

Setup and Run Tables

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.

Pricing Properties

Quantity: Finish Size Sheets (no waste)
 Divide by... 0 ☐ Sheets of 20# Bond
 Multiply by 0 < or ask How many? >
 Round-up to 0

Waste... Additional Paper Waste
 Setup (#Sheets) 10
 + % of Fin. Qty 5

Cost: Time Cost only
 Cost / Hour \$ 48

Price: Cost + Markup

Setup Table

Per	Minutes	Mat.Cost	Setup Price
Lot (1)	10.00		

Run Table

QtyBreak	Units/Hour	Mat.Cost	Run Price
1	6000.00		

Annotations:

- COST FIELD:** Points to the Cost dropdown menu.
- PRICE FIELD:** Points to the Price dropdown menu.
- SETUP TABLE:** Points to the Setup Table header.
- RUN TABLE:** Points to the Run Table header.
- ENABLED COLUMNS:** Points to the white background columns in the Run Table (QtyBreak, Units/Hour).
- DISABLED:** Points to the grey background columns in the Run Table (Mat.Cost, Run Price).

Additional Info: Mat.Costs and Run Prices are Per Each. Method between QtyBreaks: Linear.

This selection:

Cost Time Cost only

Enables these columns:

Setup Table

Per	Minutes	Mat.Cost	Setup Price

Run Table

QtyBreak	Units/Hour	Mat.Cost	Run Price
0			

Annotations:

- Column data is used to calculate:** Points to the white background columns in the Run Table.
- Production Time:** Points to the Units/Hour column in the Run Table.

See Case A 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.

CASE A examples

Cost

Time Cost only

Price

Cost + Markup

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

Example 1: A Folding Service with Variable Speed

Quantity Finish Size Sheets (no waste)
Divide by: 0 Sheets of 20# Bond

Your selection for the **Quantity** field establishes the unit base for the **Quantity Breaks** and **Units/Hour** that you assign in the Run Table.

Setup (#Sheets) + % of Fin.Qty

The first row in the Run Table shows that 500 finish size sheets can be folded at a rate of 3,000 sheets per hour.

Cost Time Cost only
Cost / Hour \$ 48.00

Price Cost + Markup
Markup... % or # 25

Per	Minutes	Mat.Cost	Setup Price
Lot (1)	12.00		

12 minutes of setup time per folding service.

Since the **Mat.Cost** and **Price** columns are disabled, this field is ignored.

QtyBreak	Units/Hour	Mat.Cost	Run Price
500	3000.00		
1000	3500.00		
5000	4000.00		

Mat.Costs and Run Prices are Per M (1000)

Method between QtyBreaks Linear

A selection must be made in this field. This is the **interpolation method** that Printer's Plan will use when calculating the run speeds (units/hour) between quantity breaks. You may select only "Linear" or "Step". The other options must not be used with Units/Hour. For more information about these options, see "Interpolation: Step, Linear, and Sum".

The **Run Table** shows the variable speed as follows:

- For up to 500 finish size sheets, the folding speed is 3,000 sheets/hr.
- For 501 or more sheets, the speed increases as the quantity increases, reaching 3,500 sheets/hr at the 1,000 quantity mark and continuing to increase.
- For 5,000 and higher quantity sheets, the speed is 4,000 sheets/hr.

The Price of this Folding Service is calculated as:

Time = (Finish size sheets/speed) + Setup time
Total Cost = Time * Cost/Hour
Price = Total Cost + Markup

Setup and Run Tables

Example 2: A Folding Service with Constant Speed

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

Quantity Finish Size Sheets (no waste)

Divide by... 0 ☐ Sheets of 20# Bond

Multiply by 0 < or ask How many? >

Round-up to 0

Waste... Additional Paper Waste

Setup (#Sheets) 10

+ % of Fin.Qty 5

Cost Time Cost only

Cost / Hour \$ 48

Price Cost + Markup

Markup... % or # 25

Setup Table

Per	Minutes	Mat.Cost	Setup Price
Lot (1)	12.00		

Run Table

QtyBreak	Units/Hour	Mat.Cost	Run Price
1	4000.00		

Mat.Costs and Run Prices are Per Each

Method between QtyBreaks Step

Note

Constant speed at 4,000 finish size sheets per hour.

Since quantity breaks are not used when the run speed is constant, Printer's Plan ignores this interpolation method field.

Example 3: An Offset Press with Multiple Setup Times

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

Quantity Impressions

Round-up to

Waste... Use Paper's Waste

Time... Use Setup and Run Tables (Ignore Paper Properties)

Cost Time Cost only

Cost / Hour \$ 200

Price Cost + Markup

Markup... % or # 25

Setup Table

Per	Minutes	Mat.Cost	Setup Price
Lot (1)	15.00		
Plate	8.00		
Wash	15.00		
Mix	15.00		

Run Table

QtyBreak	Units/Hour	Mat.Cost	Run Price
1000	6500.00		
5000	7500.00		
10000	8500.00		

Mat.Costs and Run Prices are Per Each

Method between QtyBreaks Linear

Note

Total setup time equals:
15 min +
(8 min * number of Plates) +
15 min per Washup +
15 min per PMS ink

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

Quantity Item Quantity

Divide by... 0 ☐ Sheets of 20# Bond

Multiply by 0 < or ask How many? >

Round-up to 0

Waste... --- No Paper Waste ---

Cost Material Cost only

Multiplier... 0

Price Cost + Markup

Markup... % or # 60

Setup Table

Per	Minutes	Mat. Cost	Setup Price
Lot (1)		6.00	

A selection must be made in this field.

Run Table

QtyBreak	Units/Hour	Mat. C
500		35.00
1000		20.00
2000		18.00
5000		16.00

Material costs are per thousand.

Mat. Costs and Run Prices are Per M (1000)

Method between QtyBreaks Step

This is the **interpolation method** that Printer's Plan will use when calculating the run speeds (units/hour) between quantity breaks. For more information about these options, see "Interpolation: Step, Linear, and Sum".

This sample setup assumes that the business card quantity is the same as the Item Quantity in a job.

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:

$$\text{Total Cost} = (\text{Cost per thousand} * \text{Item Quantity}) / 1,000 + \text{Setup Cost}$$

$$\text{Price} = \text{Total Cost} + \text{Markup}$$

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.

Setup and Run Tables

CASE C examples

Cost

Time Cost + Material Cost

Price

Cost + Markup

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

Example 6: Copier Service

Quantity: Impressions

Round-up to: 0

Waste...: --- No Paper Waste ---

Time...: Calculate time from #im

Cost: Time Cost + Material Cost

Cost / Hour \$: 80.00

Multiplier...

Price: Use Price Table

Markup...: % or # 30

The Quantity is the number of impressions.

The Run Table shows:

- Speed is 3,000 impressions (clicks) per hour.
- Cost is \$0.06 per impression (click).

Setup Table

Per	Minutes	Mat.Cost	Setup Price
Lot (1)	10.00		

Run Table

QtyBreak	Units/Hour	Mat.Cost	Run Price
1	3000.00	0.06	

A selection must be made in this field.

Mat.Costs and Run Prices are: Per Each

Method between QtyBreaks: Step

Since quantity breaks are not used when the run speed is constant, Printer's Plan ignores this interpolation method field.

The Price of this Copier Service is calculated as:

Total Cost = [Cost/Each*Number of Impressions] + [Number of Impressions/3000*\$80] + [Setup Time (hrs)*\$80]

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.

Mat.Cost	Run Price	Mat.Costs and Run Prices are
5.00		Per M (1000)

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

Setup and Run Tables

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

Example 7: A Folding Service with Variable Speed

Quantity Finish Size Sheets (no waste)

Divide by... 0 ☐ Sheets of 20# Bond

Multiply by 0 < or ask How many? >

Round-up to 0

Waste...

Cost Time Cost only

Cost / Hour \$ 48

Price Use Price Column of Setup and Run Tables

Markup... % or # 0

Setup Table

Pe	Minutes	Mat.Cost	Setup Price
Lot (1)	12.00		15.00

Run Table

QtyBreak	Units/Hour	Mat.Cost	Run Price
500	3000.00		20.00
1000	3500.00		18.00
5000	4000.00		15.00

Time is calculated from this column.

Price is calculated from this column.

Cost is calculated from production Time and Cost/Hour and does not affect the Price.

A selection must be made in these fields.

Mat.Costs and Run Prices are Per M (1000)

Method between QtyBreaks Linear

Markup field: Enter 0. (If you assign a percentage, it will not be used to calculate the markup amount since the Price column is enabled. Instead, the prices will be increased by that percentage.)

Example 8: A Folding Service 2 – Constant Speed

This example is the same as the previous one except for the **Method between Quantity Breaks** field, which is ignored because only one row is used.

Time is calculated from this column.

Price is calculated from this column.

A selection must be made in this field.

This field is ignored.

Mat. Costs and Run Prices are Per M (1000)

Method between QtyBreaks Step

Cost / Hour \$ 48

Use Price Column of Setup and Run Tables

Markup... % or # 0

Setup Table			
Per	Minutes	Mat. Cost	Setup Price
Lot (1)	12.00		15.00

Run Table			
QtyBreak	Units/Hour	Mat. Cost	Run Price
1	4000.00		16.00

Example 9: A Business Card as a Brokered Service – Variable Unit Cost

Cost is calculated from this column.

Price is calculated from this column.

A selection must be made in these fields.

Mat. Costs and Run Prices are Per M (1000)

Method between QtyBreaks Step

Multiplier... 0

Use Price Column of Setup and Run Tables

Markup... % or # 0

Markup field: Enter 0. (If you assign a markup percentage, it will not be used to calculate the markup amount since the Price column is enabled. Instead, the prices will be increased by that percentage.)

Cost is calculated from this column.

Price is calculated from this column.

A selection must be made in these fields.

Mat. Costs and Run Prices are Per M (1000)

Method between QtyBreaks Step

Setup Table			
Per	Minutes	Mat. Cost	Setup Price
Lot (1)		6.00	10.00

Run Table			
QtyBreak	Units/Hour	Mat. Cost	Run Price
500		35.00	56.00
1000		20.00	32.00
2000		18.00	29.00
5000		16.00	26.00

Example 10: A Plate Service – Constant Cost

Quantity: Plates

Waste...: --- No Paper Waste ---

This example is the same as the previous one except for the **Method between Quantity Breaks** field, which is ignored because only one row is used.

Cost: Material Cost only

Multiplier...: 0

Price: Use Price Column of Setup and Run Tables

Markup...: % or # 0

Time is calculated from this column.

Price is calculated from this column.

A selection must be made in this field.

Mat.Costs and Run Prices are Per Each

Method between QtyBreaks Step

This field is ignored.

Run Table			
QtyBreak	Units/Hour	Mat.Cost	Run Price
1		14.00	18.00

Example 11: A Copier Service

Quantity: Impressions

Waste...

Time

- Time Cost + Material Cost** option activates the second and third columns where production properties and material cost are entered.
- Time Cost** is calculated from production Time and Cost/Hour fields.
- Material Cost** is calculated from the Mat.Cost column and the Multiplier fields.

Cost: Time Cost + Material Cost

Cost / Hour \$: 200.00

Multiplier...: 0

Price: Use Price Column of Setup and Run Tables

Markup...: % or # 0

Price is calculated from this column.

A selection must be made in this field.

Mat.Costs and Run Prices are Per Each

Method between QtyBreaks Step

This field is ignored.

Setup Table		
Per	Minutes	Mat.Cost
Lot (1)	3.00	
Page/Set	0.17	

Run Table			
QtyBreak	Units/Hour	Mat.Cost	Run Price
1	3000.00	0.06	0.32

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

Quantity:

Waste...:

Time...:

Cost:

Multiplier...:

Price:

Markup...:

Setup Table

Per	Minutes	Mat. Cost	S
Lot (1)	3.00		
Page/Set	0.17		

Run Table

QtyBreak	Units/Hour	Mat. Cost	Run Price
1	3000.00	0.15	0.25

Mat. Costs and Run Prices are:

Method between QtyBreaks:

Note:

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.