ITE TOOLBOX DISCOVERY SESSION 001

Know your margin on every order — before you commit to it

In configurable manufacturing, price and cost are moving targets — quotes built on rules of thumb, costs that aren't truly known until the job is done, and margin that only becomes clear after the fact.

When pricing lives in spreadsheets and costing is a best guess, you discover thin or negative margins when it's too late to do anything about them — and you can't tell which markets, products, or customers are actually profitable. Join us for a live session to see how rule-based pricing, configured costing, and real-time margin analysis work together in Insight, so every quote is priced with confidence, and every order shows its margin before you commit.

Click to email us to learn more

Who should attend?

This session is designed for manufacturers whose tech stack includes Cyncly's Insight, and who are asking questions like:

- **What if pricing applied the right market, discount, and upcharge rules automatically with overrides only where you allow them?**
- **What if your cost reflected the product's actual materials, labor, and overhead — not a rule of thumb?**
- **What if you could see the margin on every line and order in real time, before it's quoted?**

What we'll explore together

Pricing that's Rule-Based and Market-Driven

Pricing should be structured and flexible at the same time. We'll explore how Insight uses Markets — defined by customer class, geography, and type of business — to automatically apply the right catalogs, price lists, and rules to every order. Layer base prices, option upcharges, surcharges, discounts, and promotions with matrix- and formula-based rules that handle even complex requirements, while manual overrides stay in the hands of authorized users.

Configured Costing You Can Trust

Real margin starts with real costs. We'll examine how Insight calculates configured cost from a product's actual physical characteristics — board area and edgeband length for materials, run, setup, and move time for labor, and fixed and variable overhead — rolled up into the true cost of that exact configuration. With standard, current, future, and prior cost sets, you can freeze standards, test changes, and keep costs honest as materials and rates move.

Real-Time Margin Analysis

Margin should be a decision input, not a month-end surprise. We'll show how Insight calculates Pricing minus Costing for every order line and aggregates it per sales order, so margin is visible before you commit. Compare "as-configured" cost to "as-built" cost after optimization or edits, and see exactly where margin holds or erodes — by line, order, product, or market.

OPERATIONAL LAB EXCELLENCE

About our Operational Excellence Lab

We've designed the Operational Excellence Lab as a collaborative, hands-on space to explore the Art of the Possible in your business transformation together.

In the lab, we:

- Explore end-to-end automation — from order to cash
- Run hands-on workshops grounded in real operational scenarios
- Collaborate with partners like Cyncly, imos AG, machine manufacturers, and universities to push industry innovation

OUR PARTNERS: Cyncly imos mos consult