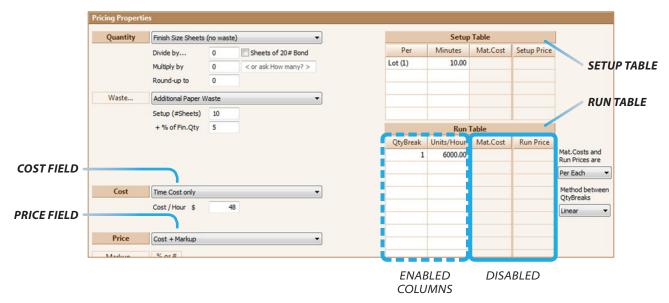
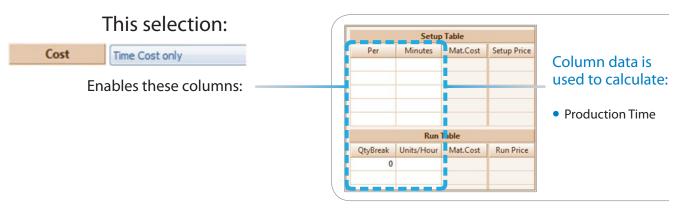
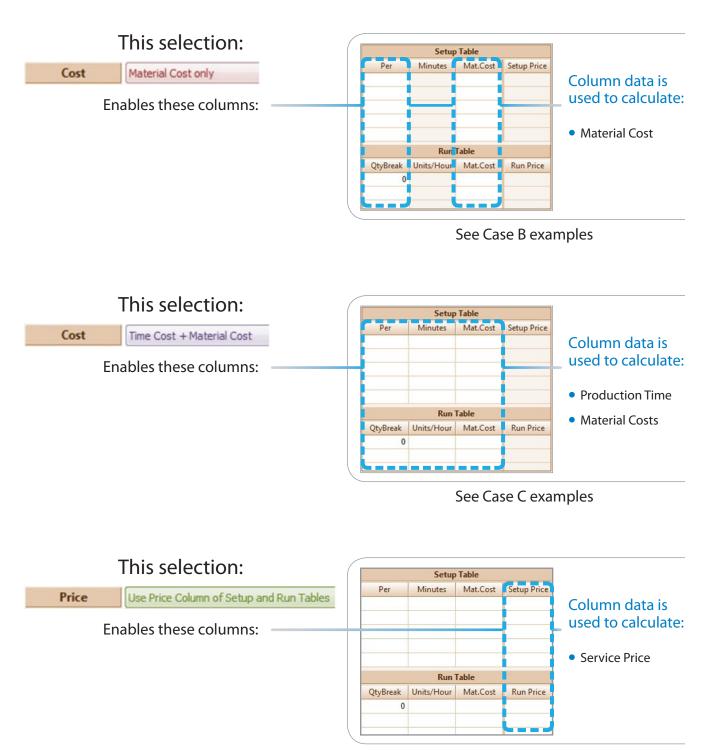
The Setup and Run Tables are designed to offer you the flexibility to use a wide variety of pricing methods. Each Service has its own unique **Setup Table** and **Run Table**.

Depending on the selections you make in the **Cost** and **Price** fields of the Service window, only certain columns in the tables will be enabled *(see the figure below)*. Enabled columns have a white background and allow you to enter data in them.





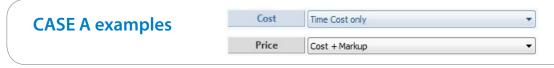
See Case A examples



See Case D examples

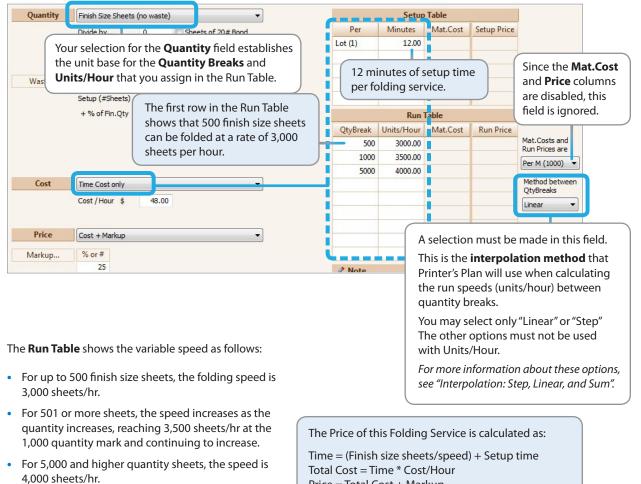
Using the Setup and Run Tables

Below are examples which illustrate some ways in which you can use the Setup and Run Tables to suit your pricing structure for various services.



In the next three examples, the **Cost** and **Price** fields are set as above.

Example 1: A Folding Service with Variable Speed



Price = Total Cost + Markup

Example 2: A Folding Service with Constant Speed

This Folding Service is similar to the previous one, except that the speed does <u>not</u> change for different quantities.

| iply by nd-up to itional Paper Was up (#Sheets) | 0 | Sheets of 20 # Bond < or ask How many? > | | Per Lot (1) | Minutes 12.00 | Mat.Cost | Setup Price | |
|--|----------------|---|---------------------------|----------------------------|---------------------------------------|-------------------------------------|--------------------------------------|--|
| nd-up to itional Paper Was up (#Sheets) | 0 ste 10 | | | Lot (1) | 12.00 | | | |
| itional Paper Was up (#Sheets) | ste 10 | • | | | | | | |
| up (#Sheets) | 10 | • | | | | | | |
| | | | | | | | | |
| % of Fin.Qty | 5 | | | | | | | |
| | | | Run Table | | | | | |
| | | | | QtyBreak | Units/Hour | Mat.Cost | Run Price | |
| | | | | 1 | 4000.00 | | | Mat.Costs and Run Prices are |
| | | | | 6 | | | | Per Each |
| e Cost only | | • | | | • | | | Method between QtyBreaks |
| t/Hour \$ | 48 | | | sheet | s per hou | ır. | | Step |
| | | | | | | | | |
| t + Markup | | • | | | | Since quar | ntity break | (s are not |
| or # | | | | | | | | |
| 25 | | | | Note | | | | |
| t | /Hour \$ | /Hour \$ 48 + Markup | /Hour \$ 48 + Markup ▼ | / Hour \$ 48 + Markup • | Cost only /Hour \$ 48 + Markup r# | Cost only /Hour \$ 48 +Markup r# | /Hour \$ 48 + Markup or # s | Cost only /Hour \$ 48 + Markup Tr# Since quantity break used when the run s |

Example 3: An Offset Press with Multiple Setup Times

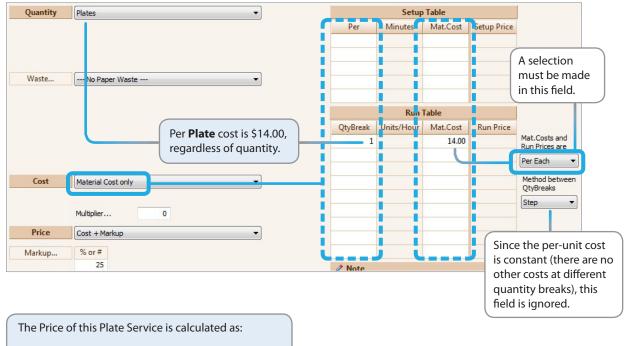
This example shows how to include multiple components in the setup time.

| Quantity | Impressions | • | | Setup | Table | | |
|----------|-------------------|----------------------------------|----------|------------|----------|-------------|---------------------------------|
| | (| | Per | Minutes | Mat.Cost | Setup Price | |
| | | Total setup time equals: | Lot (1) | 15.00 | | | |
| | Round-up to | 15 min + | Plate | 8.00 | i | | |
| | | (8 min * number of Plates) + | Wash | 15.00 | | | |
| Waste | Use Paper's Waste | 15 min per Washup + | Mix | 15.00 | | | |
| | | 15 min per PMS ink | | | | | |
| | (| | | Run | Table | | |
| Time | Use Setup and Run | Tables (ignore Paper Properties) | QtyBreak | Units/Hour | Mat.Cost | Run Price | |
| | | | 1000 | 6500.00 | | | Mat.Costs and Run Prices are |
| | | | 5000 | 7500.00 | | | Per Each |
| | | | 10000 | 8500.00 | | | |
| Cost | Time Cost only | | | | | | Method betwee QtyBreaks |
| | Cost / Hour \$ | 200 | | | | | Linear |
| | | | | | | | |
| Price | Cost + Markup | ▼ | | | | | |
| Markup | % or # | | | | | | |
| | 25 | | A Noto | | | | |

| CASE B examples | Cost | Material Cost only | • |
|-----------------|-------|--------------------|---|
| | Price | Cost + Markup | • |

In the next two examples, the **Cost** and **Price** fields are set as above.

Example 4: A Plate Service



Total Cost = Unit Cost * Number of Plates Price = Total Cost + Markup

Setup and Run Tables X.1

Quantity Setup Table Item Quantity -Minutes Mat.Cost Per Jetup Price Divide by... 0 Sheets of 20 # Bond 6.00 Lot (1) Multip y by 0 < or ask How many? > A selection Roun I-up to 0 must be made in this field. Waste... ---- No Paper Waste ----Ŧ Material costs Run Table are per thousand. QtyBreak Inits/Hou Mat.C This sample setup assumes that Mat.Costs and 500 35.00 Run Prices are the business card quantity is the 1000 20.00 Per M (1000) 🔻 same as the Item Quantity in a job. 2000 18.00 Method betweer Cost Material Cost only 5000 16.00 OtyBreaks Step Multiplier... 0 Price Cost + Markup % or # This is the interpolation method Markup.. 60 2 Note that Printer's Plan will use when

Example 5: A Brokered Business Card Service with Variable Unit Cost

The **Run Table** shows the variable unit cost as follows:

- For up to 500 business cards, the cost is \$35 per thousand cards.
- For 501 or more cards, the cost decreases as the quantity increases, reaching \$20/M at 1,000 cards and \$18/M at 2,000 cards, until it reaches \$16 per thousand for 5,000 or more cards.
- Cost per thousand is interpolated according to the selection in the Method between QtyBreaks field.

The Price of this Business Card Service is calculated as:

Total Cost = (Cost per thousand * Item Quantity)/1,000 + Setup Cost Price = Total Cost + Markup

NOTE ABOUT THIS BUSINESS CARD SETUP:

Since **Item Quantity** is selected in the **Quantity** field, the Cost is the same whether the Item has one Original (Name) or multiple Originals (business cards for multiple names). In a job that requires business cards for multiple names, add this service once for each name. Or, you can set up separate Services, one for 2 names, one for 3 names, etc., and select the appropriate Service in the job.

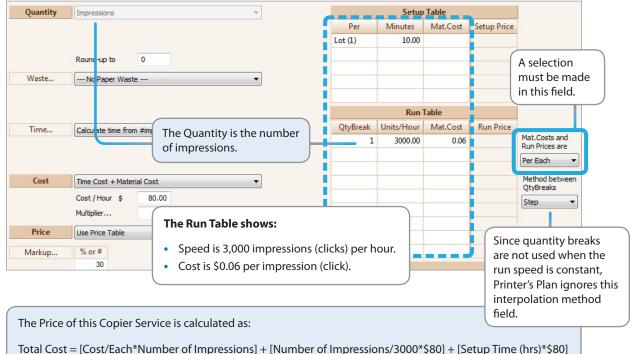
calculating the run speeds (units/ hour) between quantity breaks.

For more information about these options, see "Interpolation: Step, Linear, and Sum".

| CASE C examples | Cost | Time Cost + Material Cost | - |
|-----------------|-------|---------------------------|---|
| Chor Coxamples | Price | Cost + Markup | - |

In the next example, the **Cost** and **Price** fields are set as above.

Example 6: Copier Service



Price = Total Cost + Markup

NOTE: The **Material Cost** field can hold two decimal places only. If the material cost is a fraction of a cent, such as \$0.005, then enter the cost as per thousand, such as \$5, and select **Per Thousand** in the **Mat. Costs and Run Prices are** field.



If you want to set up a service as "Material Cost only" and also track its time, see Example 12.

CASE D examples

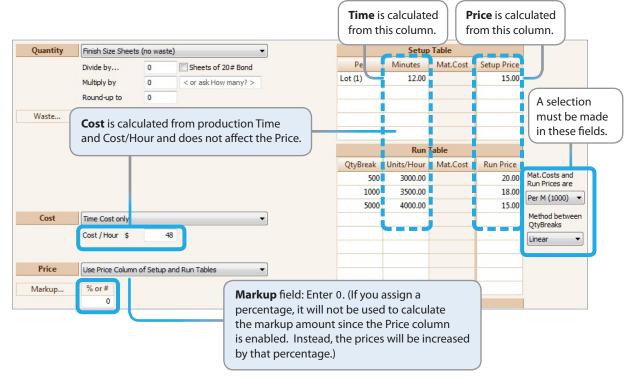
Price Use Price Column of Setup and Run Tables

This setup is useful when you want to sell a service at a specific price that is not necessarily dependent on the cost. (Market-Pricing)

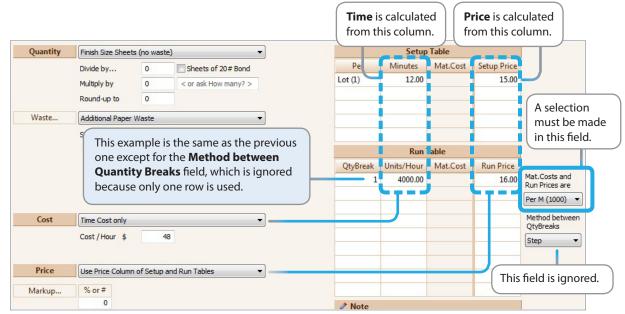
•

In the In the following examples, the **Price** field is set as above but the **Cost** field selection varies.

Example 7: A Folding Service with Variable Speed







Example 8: A Folding Service 2 – Constant Speed

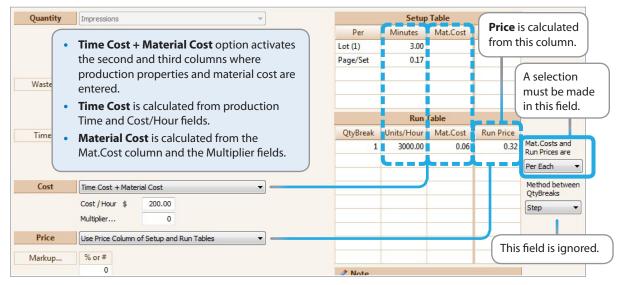
Example 9: A Business Card as a Brokered Service –

| | ``` | ariable | Jhit Cost | | st is calcu m this col | | | calculated is column. | |
|----------|------------------|---------------------------|--|---------------------------------------|----------------------------------|----------|-------------|---------------------------------|-----|
| Quantity | Item Quantity | | • | | Setup | Table | | | |
| | Divide by | 0 She | ets of 20# Bond | Per | Minutes | Mat.Cost | Setup Price | | |
| | Multiply by | 0 < or a | sk How many? > | Lot (1) | | 6.00 | 10.00 | | |
| | Round-up to | 0 | | | | | | A selection | |
| Waste | No Paper Wa | ste | • | | | | | must be mad | de |
| | | | | | | | | in these field | ds. |
| | (| | | | Run | Table | | | _ |
| | | | | QtyBreak | Units/Hour | Mat.Cost | Run Price | | |
| | | | | 500 | | 35.00 | 56.00 | Mat.Costs and Run Prices are | |
| | | | | 1000 | | 20.00 | 32.00 | Per M (1000) 🔻 | |
| | | | | 2000 | | 18.00 | 29.00 | | |
| Cost | Material Cost on | ly | • | 5000 | | 16.00 | 26.00 | Method between QtyBreaks | |
| Price | Multiplier | 0 n of Setup and Run T | Markup field: E | - | - | - | | Step 🔻 | |
| Markup | % or # | | markup amoun enabled. Instea by that percent | it since the Pric ad, the prices w | e column | is | | | |

Example 10: A Plate Service – Constant Cost

| Quantity | Plates | Time is calculated Price is calculated |
|----------|--|---|
| | | Pe from this column. from this column. |
| Waste | No Paper Waste | A selection must be made in this field. |
| | This example is the same as the previous | Run Table |
| | one except for the Method between | QtyBreak Units/Hour Mat.Cost Run Price |
| | Quantity Breaks field, which is ignored | 1 14.00 18.00 Mat.Costs and Run Prices are |
| | because only one row is used. | Per Each 🔻 |
| Cost | Material Cost only | Method between QtyBreaks |
| | Multiplier 0 | Step |
| Price | Use Price Column of Setup and Run Tables | This field is ignored |
| Markup | % or # | This field is ignored |
| | 0 | 1 Note |

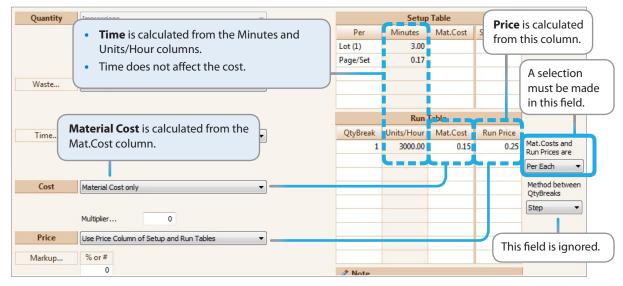
Example 11: A Copier Service



Setting Up a Service with Speed, but No Time Cost

(Time is calculated for production information only and it does not affect the cost.)

Example 12: A Copier Service



To enter the Setup Time and Run Speed in the above setup:

- 1) Select Time Cost only in the Cost field.
- 2) Enter the Setup times and Run Speed in the tables.
- 3) Re-select Material Cost only in the Cost field.