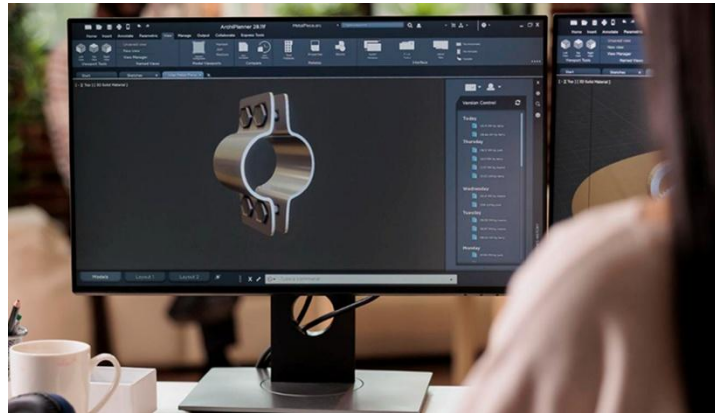


From Excel Scramble to Costing Clarity



Build Accurate, Auditable Part Costs — Without the Chase

Every engineering change, new part, or customer-specific design brings with it a storm of costing queries.

Raw material rates, machining time, vendor quotes, overheads — and approvals scattered across teams.

If your costing process still lives in Excel, you know the chaos.

That's where **Falco PCS** comes in.

Falco's Part Costing Suite gives you a structured, digitized workflow that aligns Engineering, Procurement, and Costing — with zero ambiguity and full traceability.



What's Broken Today?

- ❖ No centralized rate database for RM, labour, or process — everyone refers to old files, outdated mails, or calls a colleague.
- ❖ Excel-based costing sheets are error-prone, inconsistent, and impossible to audit.
- ❖ No visibility on who approved what — decisions live in email chains and verbal nods.
- ❖ No vendor traceability — multiple quote versions float around with no clear mapping to decisions.
- ❖ Cross-functional blame games arise when costs overshoot, and no one owns the full picture.



What Falco PCS Fixes

- ❖ **Create your own Data Master**
 - Capture machine hour rates, labour costs, RM rates, and standard process costs — editable, traceable, and version-controlled.
- ❖ **Map Part Numbers to BOM**
 - Auto-link each new part to its Engineering BOM, so costing flows match actual assemblies.
- ❖ **Ingest Vendor Quotes with Ease**
 - Upload multiple vendor quotes, map them to each task/process, and retain all conditions — nothing lost in translation.
- ❖ **Trigger Approvals Seamlessly**
 - Get cross-functional signoffs — via auto workflows or manual triggers. Every action is time-stamped with an audit trail.
- ❖ **Enable Real-Time Cost Visibility**
 - Product managers, costing heads, finance — all can view breakdowns instantly.

No file-chasing or manual follow-ups.



6-Gate NPD Flow — from Idea to Market.

Falco enforces a clean, stage-gate process for NPD:

1. Initiate
2. Conceptualize
3. Design Freeze
4. Proto
5. Pilot Batch
6. Launch

Each gate is clearly defined. Entry and exit criteria are tracked. No informal progression — just disciplined, review-based decision making.



Why This Matters for OEMs

- ❖ **No more surprises** when cost balloons at release stage
- ❖ **No more confusion** over which rate was used, or who approved it
- ❖ **No more delays** waiting for costing heads to "send the latest sheet"

Falco PCS becomes your single source of truth — from part creation to final costing.

You gain **control, speed, and trust** — without disrupting your existing engineering workflows.