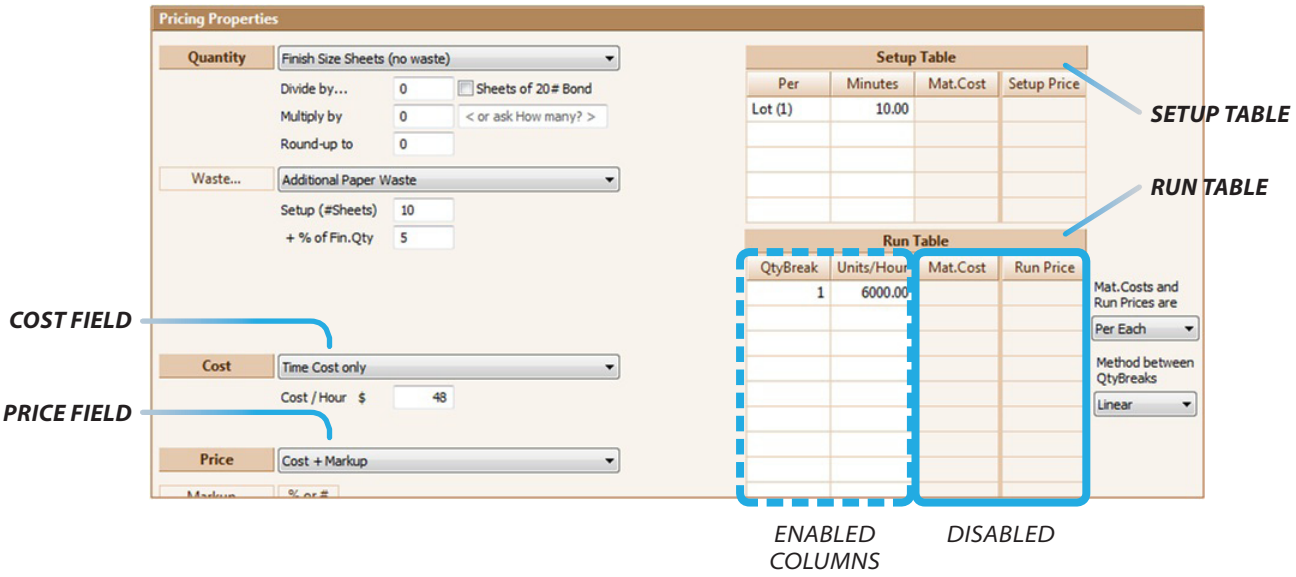
X.1 | Setup and Run Tables

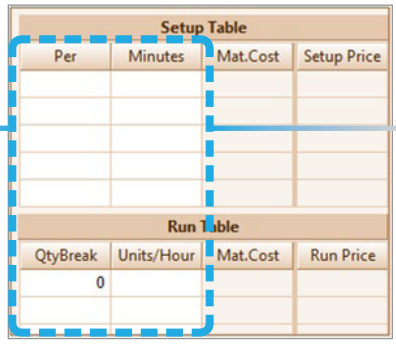
The Setup and Run Tables are designed to offer you the flexibility to use a wide variety of pricing methods. Each Service has its own unique **Setup Table** and **Run Table**.

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.



This selection:

Enables these columns:



Column data is used to calculate:

- Production Time

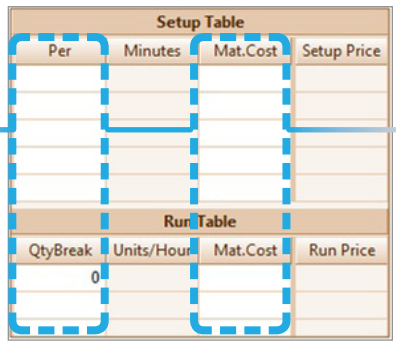
See Case A examples

X.1 | Setup and Run Tables

This selection:

Cost | Material Cost only

Enables these columns:



Column data is used to calculate:

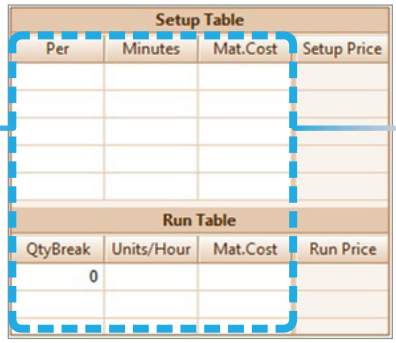
- Material Cost

See Case B examples

This selection:

Cost | Time Cost + Material Cost

Enables these columns:



Column data is used to calculate:

- Production Time
- Material Costs

See Case C examples

This selection:

Price | Use Price Column of Setup and Run Tables

Enables these columns:

Column data is used to calculate:

- Service Price

See Case D examples

Using the Setup and Run Tables

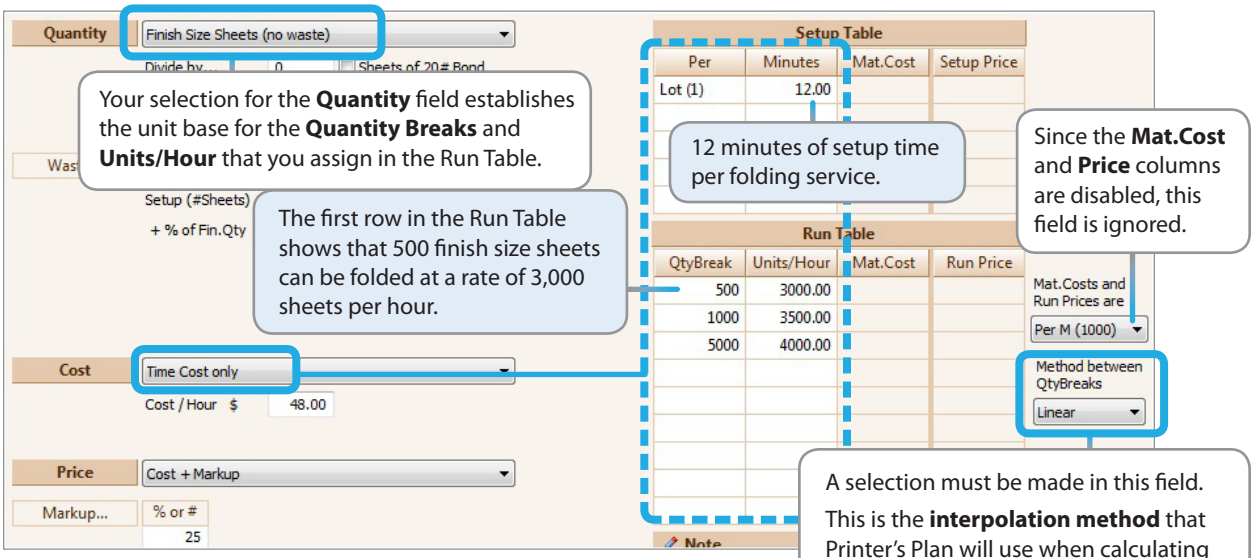
Below are examples which illustrate some ways in which you can use the Setup and Run Tables to suit your pricing structure for various services.

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



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

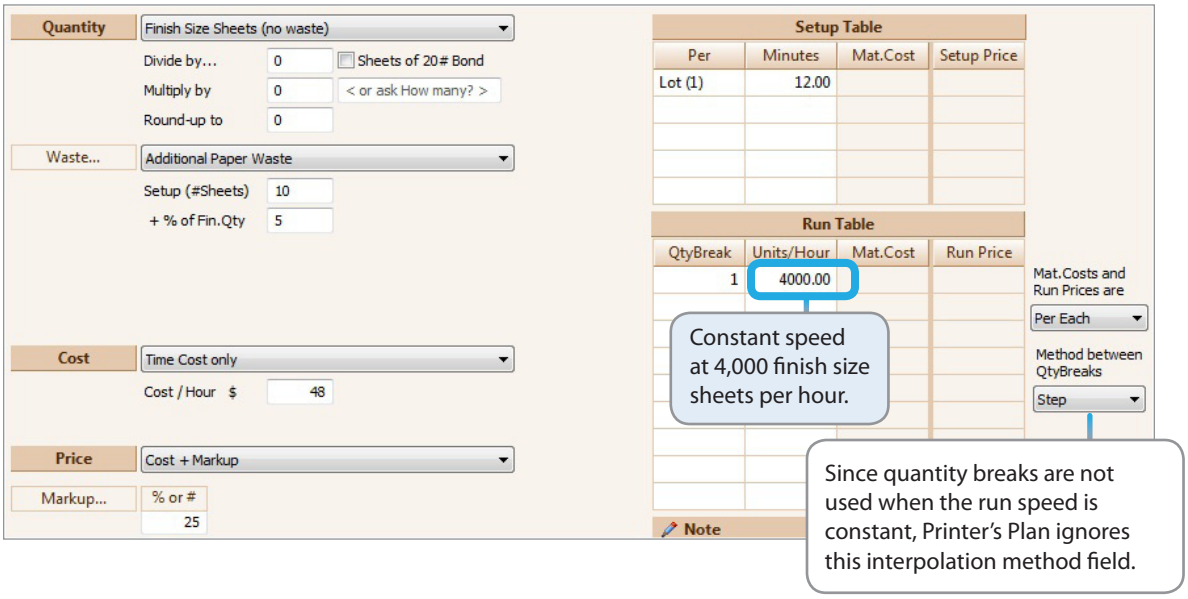
- For up to 500 finish size sheets, the folding speed is 3,000 sheets/hr.
- For 501 or more sheets, the speed increases as the quantity increases, reaching 3,500 sheets/hr at the 1,000 quantity mark and continuing to increase.
- For 5,000 and higher quantity sheets, the speed is 4,000 sheets/hr.

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

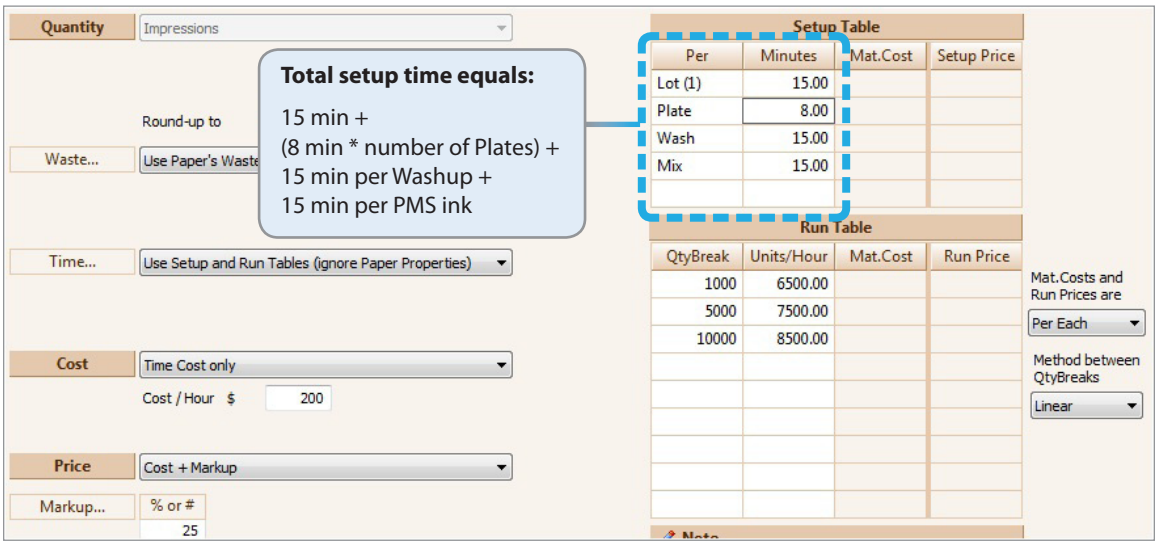
Example 2: A Folding Service with Constant Speed

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



Example 3: An Offset Press with Multiple Setup Times

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

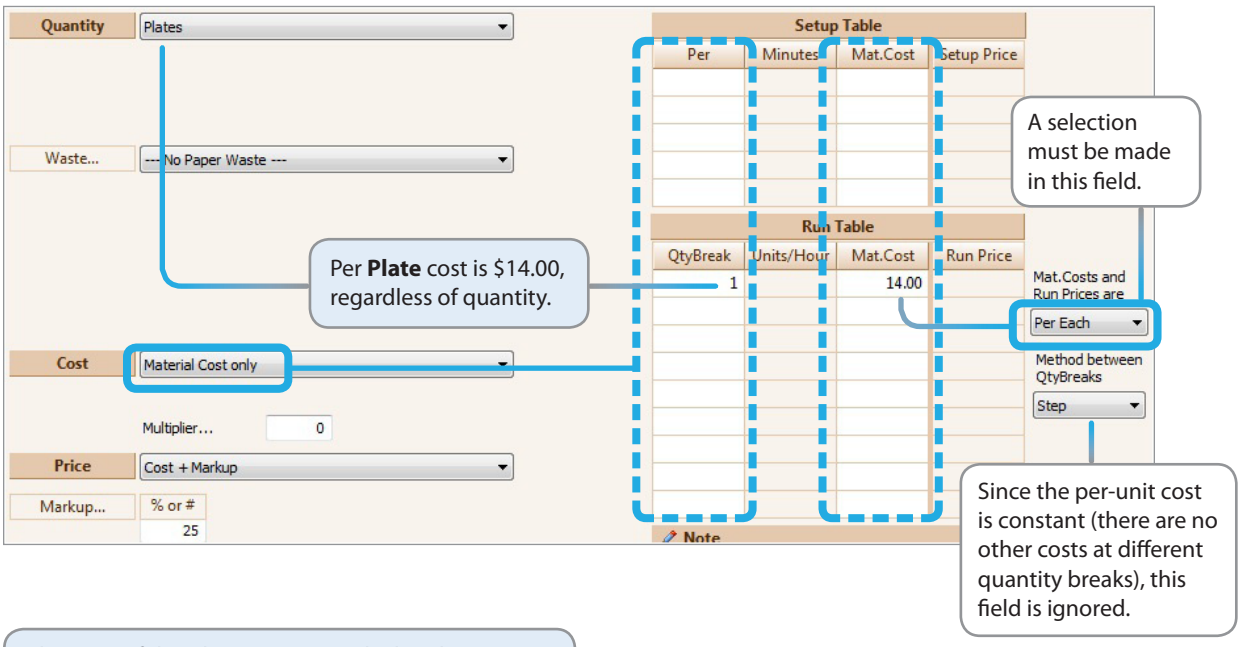


CASE B examples

Cost	Material Cost only
Price	Cost + Markup

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

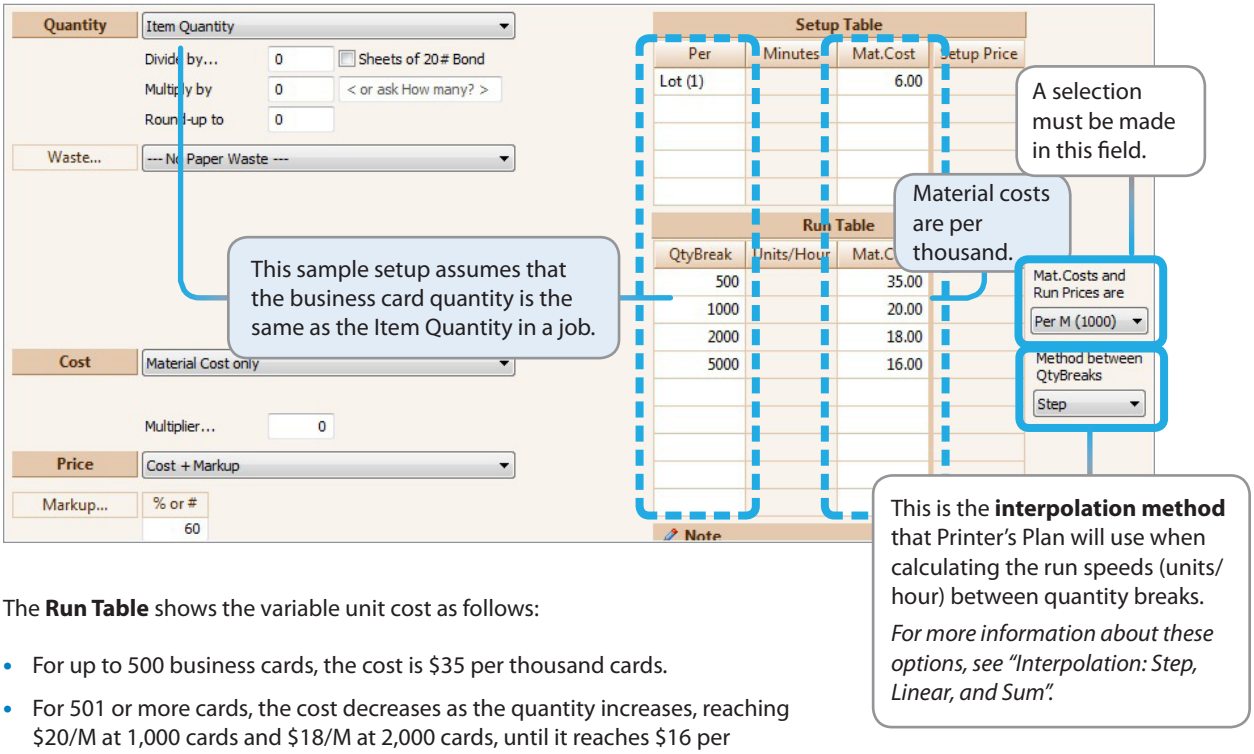
Example 4: A Plate Service



The Price of this Plate Service is calculated as:

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

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

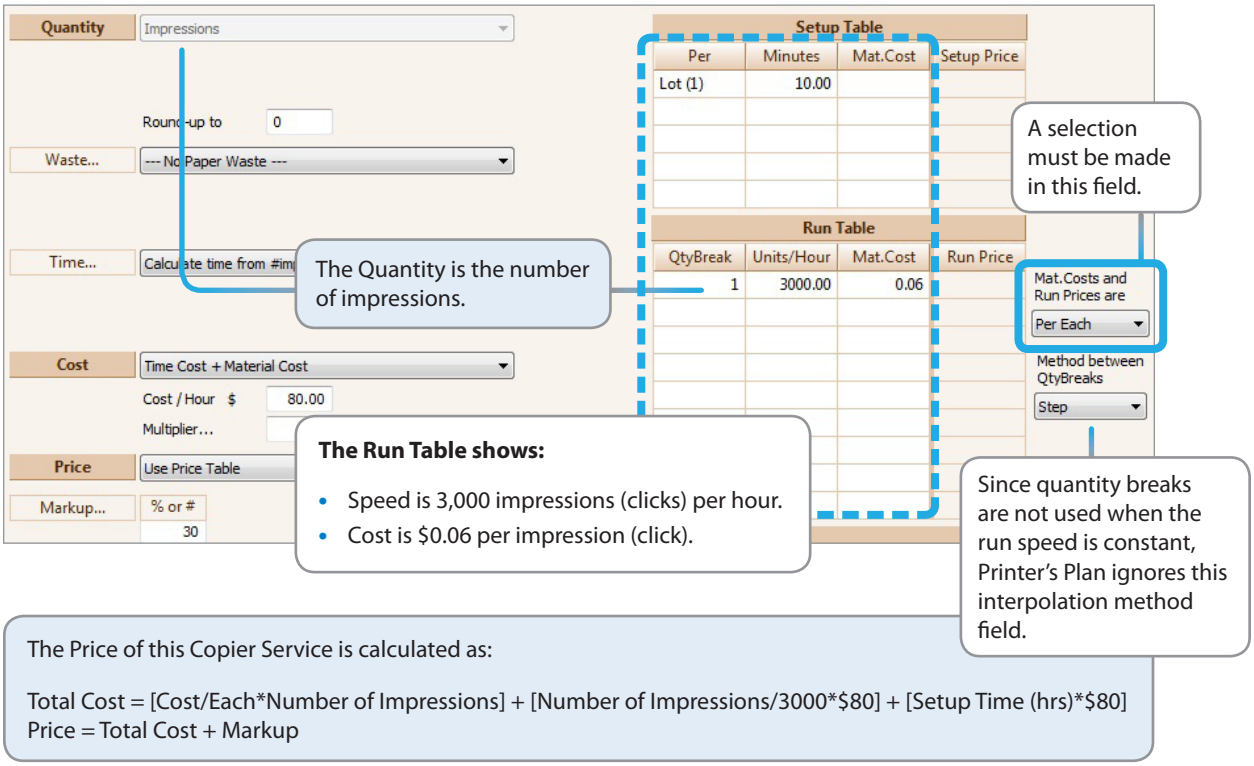
NOTE ABOUT THIS BUSINESS CARD SETUP:

*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.*

CASE C examples

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

Example 6: Copier Service



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.*

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

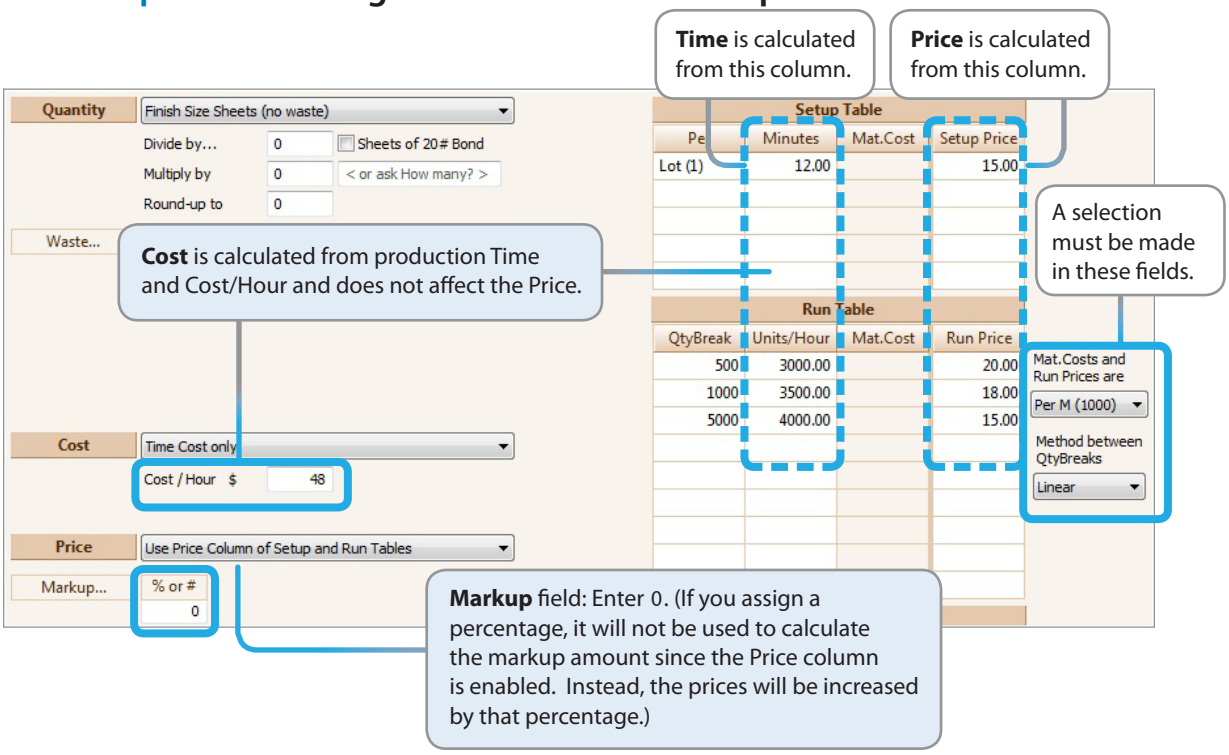
CASE D examples

Price | Use Price Column of Setup and Run Tables

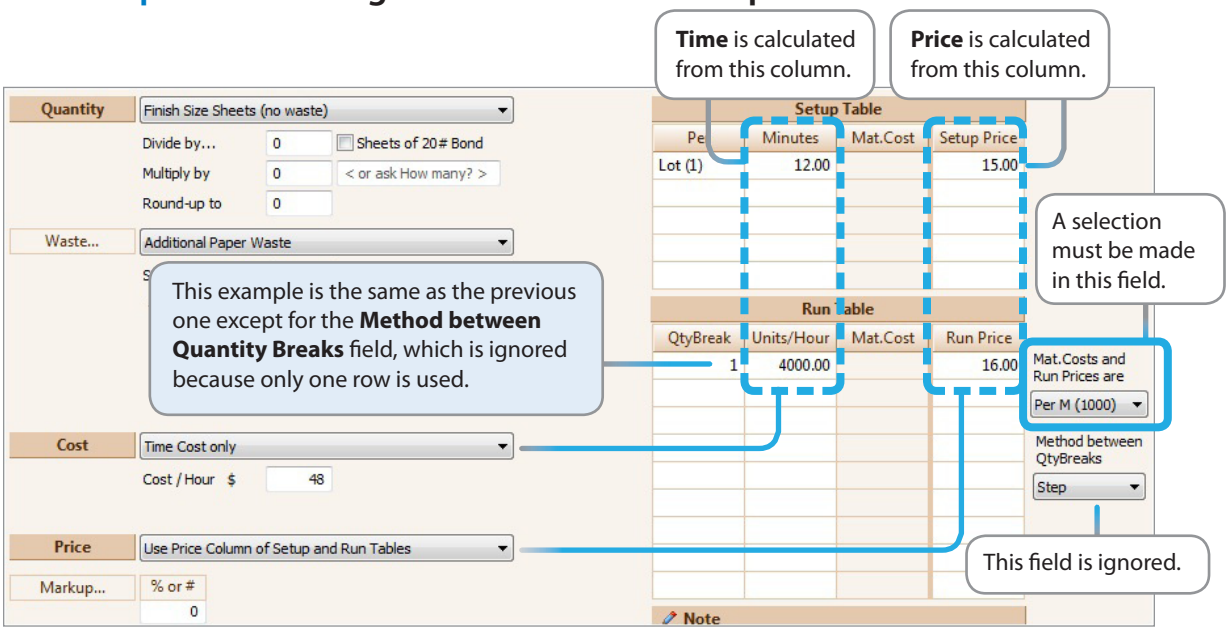
This setup is useful when you want to sell a service at a specific price that is not necessarily dependent on the cost. (Market-Pricing)

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

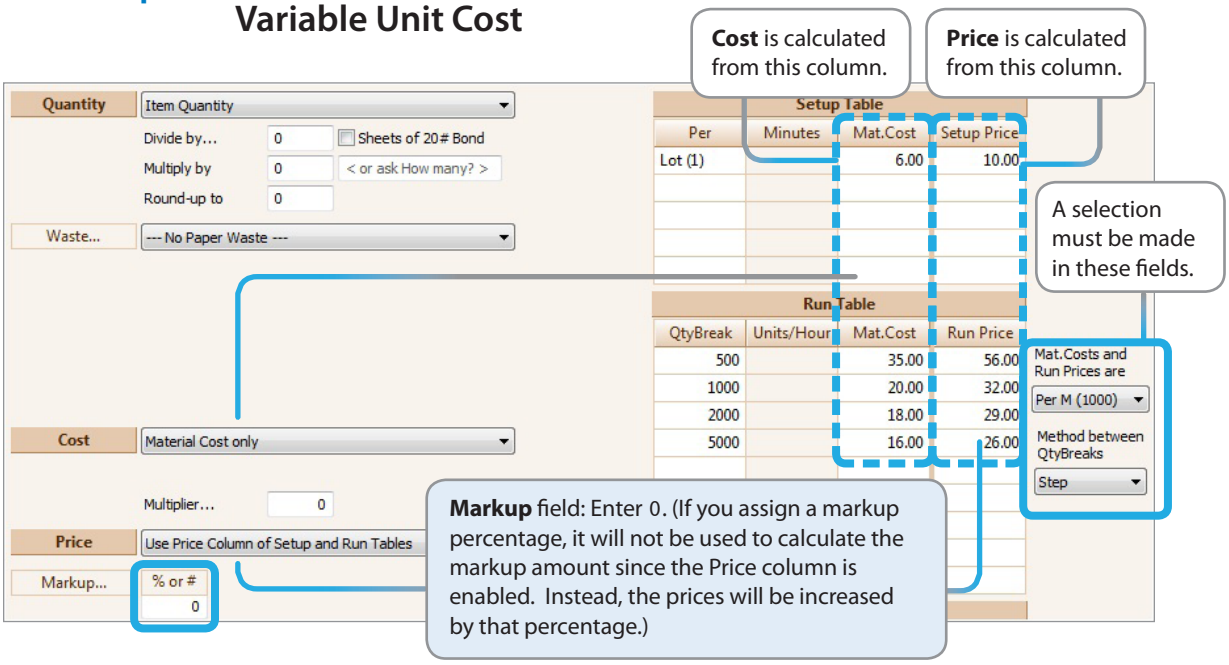
Example 7: A Folding Service with Variable Speed



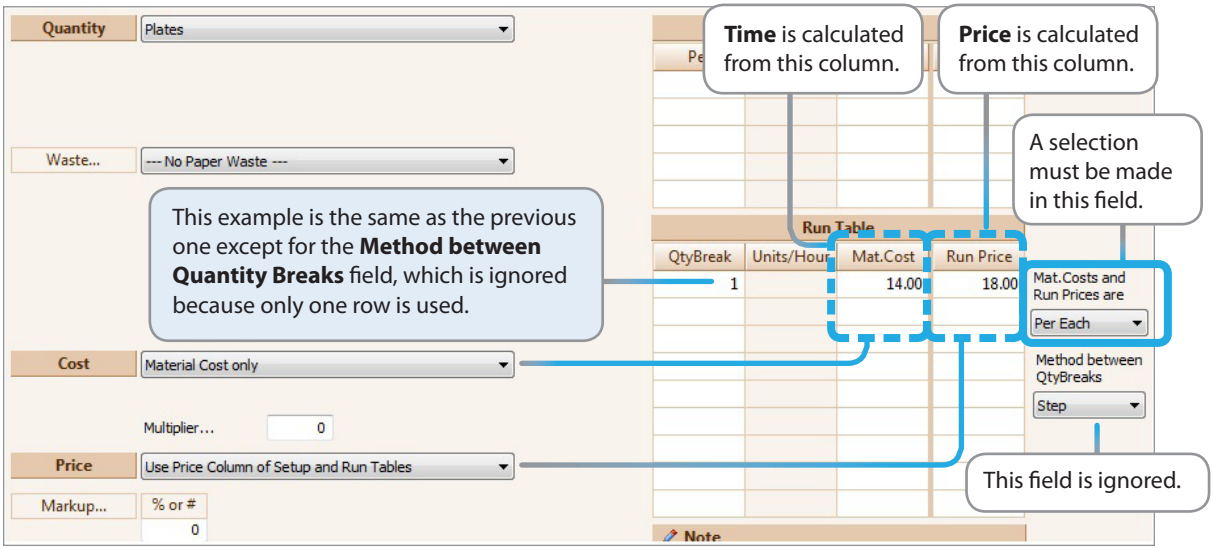
Example 8: A Folding Service 2 – Constant Speed



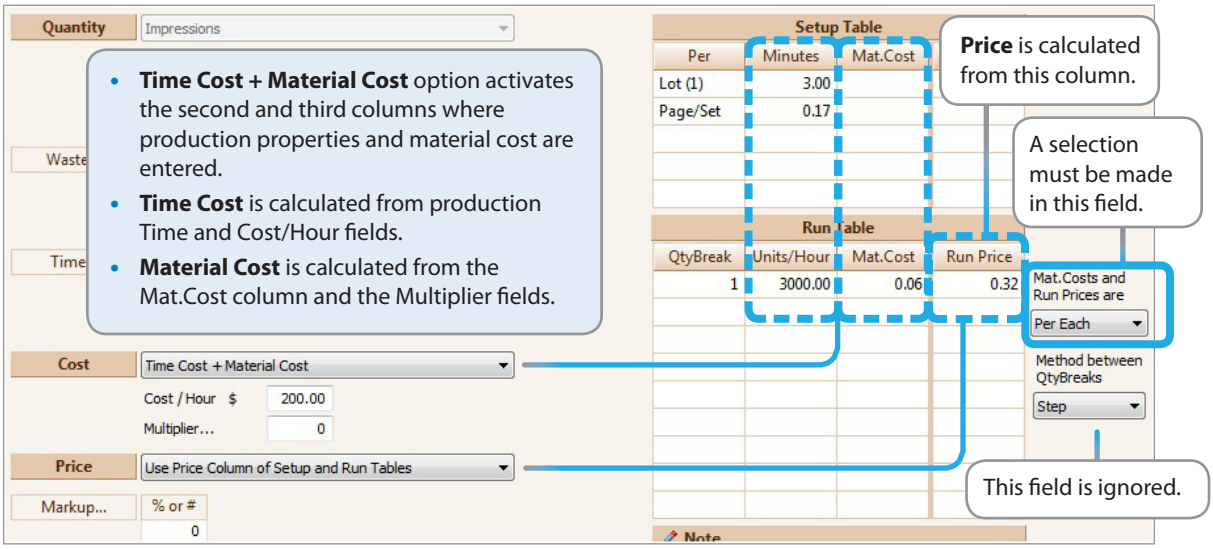
Example 9: A Business Card as a Brokered Service – Variable Unit Cost



Example 10: A Plate Service – Constant Cost



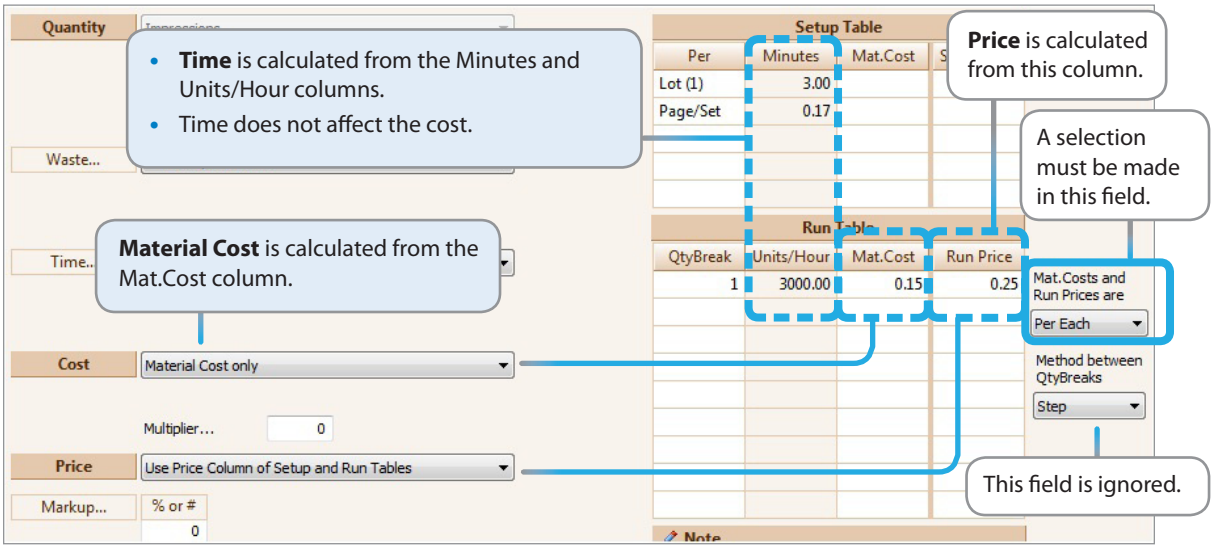
Example 11: A Copier Service



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.