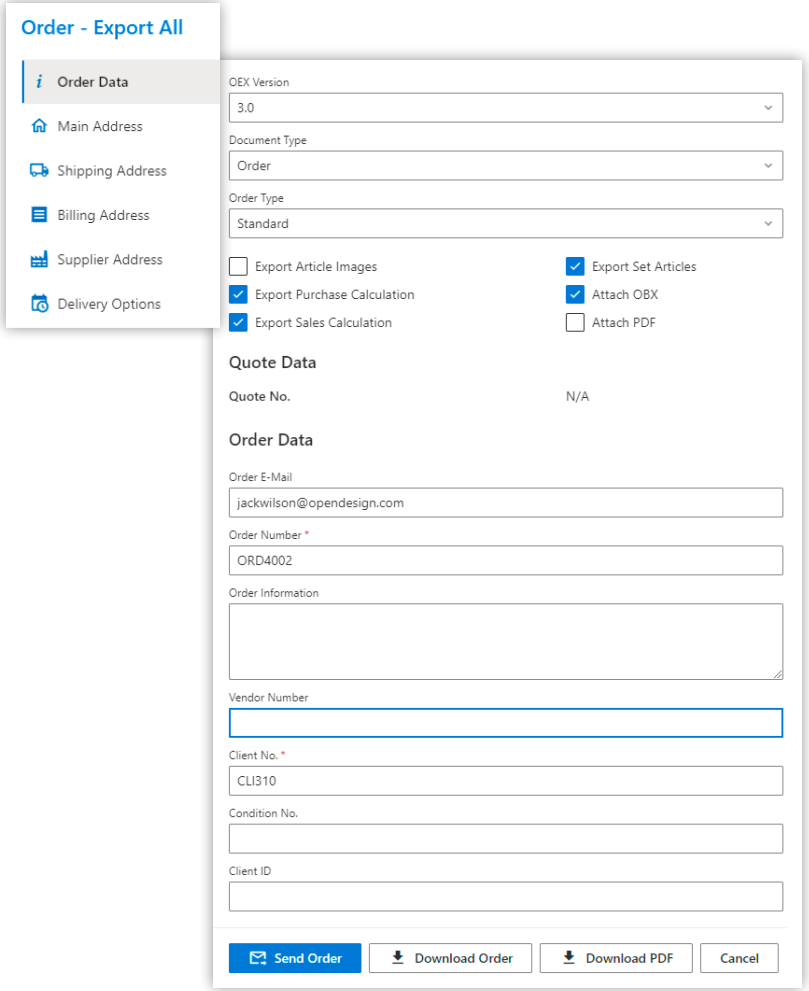
Effortlessly create an order file for the manufacturer using the OEX (Order EXchange) format. It's widely recognized in the furniture sector, created and endorsed by the German Manufacturer's Association for enhanced efficiency.

Generate a **unified** order file or automatically produce **separate** files for each manufacturer.



Customize order export

Before creating the OEX file, you can personalize it for **greater integration flexibility**, including exporting images, detailed price calculations, set articles, and more.



Investment

Investment

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