DieEstimator
The die estimating standard

How to Solve Die Estimating Challenges

Here are a few of the most common die estimating challenges facing the metal stamping industry and how DieEstimator can help. Effective die estimating is essential to successful and profitable operations at all levels of the metal stamping supply chain. Fast and accurate estimates mean more profitable business.

1. **Is There a Good Solution Out There for Die Cost Estimating?**

Challenge: There are very few commercially available solutions for die cost estimating. It is getting done but how? Historical, feature-based, and CAD type methods are the most common method in use today. These methods produce rough approximations of cost or are too complicated to be practical. Building a solution seems overwhelming.

Solution: The DieEstimator is the first and only solution of its kind. It provides a solution for all types of companies and die estimators. OEM and Tier 1 companies need reliable estimates to quickly budget and create tooling and production quotes. Tool shops need detail to be confident that the die estimate will adequately predict internal cost and ensure an adequate share of profitable jobs are won. Our 6-step die method guides users through the die estimating process making difficult calculations automatically and suggesting values along the way. DieEstimator considers all aspects of the project, part, process, and die requirements to build a detailed die cost estimate.

2. **Die Estimating is Complicated**

Challenge: There are only a few software systems capable of die cost estimating. CAD-based systems for die design and process planning are complex, difficult to learn and expensive to implement and maintain. They do an excellent job of process planning but fall short on the estimating side. Excel spreadsheets and Access databases take years to develop.

Solution:

Die estimating is a complex process but it does not have to be difficult. DieEstimator is the only commercially available software dedicated to die cost estimating. It is written by experienced die estimators who understand the needs of OEM, tier 1, metal stamping and tooling companies. DieEstimator is web-based so it works on any internet-connected device anywhere in the world. It is easy to purchase, implement, and use. It is secure and no software is installed minimizing IT impact.

3. **My Die Estimating is not Accurate**

Challenge: Die cost estimating is an out-of-control process. As with any process, accuracy cannot be achieved without a consistent process. The need for consistency in die estimating cannot be overstated. Unlike other industries, there is no design available at the time of the quote. Die designs are created

after the job is awarded and this is only after there is a successful quote. Further complicating the problem are poorly written request for quotes and unrealistic time restraints.

Solution: DieEstimator achieves accuracy by first achieving consistency. The key to consistency is our 6-step estimating process and the standard cost approach. Information about the project, part, and process are combined with predefined die construction specifications to build the estimate. Extensive die calculations are automatically performed, and values presented for review and editing. Labor rates and profit goals are applied to material and labor standards to complete the die cost and lead-time estimate.   Users on the same account share the same settings and standards, so results are consistent across all users. The result is an estimate that relies less on user discretion and more on the die requirements, calculations and standards.

4. Die Estimating Takes Too Long to Do Right

Challenge: Die estimating can be a slow and tedious process. Quoting delays hurt the chance of success throughout the supply chain. Tool shops take risky shortcuts to "get quotes out" in time. Die buyers resort to quotes averaging to arrive at the best tooling estimate. This barrage of quoting slows product development and can be frustrating for both buyers and sellers.

Solution: DieEstimator was developed with speed in mind. Builders, planners, and buyers routinely produce detailed die cost estimates from just a part drawing and flat blank layout in about 15 minutes using DieEstimator. Our Quick Die Estimate feature can produce a detailed estimate from part data in about 5 minutes. Features like a well-designed user interface, industry-standard cost, advanced die calculations, and extensive automation (built-in tool assistant) make it possible for all users to quickly obtain excellent results.

5. Die Estimating is Expensive

Challenge: Die cost estimating is expensive. Highly experienced tool engineers spend countless hours using expensive CAD/FEA based systems to process the tool. Once a suitable process is determined the die still must be quoted. It can take hours to quote a single die. Estimating adds no value unless the quote is successful. The typical tool shop will spend about 5% of its revenue quoting dies and only win about 3-5% of all dies estimated. The average tool shop quotes between 500 and 1000 dies per year. Some shops quote thousands of dies each year.

Solution: It takes less time to estimate dies with DieEstimator, therefore quoting cost is reduced. Implementation is fast and there is no software to maintain. There is little or no IT impact. DieEstimator software is easy to learn and very affordable.

6. I Can't Find or Keep Good Estimators

Challenge: Die Estimating traditionally requires extensive die design and build experience. This type of employee is rare and takes years to develop. Die estimators are retiring at alarming rates taking with them critical knowledge.

Solution: DieEstimator does not require extensive design and build experience to use. It provides a platform where experienced employees can provide valuable input that is preserved for future generations of die estimators.

7. <u>**I Am Too Dependent on My Suppliers for Die Quotes**</u>

Challenge: A big problem in the industry is its dependency on the supply base to generate die cost estimates. Due to a lack of resources, buyers often estimate tooling costs by requesting quotes from several shops. Most will not be successful and the shop that makes the biggest mistake quoting can end up with a bad job. This method frustrates both the buyer and the seller. Preliminary estimates require time to acquire and the return for the supplier can be less than a 1% success rate. Buyers must wait on suppliers to quote before they can quote in turn. This top-down pyramid of quoting is extremely inefficient.

Solution: With DieEstimator, buyers can produce their die cost estimates without the need to involve suppliers. Die quoting is reserved for projects that are ready to be sourced. This saves time for everyone and improves supplier relations.

Summary: DieEstimator is the only software of its type and solves the complexities of die cost estimating with an easy to use, powerful, shareable and completely portable solution. Software cost is reasonable, and the payback is fast. Our adoption and retention rates are high. All that is required to get started is a connected computer and your secure login credentials which you can obtain by contacting us directly or purchasing our product on this website. You can be fully implemented and estimating dies all in the same day. If you have questions about our company, products, services, or anything related to die cost estimating, please contact us.