

# Overview

**Offers** in Surface Solutions form the central link between calculations and orders. They allow you to generate a professional offer for your customers based on a completed calculation—comprehensive, transparent, and in your corporate design.

An offer summarizes the results of a calculation and adds customer-relevant information such as payment and delivery terms, tax rates, and legal notices.

All content is automatically compiled from three sources: [customer](#) data, [calculation](#), and [document definition](#). This creates a complete, correctly formatted offer with minimal effort.

With offers, you can:

- Create offers directly from existing calculations
- Automatically adopt customer and standard information
- Adjust positions individually and apply discounts
- Export offers as PDF or send them via email
- Create follow-up offers or generate [orders](#) directly from won offers

The offer management in Surface Solutions is divided into several areas:

1. [Create Offers](#)

Describes the process of generating an offer from a calculation.

All relevant data is automatically adopted, standard positions are added, and the offer can be reviewed using the preview function before being finalized.

2. [Offer Overview](#)

Displays all created offers in a table format.

Here, you can filter, search, export, or send offers via email.

If the status of an offer is set to **"Won"**, an order can be generated directly from it.

3. [Create Follow-Up Offers](#)

Allows you to create a new follow-up offer from an existing offer—ideal for minor adjustments or price changes.

The new offer receives a version number (e.g., V2, V3, V4) to keep the development traceable.