FastCAM® QE™

'QUOTE EVERYTHING'

OPTIMIZED ESTIMATES FOR THE SUPPLY OF PROCESSED STEEL

BURNING • SHEARING • SAWING • DRILLING

FastCAM®

NEW TECHNOLOGY

- Dramatically Improves Time to Quote
- Separates Scrap from Remnant
- Nests Mitres
- Assists Job Scheduling and Turnaround
- Improves Remnant Usage and Stock Management
- Produces Win/Loss Ratios
- Internet & B2B Ready!

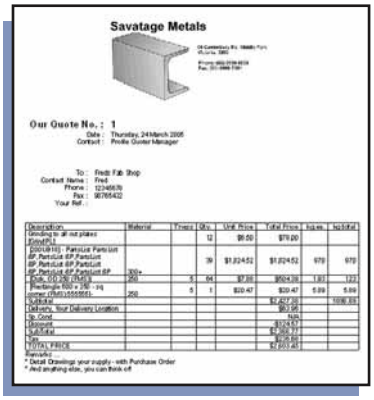
EVERYONE CAN QUOTE EVERYTHING FAST!

With skill levels becoming harder to replace, FastCAM® QE™ was designed to make quoting easy, automated and systemized, with easy CAD-free operation.

Simply quote from QE's inbuilt library of profiled shapes or import the customer supplied CAD file.

FastCAM® QE™ even makes easy work of BOM Take-Offs needed for larger RFQ's.

More people in your organization can respond to your customers fast, with detailed, accurate and competitive quotations faxed or emailed straight from the desktop with the output ready for processing!



Blitz the competition, sending instant professional quotes by fax or email!

FastCAM® QE™

SMART OPTIMIZER SEPARATES REMNANT FROM SCRAP

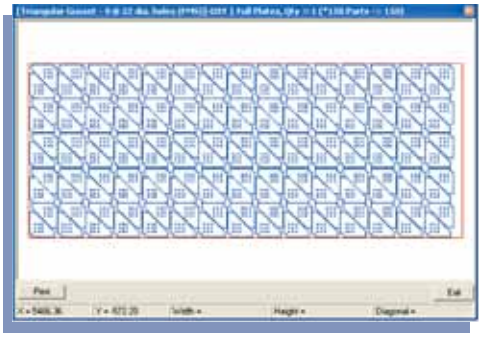
The optimization process runs through millions of possible 'nests' to produce the most efficient 'cost' layout.

The intelligent optimizer identifies what is remnant which can be resold and what is scrap so that it can be charged to the job.

You can use FastCAM® QE™ to work out what stock to order in the first place or what length is optimum from a coil.

Sales people no longer have to interrupt a busy NC programmer to get a material estimate from a CAM system. Optimization can be applied to every job and will match production.

Calculates exact and consistent stock consumption by identifying remnant vs. scrap.



Quote 5 or 5,000 items without interrupting a busy NC programmer.

PROFILING AND SHEARING: PARAMETRIC, TRUE SHAPE & RECTANGULAR

Choose from 70+ parametric shapes and quickly prepare quotations for profile components for all types of burning machines, Oxy-fuel, Plasma, Laser or Waterjet.

Select a part from the inbuilt parametric shape library, enter basic dimensions with material type, thickness and quantities, or select the customer supplied DXF file from the same menu.

Another major benefit is that FastCAM® QE™ cleans 'dirty' CAD/DXF files to be 'NC ready'.

Parts are then nested onto available stock including remnant stock, providing an optimized quotation instantly.

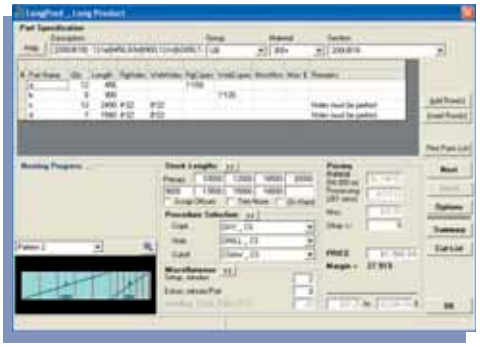
All associated quotation details can be viewed on screen and edited by the salesperson before producing the final quote.

- **Material Costs & Handling**
- **Processing Costs: Profile Cutting, Sawing, Mitering, Coping, Drilling.**
- **Scrap & Remnant**
- **Delivery & Tax**
- **Discounts**

QUOTE SAWING & DRILLING FOR LONG PRODUCTS, BEAMS, CHANNELS, ANGLES ETC

Select your section, input sizes, include mitre angles, drill holes, copes. Choose the process. Nest and quote.

The laborious job of creating and costing a Bill of Materials is also automated. Simply enter data from the command line or use the drop down [steel] catalogue list to select sections. Create lists in seconds, sort on material, section, type etc. Export the data, create reports, BOM's lists, costings, production sheets etc.



Includes a simple freeware utility to give to customers to let them enter BOM data — no rekeying, just import and quote!

WIN/LOSS RATIOS DRIVE BUSINESS PERFORMANCE

To drive sales & profits you depend on the right numbers.

FastCAM® QE™ keeps all relevant quote data in a quote database ready for instant retrieval, re-quoting and reporting.

Quotations can be marked as Won, Lost or Pending. Use the inbuilt pre-defined reports or easily create your own with an off-the-shelf commercial SQL reporting product e.g. Crystal Reports.

Quote Status can also be viewed graphically as a bar or pie chart.

All levels of Business Managers can have accurate and relevant numbers on time, every time, without hassle.

REPORT ON:

- **Success % Ratios**
- **Stock Buying Patterns**
- **Profit & Loss**
- **Sales follow-up**
- **Report-Historic & Predictive Sales**
- **True Costs**
- **Customer Sales**

A paperless integrated quote system with new meaningful data.

OPEN STANDARDS DESIGN MEETS CORPORATE DATA MANAGEMENT NEEDS

Data Safe: Capture, Store, Protect and Secure Access

Data is the lifeblood of any business. Data Reliability, Availability, Maintenance and Security were key objectives in the programmatic design of FastCAM® QE™.

FastCAM® QE™ uses a mission critical database offering flexibility of deployment, open connectivity and extensive standards support.

A solution to grow with you while providing the crucial sales, costing and profit data you need right now.

- Embedded, Self-tuning maintenance-free database engine runs 24/7
- Seamless integration with Microsoft Word & Outlook.
- High volume, high user, high performance multi threaded database engine.
- Support and scalability across Windows-based computing environments ranging from single to high volume client/server environments.
- Controlled and restricted access through implementation of users and groups protects corporate data.
- Open standard support with ODBC (ANSI SQL 89/92), OLE DB 2.5.
- Relational Database Management System (RDBMS) using robust, full featured SQL access.

CONNECTS TO EXISTING SYSTEMS, INCLUDING THE INTERNET

Single User

All FastCAM® QE™ Systems include the same features. A single user relates only to the number of users. Includes Database and Reporting and FastCAM® MTO for Fast, Automatic Material Take-Off. Outputs paper based cutting lists, Word files, PDFs and DXF files.

Multi User

Deploy immediately as a dedicated quote Server system. Scale to any number of users when required.

Site License pricing breaks are as follows: 3, 5, 10, 15, 20 and 50 users. Company, Geographic & Internet Site Licenses are also available.

Loosely Coupled

XML Output is available as a standard cost-plus option. This offers the most cost-effective and practical solution to integration with existing business systems.

Tightly Coupled

Full Integration, installation and customization is available and is by individual quotation. Cost is determined by a number of factors.

For More detailed information Refer to the FastCAM® QE™ Corporate Implementation Planning Guide.

Microsoft Windows

XML, SQL, ODBC, OLE

Powerful functionality with compliance to open industry standards-

Ready for B2B

OFFERING SOLID SERVICE, MAINTENANCE & SUPPORT

All FastCAM® Systems include 30 days FREE technical support* to ensure that you are up and running quickly.

Free self-help is available via our web site and pay per incident support is available as and when required. **Annual Service Maintenance Agreements** are also available. SMA's give you Priority Support, Upgrades and Member Discount Entitlements.

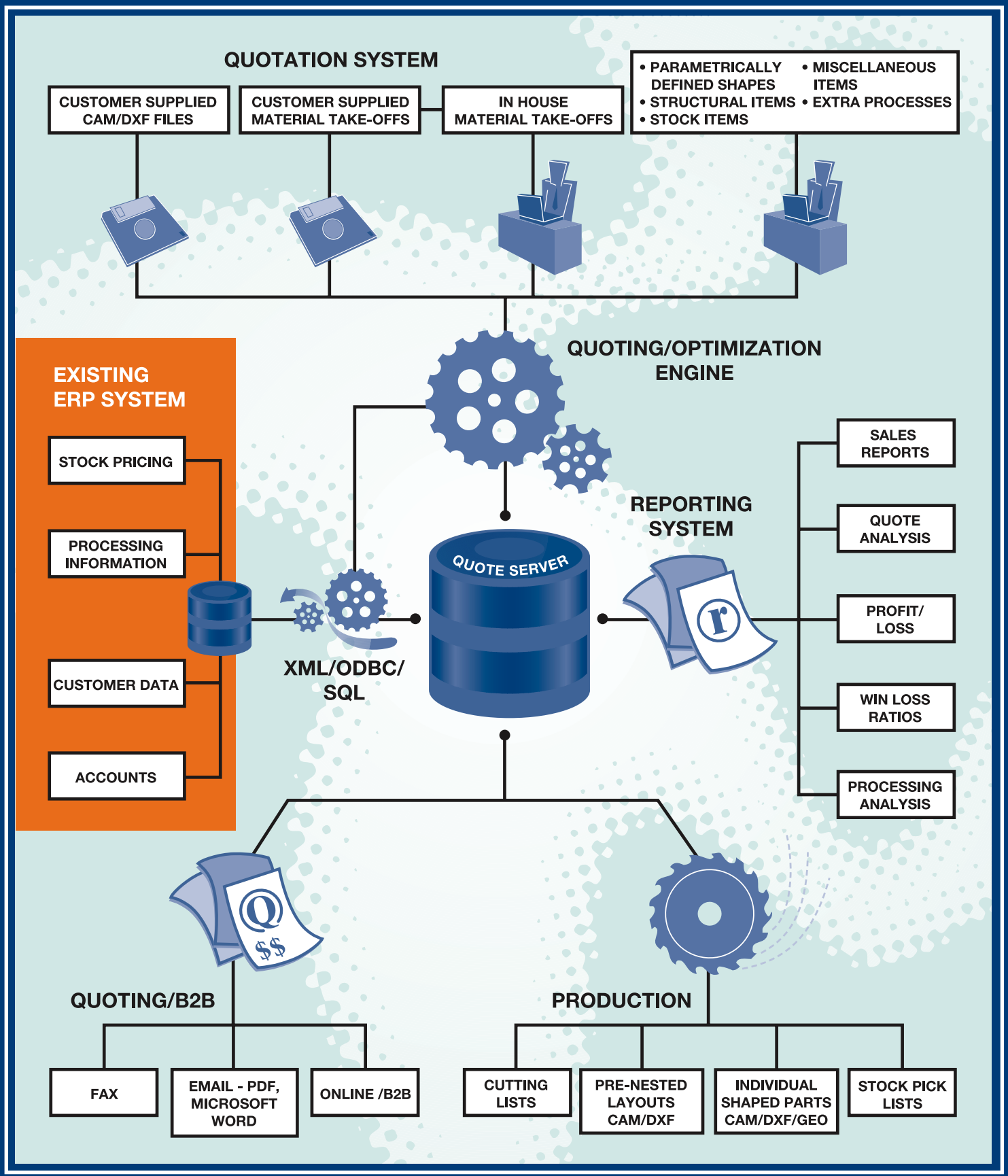
FastCAM® QE™ comes with Excellent Electronic Tutorials and Self-help tools however **On-site Training is available if required.**

Courses can also be tailored to meet your needs. Contact your local FastCAM Office or Reseller for more information.

* Technical support by phone, fax, email. Excludes on-site, installation and O/S support.

"Training is recommended on the QE system - even your non-specialist inside-sales staff can learn it quickly"

A CORPORATE-ORIENTATED SOLUTION FOR STEEL ESTIMATORS, PLANNERS AND BUSINESS MANAGERS



FastCAM® QE™ was designed as a 'Quote Everything' System to revolutionize the Quotation Process by leveraging new and existing technologies. This integrated and practical system allows for easy connectivity and addition of new users and processes (shot blasting, powder coating, painting etc).

FastCAM® QE™ is an open-standards solution built to grow with you while providing the crucial sales, costing and profit data you need right now. No matter your current size, needs or growth, the FastCAM product family supports you in your drive to better profits.

FastCAM has been supplying PC-based software for Burning, Shearing and Sawing/Drilling machines for over 25 years. The flagship product FastCAM® offers unique integrated postprocessors, NC verification and NC code nesting that still sets it apart from other CAM and CAD/CAM systems. The new generation of FastCAM® software is used in many countries, in many languages and in many different environments.

Today the product line has been expanded to include dozens of trademarked products offering a wide range of solutions for metal fabrication and Service Center operation. FastCAM has OEM and Business Partners in North America, South America, China, Australia, New Zealand and Europe (Poland, UK, Czech, Hungary). We welcome all enquiries.

FastCAM WORLDWIDE OFFICES

FastCAM Inc. – USA
8700 West Bryn Mawr, Suite 800 South,
Chicago, 60631 3507
Phone: 312 715 1535
Fax: 312 715 1536
Email: fastcam@fastcamusa.com
Web: www.fastcamusa.com

FastCAM Pty. Ltd. – Asia Pacific
96 Canterbury Road,
Middle Park, Victoria, 3206, Australia
Phone: 61 3 9699 9899
Fax: 61 3 9699 7501
Email: fastcam@fastcam.com.au
Web: www.fastcam.com

FastCAM China
No.34, 377 Chenhui Road, Zhangjuang Tomson Garden,
Zhangjuang High Tech, Pudong, Shanghai, 201203
Phone: 8621 5080 3069
Fax: 8621 5080 3071
Email: fastcam@fastcam.cn
Web: www.fastcam.cn

FASTCAM SUPPORTS: BURNY, LYNX, WESTINGHOUSE, ESAB, PICOPATH, CREONICS, HANCOCK, FANUC, C & G, PCS, KOIKE SANSO, TANAKA, MESSER, FAGOR, FARLEY, ANCA, SIEMENS, JHE, HYBRID, MYNUC, ANCA, PDF32 AND MANY OTHERS. THIS IS NOT A FULL LISTING — CONTACT YOUR RESELLER OR FASTCAM DIRECTLY FOR MORE.

FastCAM® QE will operate on most Pentium based PC's with Microsoft Windows 98/ME/XP or NT4/2000 however the recommended system, particularly for nesting, is a Pentium IV 256/512Mb RAM 80Gb HDD 17" Monitor & Windows XP.

ADDING FUNCTIONALITY TO FastCAM® QE™

The following are trademarked products and are separate, complete programs that can be used alone or in conjunction with FastCAM® QE™:

FastCAM® MTO Freeware - Material Take-Off Program specific to steel. Distribute freely to your customers and contractors to eliminate re-keying.

FastTRACK® - Graphic Remnant Tracking System for Processed Plate.

FastCAM® System - Integrated Drawing and Post Processor with CAD Smart Tools.

FastSHAPES® - Develop 40+ blowpipe shapes in heavy plate instantly.

Tradesman in a Box™ - System for hand cutting and manual lofting.

FastFRAME® and FastPIPE™ - Tubular and Pipe Development Programs.

FastBEAM® - Graphic Beamline programming system.

FastCOPY® - Digitize parts to NC.

FastCUT® - Optimize, Cost, Cut List.

FastLINK™ - Fast DNC download from PC to cutting machine.

FontGEN - Fonts into DXF.

Outline - Convert images to DXF.

Simple 'Extras' that can be incorporated into the FastCAM® System include:

Textmarker - for marking/identification of processed parts.

Common Cut Pairs - Cut parts with a common edge.

AutoCAD DWG Import - Direct.

Combining FastCAM® with other programs offers the maximum in productivity gains.

SQUARE TO ROUND TRANSITION

Using FastSHAPES®, this square to round transition was completed in less than 30 seconds ready to send to the burning machine. The development even included the line marking and number of degrees for forming every bend! Handles simple and complex shapes. Reads directly into 2D and 3D CAD systems.

FastCAM, FastPLOT, FastPATH, FastNEST, FastSHAPES, FastTRACK, FastCAM QE, FastCAM MTO, FastFRAME, FastBEAM, FastCOPY, FastCUT, FastPIPE, Tradesman in a Box & FastLINK are trademarks or registered trademarks of Fagan Microprocessor Systems Pty. Ltd. Other trademarks belong to their respective companies. © 2005. All rights reserved worldwide. FCQE001-05

www.fastcam.com