Skyline Sales works with Architects and Designers

Architects/Designers specify Skyline product

General Contractor invites subcontractors to bid on the project

Glazier requests pricing and lead times; submits Request for Quote

Glazier/ Subcontractor submits bid to General Contractor

Skyline provides estimate, lead times, and Specification Guideline to Glazier

Glazier is awarded job by GC; sends Letter of Intent to Skyline Design for control samples

Skyline submits control samples to Glazier for submission to the GC and/or Architect(s)

KEY:
- Skyline Design
- Architects or Designers
- Glazier or General Contractor
Glazier sends Purchase Order or signed bid to Skyline Design with final information and completed Specification Guideline.

Skyline sends order confirmation noting terms; Skyline assigns Glazier a Project Manager and Accounting Contact.

Skyline Project Manager

Sends Glazier RFI and submittals as necessary.

Glazier submits to GC/ Architect as required.

Glazier provides RFI info and approvals to Skyline.

Skyline orders glass (if required) and schedules project for production based on receipt of glass.

Glass arrival: client-supplied or Skyline-supplied

Released for production; inspection, processing, etc. Prepared for completion

Perform invoice; send for balance due, if required

Glazier provides payment; glass is completed

Released for shipment or pick-up

Skyline Project Manager

Sends accounting packet, acknowledgement or deposit invoice, project info. sheet, credit information, and warranty as applicable based on receipt of finalized info.

Glazier provides deposit payments and completed paperwork as required.

Skyline Accounting

Sends accounting packet, acknowledgement or deposit invoice, project info. sheet, credit information, and warranty as applicable based on receipt of finalized info.

Glazier Accounting

Sends accounting packet, acknowledgement or deposit invoice, project info. sheet, credit information, and warranty as applicable based on receipt of finalized info.

Skyline Accounting

Sends accounting packet, acknowledgement or deposit invoice, project info. sheet, credit information, and warranty as applicable based on receipt of finalized info.

Skyline Accounting

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