

# Bosch Estimation Tool for Security Systems (BETSSy)

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**BACKGROUND:** Bosch Security needed a product specification, pricing & ordering tool to streamline product selection for their sales team. Shane Brenizer was hired by Atomic Design in N.Y. for the project.

**PROBLEM:** With sales teams spread across the U.S., pricing sheets were irregular, mark-ups and commissions were untrackable, and client information was incomplete or inaccurate.

**SOLUTION:** After fact-finding meetings and an analysis of current sales practices, Shane Brenizer wrote requirement documents, created wire frame prototypes, and managed a Coldfusion programmer. The end result was a tool that allowed the sales team to complete a questionnaire and manually choose security products from a comprehensive pick-list.

The screenshot displays the Bosch Estimation Tool (BETSSy) interface. The main window is titled "Bosch Application - [newEstimateInformation]" and features a navigation menu on the left with sections like "Quotes", "New Estimate", "Customer Information", "Estimate Information", and "Estimate Builder". The "Estimate Builder" section is expanded, showing options for "Type of Technology" (Intrusion, Access, Fire - Residential, Fire - Commercial), "Expansion Method" (Hardwire, POPIT, Wireless, POPIT Detectors, Total # of Points), "Other Options" (Access Doors, Areas, Alarm System Users, Custom Functions, Relays, Access Users), "Type of Enclosure" (Standard, Attack, Fire), "Number of Keypads" (VF, LED, ATM Style, Fire Annunciator, Total # of Keypads), and "Type of Interface" (Connect IP, IP Automation, Serial).

The "New Estimate" section shows "Estimate Information" with a table containing one row: Quote # 150, Date, Customer, Description, and Price 40. Below this is the "Manual Selection" section with a dropdown menu set to "G SERIES CONTROL PANELS AND KITS" and a selected item "D7212GV2K1 F07212GV2 WITH TRANSFORMER, D1255 KEYPAD, I" with an "Add Item" button. The "Current Estimate" section shows a table with one row: Specifications, Product\_ID D7212GV2K1, Description D7212GV2 WL..., Accessories Click Here, Quantity 1, and Price 138.00.

A "specifications" dialog box is open, titled "Questionnaire". It contains three numbered sections:
 

- 1** Type of Technology: Radio buttons for Intrusion, Fire, Residential, Commercial, and Access.
- 2** Number of Keypads: A "Qty" field with a dropdown menu for VF, LED, ATM Style, and Fire Annunciator, and a "Total # of Keypads" field (up to 32).
- 3** Expansion Method: A "Qty" field with a dropdown menu for Hardwire, POPIT, Wireless, and POPIT Detectors, and a "Total # of Points" field.

Section 6 of the questionnaire shows a list of product options: "D7212GV2 or D7412GV2 or D9412GV2". Below this are several dropdown menus for selecting accessories, each followed by a "then Keypac" label. The options include:
 

- D1255, D1255B, D1255W, D1255R, or D1255TDPL
- D720, D720, D720W, D720R, or D720B
- D1260, D1260B, D1260W, D1260BLK, or D1260R
- D1256RB or D1257RB

At the bottom of the questionnaire, there are additional options for "D8128D" and "D8125 or D8125MUX" with dropdown menus for "MUX Modules and Accessories" and "Inovonics Premises Wireless".

Shane Brenizer wrote a requirements document that was continually revised to include new functionality such as multiple versioning for each quote, uploading reseller's logo for branded invoicing, "trackable" automatic software updates, purchase order and parts list generation.