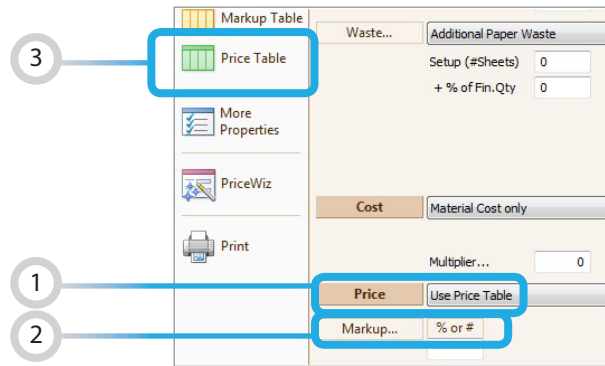


Price Table

If you want to use a more sophisticated “market-pricing” option for pricing a Service, use the “Price Table” instead of the “Run Table”. The Price Table, with its multiple user-definable columns and rows and its additional calculation methods, offers greater flexibility in the pricing process.

Assigning a Price Table to a Service

1. Select “Use Price Table” in the **Price** field of the Service setup window.
2. Enter 0 (zero) in the **Markup...** field.
3. Click the **Price Table** button to open the Price Table of this service.



Services | Service Setup Window

Overview of a Price Table

The Price Table window has two parts:

PRICE TABLE PROPERTIES

1. Select a column based on: Sheets per Set (Originals)

2. Select a row based on: Item Quantity

3. Read the price in the selected cell as: Per Each

4. Calculate the Service Price using this method: Step

5. Multiply the price by: Sheets per Set

THE PROPERTIES SELECTED IN THESE FIELDS DEFINE HOW THE TABLE IS USED TO CALCULATE THE SERVICE PRICE.

PRICE TABLE ITSELF

Column No ->	1	2	3	4	5	6	7	8	9	10
Sheets ->										
Row #	Item Qty	Price	Price	Price	Price	Price	Price	Price	Price	Price
1	100	0.2000	0.1800	0.1700						
2	500	0.1500	0.1300	0.1200						
3	1000	0.1000	0.0800	0.0700						
4	2000	0.0500	0.0300	0.0200						
5										
6										
7										

EACH BOX IS A “CELL”. A PRICE IN A CELL IS THE “CELL PRICE”.

Printer's Plan determines which Cell Price to use based on the selections in Price Table Properties 1 and 2. These property selections determine the cell to be referenced in the Price Table:

- **Property 1** defines the Columns.
- **Property 2** defines the Rows.

Printer's Plan calculates the Total Service price based on the selections in Price Table Properties 3, 4, and 5. These property selections determine how to use the cell referenced in the Price Table:

- **Property 3** tells Printer's Plan how to read the Cell Price – as Per Each unit, Per Thousand units, or as the Total Service Price.
- **Property 4** tells Printer's Plan how to calculate the Cell Price between quantity breaks.
- **Property 5** tells Printer's Plan how to calculate the Total Service price after determining the Cell Price.

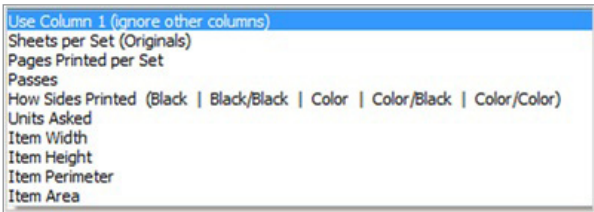
NOTES:

After you set up a Price Table, please verify the price of the Service for all of the conditions in which you intend to use this Service.

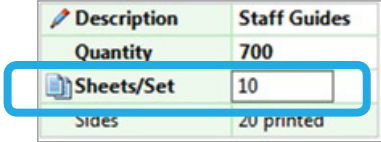
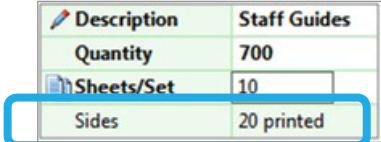
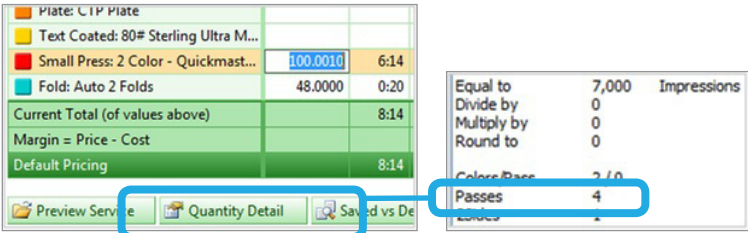
You cannot copy and paste a Price Table from one Service to another. You can, however, copy and paste a Service that contains a Price Table. The new Service will contain an exact copy of the original Price Table. All you will need to do is to modify the other properties of the new Service.

To print a Price Table, press [Ctrl+F7] while the table is open.

Price Table Properties and Options

Property #1. Select a column based on	
Printer's Plan uses this property to select a column.	

X.1 | Price Table

Options	Descriptions
Use Column 1 (ignore other columns)	Printer's Plan will use the numbers entered in the first column and will ignore the other columns.
Sheets per Set (Originals)	<p>The amount in the Document type field of the Item Specs window. The Document type may be "Sheets/Set", "Originals", or any other selection from the pull-down list.</p>  <p>Jobs Job Window Item Specs Window</p>
Pages Printed per Set	<p>The amount in the Sides field of the Item Specs window.</p>  <p>Jobs Job Window Item Specs Window</p>
Passes	<p>Printer's Plan calculates this value based on the Colors/Pass of the Printer (offset or digital) and the specs of the Item. To see the Number of Passes calculated:</p> <ol style="list-style-type: none"> In the Job window, click Edit Costs. In the Costs window, click on Press (Offset or Digital) to highlight that row, and then click the Quantity Detail button to see the Number of Passes calculated:  <p>Jobs Job Window Costs Window</p>
How Sides Printed	This selection is typically used with a Color Copier/Digital Printer which is also used to produce "Color over Black" or just "Black" copy jobs.

Following is an example of a Price Table based on “How Sides Printed”:

Sides ->		Black/	Blk/Blk	Color/	Col/Blk	Col/Col
Not used ->						
Row #	Service Qty	Price	Price	Price	Price	Price
1	10	0.0800	0.0800	1.0000	0.5400	1.0000
2	50	0.0600	0.0600	0.9000	0.4800	0.9000
3	100	0.0400	0.0400	0.8000	0.4200	0.8000

Prices in cells are per copy prices. To select a cell price, Printer’s Plan looks at the column which describes the copy job: Black over none, Black over Black, Color over none, Color over Black, or Color over Color.

NOTE:

The Cell price in Black/Black column is the same as the price in Black/(none) column because cell price is for copy per side. The same is true for the Color/Color and Color/(none) cell prices.

*The Color/Black column price is calculated by adding the Color copy price and the Black Copy price, then dividing the sum by two. **Per copy price in Color/Black column = (Color Copy price + Black Copy price) / 2***

CAUTION: *In a multiple paper Item, using a printer that uses the “How Sides Printed” option may produce inaccurate prices if the Sides specs of the papers do not match (example: one paper color/black, another color one side). Reason: Printer’s Plan uses only one Cell Price for printing all the papers in an Item. If the Cell Price for printing each paper is different, Printer’s Plan uses only one of the prices, usually the one furthest to the right on the table. To avoid this inaccuracy, create multiple Items – one for each paper with the same printer. Then, to display the Items as one Item on a Quote or an Invoice, set the Items as sub-Items (see the Jobs section).*

Units Asked

This selection refers to the amount entered as an answer to the “How many...” question asked in the Service Specs window of an Item. In order for Printer’s Plan to ask this question, you must enter a word, such as “inserts” in the **Multiply by** field in the Service set up window.

EXAMPLE:

- 1) Service is set up as above. >>>>
- 2) Then, in a job, Printer's Plan asks the question "How many inserts?" when this service is selected, and you enter the amount (3 in this example).
- 3) Then, if the Price Table of the Service is set up as below, Printer's Plan will use \$0.02/insert to calculate the total price for the inserts in the job.

1. Select a column based on: Units Asked
 2. Select a row based on: Item Quantity
 3. Read the price in the selected cell as: Per Each
 4. Calculate the Service Price using this method: Step
 5. Multiply the price by: (built-in)

Service Price = Cell Price x Item Qty

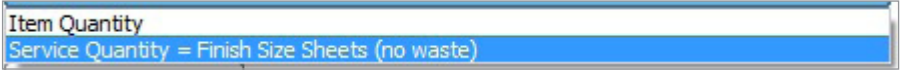

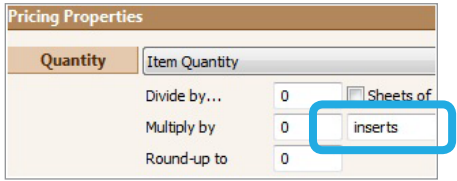
Column No ->	1	2	3	4	5
Units Asked ->	1	2	3	4	
Row #	Item Qty	Price	Price	Price	Price
1	500	0.0300	0.0250	0.0200	0.0175

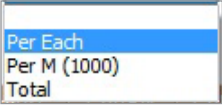
Item Width, Height, Perimeter, Area

Printer's Plan reads the Width and Height of an Item from the **Size** field of the Item Specs window. It also calculates the Perimeter and Area from these dimensions.

NOTE: Dimensions must be entered in this field as Width times Height.

X.1 | Price Table

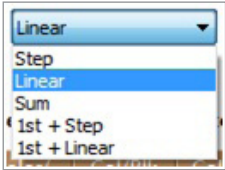
Property #2. Select a row based on	
Printer's Plan uses this property to select a row.	
Options	Descriptions
Item Quantity	<p>Item Quantity is the value entered in the Quantity field of the Item Specs window.</p> 
Service Quantity	<p>Service Quantity is calculated based on the values assigned to the following fields of a Service setup window: Quantity, Divide by..., Multiply by, and Round-up to.</p>  <p style="text-align: center;">Services Service Setup Window</p> <p>In above example: $Service\ quantity = Item\ Quantity * Number\ of\ inserts$</p>

Property #3. Select Price per Unit	
Selection tells Printer's Plan whether the Cell Price is Per Each, Per 1000, or Total Service Price.	

X.1 | Price Table

Property #4. How to Interpolate

Selection tells Printer's Plan which method to use to calculate the Cell Price between quantity breaks.



Options	Descriptions
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Step

Unit Price is constant until the next Quantity break.

EXAMPLE:

Row #	Service Qty	Price
1	10	0.0800
2	50	0.0600
3	100	0.0400
4		

If Quantity is	Unit Price (\$)
1-10	0.0800
11-50	0.0600
51-100	0.0400
101+	0.0400

Linear

Price is interpolated between Quantity breaks in proportion to the Quantity change

EXAMPLE:

Row #	Service Qty	Price
1	10	0.0800
2	50	0.0600
3	100	0.0400
4		

If Quantity is	Unit Price (\$)
1	0.0800
30	0.0700
40	0.0650
50	0.0600
100	0.0400
100+	0.0400

Sum

Printer's Plan calculates the price for each quantity range separately, reading the Unit Price with Step method. Then it adds these prices to arrive at the total Service Price.

EXAMPLE:

Row #	Service Qty	Price
1	10	0.0800
2	50	0.0600
3	100	0.0400
4		

Assume Service quantity is 80.

1. Price of first 10 units = $10 \times 0.08 = 0.80$
 2. Price of next 40 (50 - 10) = $40 \times 0.06 = 2.40$
 3. Price of next 30 (80 - 50) = $30 \times 0.04 = 1.20$
- Total Service Price = $0.80 + 2.40 + 1.20 = \$4.40$

1st + Step

Printer's Plan calculates the total price for Service Quantity minus 1, using the Step method; it then adds the price of the first Unit to the total to arrive at the final Service price. This method is typically used to add a set-up price for the Service. In this example, the set-up price is \$10.

EXAMPLE:

Row #	Item Qty	Price
1	1	10.9000
2	10	0.9000
3	50	0.8000
4	100	0.7000

If Service quantity is 80:

- Unit price at quantity 80 = \$0.70 (interpolated by Step method)
 Price of first copy = \$10.90
 Price of the next 79 copies = $79 \times 0.70 = 55.30$
 Total Service price = $10.90 + 55.30 = \$66.20$

1st + Linear

Printer's Plan calculates the total price for Service Quantity minus 1, using the Linear method; it then adds the price of the first Unit to the total to arrive at the final Service price. This method is typically used to add a set-up price for the Service. In this example, the set-up price is \$10.

EXAMPLE:

Row #	Item Qty	Price
1	1	10.9000
2	10	0.9000
3	50	0.8000
4	100	0.7000

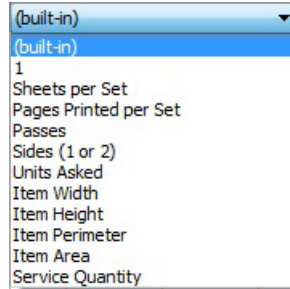
If Service quantity is 80:

- Unit price at quantity 80 = \$0.74 (interpolated by Linear method)
 Price of first copy = \$10.90
 Price of the next 79 copies = $79 \times 0.74 = 58.46$
 Total Service price = $10.90 + 58.46 = \$69.36$

X.1 | Price Table

Property #5. Multiply the price by

Printer's Plan uses this property in calculating the Total Service Price.



IMPORTANT: Except for "(built-in)" and "1", these options are typically used only when "Item Quantity" is selected in Property #2.

Options	Descriptions
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(built-in)

NOTE: For a Digital Printer/Copier service, due to the nature of the service, the "(built-in)" option is already selected and this field is blocked, making the other options unavailable in this field.

This option is provided for backward compatibility. If you select this option, Printer's Plan will multiply the Cell Price by the number determined by the option selected in Property #1.

If the option selected in Property #1 is:	Printer's Plan will multiply the Cell Price by:
Use Column 1 (ignore other columns)	Item Quantity * Sheets per Set
Sheets per Set (Originals)	Item Quantity * Sheets per Set
Pages Printed per Set	Item Quantity * Pages Printed Per Set
Passes	Item Quantity * Passes
How Sides Printed	For Digital Printers/Copiers: Impressions For services other than Digital Printers/Copiers: Item Quantity * Sides (1 or 2)
Units Asked Item Width Item Height Item Perimeter Item Area	Item Quantity * Sheets per Set

X.1 | Price Table

All other options

Printer's Plan will multiply the Cell Price by the number determined by the selection in this field.

How to Use this Price Table

- Select a column based on: Sheets per Set (Originals)
- Select a row based on: Item Quantity
- Read the price in the selected cell as: Per Each
- Calculate the Service Price using this method: Linear
- Multiply the price by: **Units Asked**

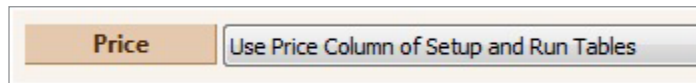
Service Price = Cell Price x Item Quantity x Units Asked

Column No ->	1	2	3	4	5	6	7
Sheets ->	1	2					
Row #	Item Qty	Price	Price	Price	Price	Price	Price
1	500	0.0600	0.0500				
2	1000	0.0400	0.0300				

Setup Price for a Service using a Price Table

If a service using a Price Table requires a Setup Price, do the following in the Service setup window:

1. Change the selection in the **Price** field from "Price Table" to "Use Price Column of Setup and Run Tables".



2. In the Setup Table, select "Lot (1)" in the **Per** column and enter the setup price in the **Setup Price** column. You may enter the time (Minutes) and Material Cost, also; however, they will not be used to calculate the price.

Setup Table			
Per	Minutes	Mat. Cost	Setup Price
Lot (1)	10.00	12.00	15.00
Run Table			
Qty/Break	Units/Hour	Mat Cost	Run Price

3. Change the selection in the **Price** field back to "Price Table".

Price	Use Price Table
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This selection disables the Setup Price column of the Setup Table; however, Printer's Plan will use the price assigned in that column (\$15 in the above figure).