

Swiss-AS Training – Course Description

AMOS Quotation Management (Main Training)

1/2



Creating accurate and competitive quotations is essential in third-party aircraft maintenance. This training guides you to use quotation programs efficiently, define flexible pricing conditions, work scopes and streamline your maintenance processes.

It also covers a Customer Relationship Management (CRM) tool to help organize your sales activities and maintain smooth communication with customers.

Course Objectives

Upon completion of this course, you will be able to:

- ✓ Create a Quotation for maintenance requested by a customer
- ✓ Define caps, pricing, surcharge and material conditions
- ✓ Create a customer visit from CRM program
- ✓ Reserve a hangar maintenance position in Hangar Planning
- ✓ Upload customer requirements directly into AMOS
- ✓ Revise a quotation
- ✓ Create a bill after maintenance execution based on the quotation.

Course Topics

- CRM (APN:2643)
- Quotation Manager (APN:1993)
- Hangar Planning (APN:2677)
- View/Edit Workpackage (APN:58)
- Work Template Manager (APN:1848)
- Address Administration (APN:53)
- Project Management (APN:306)
- Commercial Price List (APN:3098)
- Billing (APN:196)
- Workorder (APN:1418)
- Contract Management (APN:780)

Who should attend

Customer MRO managers that will deal with the commercial management of customer maintenance inputs.

Prerequisite

AMOS Basics Training

Skill	Advanced
Type	Classroom
Duration	2 days
Times	Please check our website https://www.swiss-as.com/services/training and/or your letter of invitation for the exact time.
Training Costs	On Request
Registration	Please register your participant(s) via www.swiss-as.com .