

## Complexity: Multi-Component Jobs, Projects, Grids and Campaigns

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*Everything should be made as simple as possible, but not simpler.* - Albert Einstein

Complexity is a natural part of selling printing, packaging and associated custom-manufactured products. The challenge for the sales rep is to present the information so that it is clear to the intended reader, be they a coworker or a customer.

JOBZ! allows the user to approach complexity in a number of different ways, each addressed in a separate Topic Brief.

1) A single job contains as many as five **Components** which can be used to describe what is needed within that job, such as Text, Cover, Insert, Reply Card and Envelope. Each job also has up to 6 quantity / price columns, which have small headers that can be used to describe versions, as well as multiple quantities.

2) You can also breakout the pricing of that job into as many as a dozen informational lines, using a **Breakout** proposal or the Breakout addendum (using the PDF Append option).

3) There is also the ability to present as many as eight separate line items in a compact **Grid**, with each element having its own specs, quantity and price.

4) For as many as 50 line items in a job, there is the **Campaign** work type.

5) Then there is the **Project** concept. A Project is an ad-hoc collection of Jobs, as many as you need. They are linked together by a Project Name, but remain separate entities as far as estimating and order entry are concerned, though they can be batch processed from JOBZ!, and a uniform Schedule can be applied to all the jobs in the project with a click.

In a Project, each job is written up as a logical entity that corresponds to an estimate, which makes it easy to turn it into an order. The proposal is produced as a package, with cover sheet, individual proposals and a summary page, plus a schedule and whatever else makes sense. The package can be assembled into a single multi-page PDF, using the PDF Append option.

Please see the individual Topic Briefs, our Training video on the subject, and feel free to call for help.

Thanks for using JOBZ!

Jim Taylor

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