

Breakout Pricing

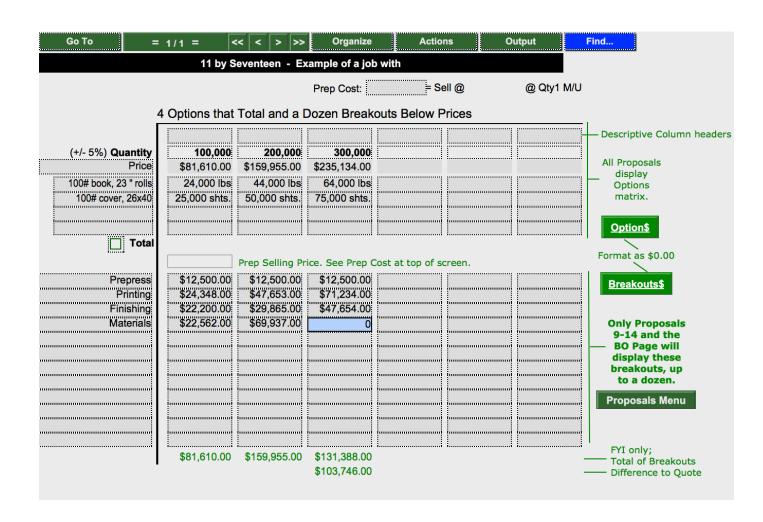
JOBZ! enables a sales rep to provide a customer with pricing broken out per their request. Beginning with a total price being quoted, up to a dozen included prices can be specified.

To assist the sales rep with this task, JOBZ! will display the total of the breakouts entered, as well as the amount remaining to be entered, so that the total of the breakouts is equal to the all inclusive price being quoted.

The entry screen below illustrates this. Following this page is a two-page breakout proposal. Note that at the bottom of the first page are 4 lines of fields that can serve the purpose of breaking out prices, or adding options, or specifying paper stock amounts to be supplied. In this example, two of the lines are being used to specify pounds of paper and sheets of paper required to be furnished.

If the 4 options just below the price are being presented as estimated additions, the total of Price + Options may be displayed by checking the box next to the word Total.

BTW, the word "Price" can be changed to anything you like, such as "Estimate" or "Base Price."





September 24, 2013 Est# 12345 Job# 12345a carpedata@mac.com 408-395-8183

Paige Turner, 11 by Seventeen **Proposal For:**

> **Title** Example of a job with Breakout Pricing

Description Breakout Pricing & Specify Required Paper

> Note Breakout Proposals allow a dozen breakouts, using a second page. 4 are included in this example.

The breakout grid will show for each quantity what the total of the current breakouts is, and how much

remains to be broken out to total the price quoted.

Size 8.5 x 11

100# #1 Gloss Cover, FSC Certified Cover

5/5: 4CP + SGV

100# #1 Gloss Book, FSC Certified **Text**

5/5: 4CP + SGV

Paper to be supplied by customer; paper quantities specified below. Note

Envelope 9x12 Booklet, Open side, supplied for inserting, supplied by customer.

Proofs Composed Color Proof, Digital Blueline

Furnished Layout files and lasers

Finishing Trimmed & folded

Packaging Carton packed

Freight FOB Origin Freight Additional

Details Price "Each" can be displayed by checking a box, which has been checked in this case.

75,000 shts.

Pricing Breakouts on the 2nd page.

50,000 shts.

(+/- 5%) Quantity 100,000 200,000 300,000 Price \$159,955.00 \$235,134.00 \$81,610.00 Each \$0.8161 \$0.7998 \$0.7838 100# book, 23 " rolls 24,000 lbs 44,000 lbs 64,000 lbs 25,000 shts.

100# cover. 26x40

Breakouts: Example of a job with Breakout Pricing Est# 12345 Job# 12345a

Thank you,

Accepted by: Paige Turner for 11 by Seventeen X

Date

Jim Taylor Carpe Data Terms of sale: Net, cash, 30 days from date of invoice on approved credit. The attached terms & conditions are a material part of this quotation and include a limited warranty, disclaimers of warranties, and a limitation of customer's damages and remedies. Acceptance of this offer shall include acceptance of all of the terms & conditions. All applicable taxes will be added to the prices herein. Prices are subject to change based on availability of materials, press time and current price of paper. Quotations over 30 days old are subject to review. Record # 01-4260