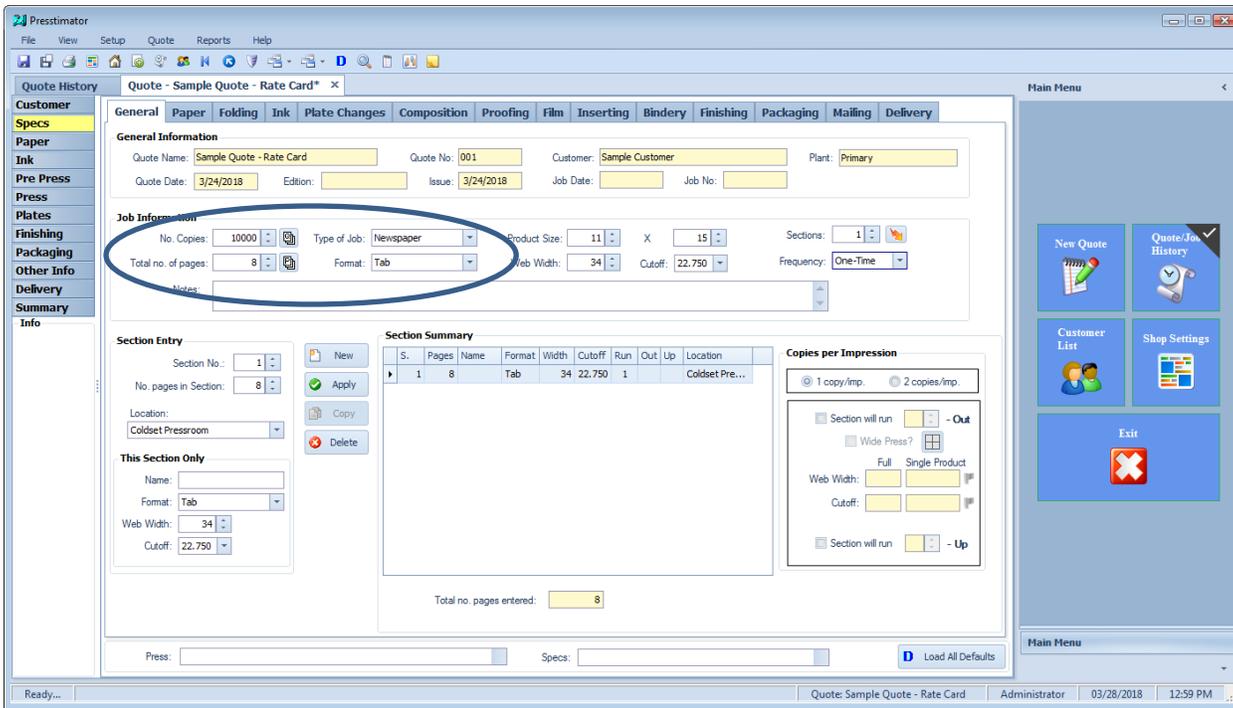
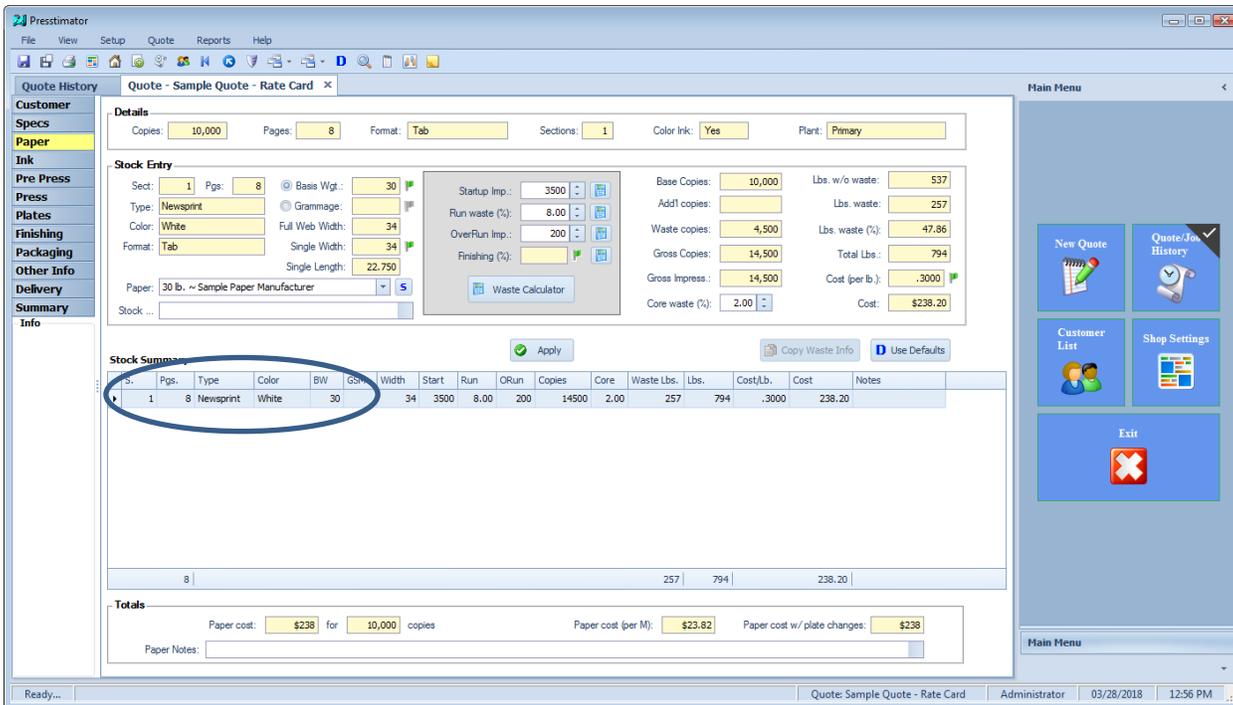


This Quote is 10,000 copies, 8-page, Tab. It's all printed in one Section.



The Paper is a single stock, 30# White Newsprint.



The Ink used is Process Color on all 8 pages.

Presstimator

File View Setup Quote Reports Help

Quote History Quote - Sample Quote - Rate Card

Customer
Specs
Paper
Ink
Pre Press
Press
Plates
Finishing
Packaging
Other Info
Delivery
Summary
Info

Details
 Copies: 10,000 Pages: 8 Format: Tab Sections: 1 Color Ink: Yes Flint: Primary

Black
 Black 100% Cover: 75.00 Pg #: 1-8 Lbs. required: 5.44 Cost/lb: .65 Cost: \$3.54
 UV Black Split
 n/a

Color Entry
 Section: 1 Pages: 8 Format: Color: Process red (magenta) No. color pgs.: 8 Lbs. required: 1.45
 Specs Color: Process red (magenta) Type: Process color Page #: 1-8 Min Lbs./Plate: 2.00
 Ink: Process red (magenta) ~ Sample Ink Manu No. plates: 2 Coverage: Light %: 10.00 Cost per lb: 3.03
 Notes: *plates based on Press selected for this Section Cost: \$12.12

Color Summary

S.	Pages	Color	Type	Color Pgs.	Page #'s	% Cover.	Plates	Lbs.Req'd	Lbs.	Cost/Lb.	Cost
1	8	Process red (magen...	Process color	8	1-8	10.00	2	1.45	4.00	3.03	12.12
1	8	Process yellow	Process color	8	1-8	10.00	2	1.45	6.00	3.22	19.32
1	8	Process blue (cyan)	Process color	8	1-8	10.00	2	1.45	4.00	3.62	14.48
24							6	4.35	14.00		45.92

Totals
 Total cost Black Ink: \$3.54 Total cost Color Ink: \$45.92 Total cost Ink: \$49

Ready... Quote: Sample Quote - Rate Card Administrator 03/28/2018 12:57 PM

Main Menu
 New Quote
 Quote/Job History
 Customer List
 Shop Settings
 Exit

Creating a Rate Card for this Quote starts with making entries for Multiple Page Counts. The user can enter different page count scenarios based on:

The number of additional pages.

The Paper the additional pages are to be printed on (in this case, we only have 30# Newsprint so that's the only choice) and any additional Startup Impressions.

The Ink type on the additional pages (since this job includes Process Color, the choices are Black Only or Process Color) and any additional plates.

Any additional Press make-ready time to account for the additional pages.

In this example, we created entries for 12, 16 and 20 pages with Process Color and Black Only for the additional pages.

Total Pa...	Add'l	Section	Stock	Startup	Ink	Pages	Plates	Press MR	Color MR
12	4	1	30 lb. ~ Sample Paper Manufacturer		Black Only				
12	4	1	30 lb. ~ Sample Paper Manufacturer		Process color	4	3	5	5
16	8	1	30 lb. ~ Sample Paper Manufacturer		Black Only				
16	8	1	30 lb. ~ Sample Paper Manufacturer		Process color	8	3	5	5
20	12	1	30 lb. ~ Sample Paper Manufacturer		Process color	12	6	10	10
20	12	1	30 lb. ~ Sample Paper Manufacturer		Black Only				

Click the "Jump to Totals" button to see the calculated costs for the additional pages and entire job for each entry.

The Multiple Page Count Totals screen calculates the total cost for each of the scenarios entered. Click on the Calculator icon to drill down and see all the information that's collected to calculate accurate costs for the additional pages.

Multiple Page Count Totals

Base Job Totals
 Copies: 10,000 Total Pages: 8 Cost: 1,604 Selling Price: 2,615 Add'l M's Price: 55.04

Multiple Page Count Totals

Information
 Copies: 10,000 Section No: 1
 Total Pages: 12 Paper: 30 lb. ~ Sample Paper Manufacturer
 Add'l Pages: 4 Ink: Process color
 No. pages: 4

Cost for Additional Pages (Calculator icon circled)
 Cost: 490
 Markup \$: 163
 Selling Price: 653
 Add'l M's Price: 12.65

Cost for Total Pages
 Cost: 2,093
 Markup \$: 1,175
 Selling Price: 3,268
 Add'l M's Price: 67.69

Multiple Page Count Summary Apply

				Additional Pages				Total Pages			
Pages	Add'l	Sect.	Stock	Ink	Pages	Cost	Price	Add'l M's	Cost	Price	Add'l M's
12	4	1	30 lb. ~ Sample Paper Manufacturer	Black Only		189	252	12.00	1792	2866	67.04
12	4	1	30 lb. ~ Sample Paper Manufacturer	Process color	4	490	653	12.65	2093	3268	67.69
16	8	1	30 lb. ~ Sample Paper Manufacturer	Black Only		359	479	24.00	1963	3094	79.04
16	8	1	30 lb. ~ Sample Paper Manufacturer	Process color	8	894	1192	25.31	2498	3807	80.35
20	12	1	30 lb. ~ Sample Paper Manufacturer	Process color	12	1384	1845	37.96	2988	4460	93.00
20	12	1	30 lb. ~ Sample Paper Manufacturer	Black Only		548	731	36.00	2152	3346	91.04

Ok Jump To Entry Print

Sub Totals

Multiple Page Count Entry
 Total Pages: 12 Paper: 30 lb. ~ Sample Paper Manufacturer Ink: Process color

Paper
 Add'l Lbs.: 794
 Cost: 121.59
 Markup \$: 40.52
 Price: 162.11
 Add'l M's: 11.83

Ink
 Cost: 24.73
 Markup \$: 8.24
 Price: 32.97
 Add'l M's: 0.82

Press
 Cost: 37.50
 Markup \$: 12.50
 Price: 50.00

Plates
 Cost: 41.95
 Markup \$: 13.98
 Price: 55.93

Plate Changes (Paper Cost)
 Cost: Markup \$: 0.00 Price:

Proofing
 Cost: 5.12
 Markup \$: 1.71
 Price: 6.83

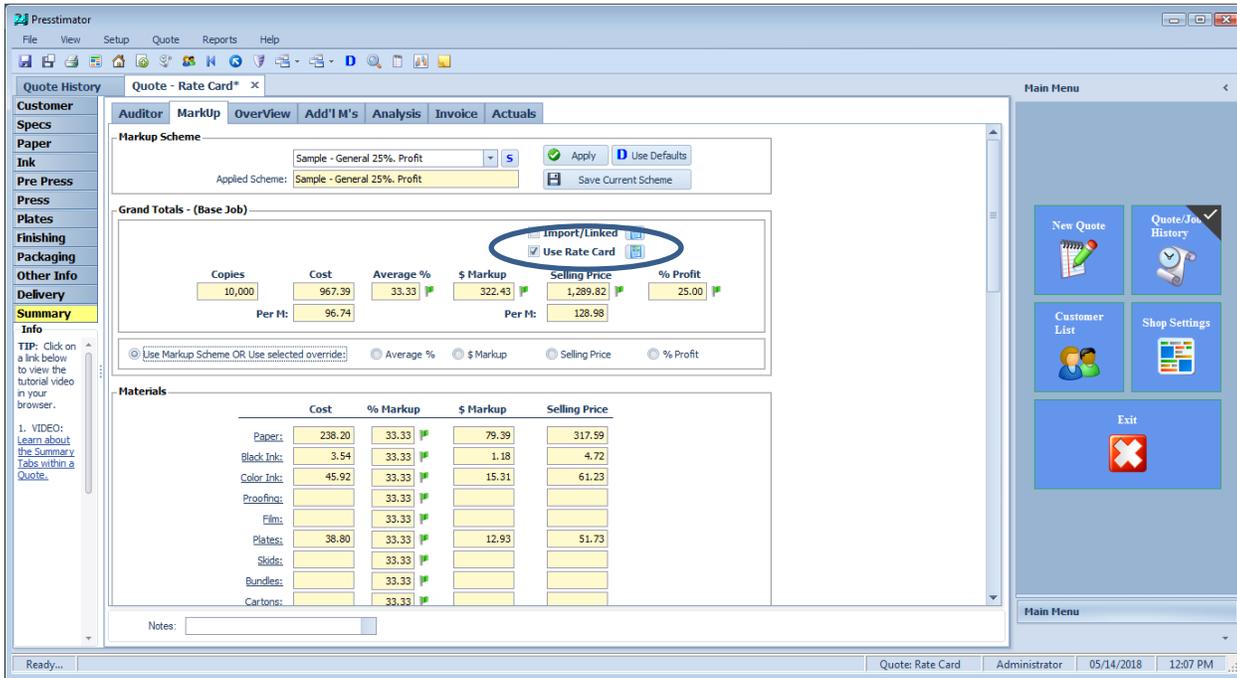
Composition
 Cost: 5.68
 Markup \$: 1.89
 Price: 7.57

Film
 Cost: 222.40
 Markup \$: 74.13
 Price: 296.53

Commission
 Cost: 30.60
 Markup \$: 10.20
 Price: 40.80

Ok

After selecting a Markup Scheme (or using a Default Markup Scheme), you can see the detailed estimate on the Summary Tab. The calculated Quote is for 10,000 copies of an 8-page Tab, and costs are also determined for the First 1,000 copies and Add'l M's. These values will be used to generate an accurate Rate Card.



Click on the Rate Card checkbox or Calculator icon to display the Rate Card.

By clicking on the “Build Rate Card” button, the Rate Card will be generated using the Multiple Page Counts information. Costs for additional plates, ink, paper, press, etc. are automatically accounted for in the Multiple Page Counts entries, which calculate accurate First 1,000 and Add'l M's costs for the initial Rate Card.

The screenshot shows the 'Rate Card' application window. It is divided into several sections:

- Details:** Includes fields for Copies (10,000), Pages (8), Format (Tab), Sections (1), Color Ink (Yes), and Plant (Primary).
- Information:** Includes Quantity Requested (10000), an 'Apply' button, and an 'Additional Color Charge' section with options for 'Plate' and 'Surface' (Surface is selected), an 'Add'l Charge (per Surface)' field, and an 'Apply to All' button.
- Rate Card Entry:** Includes a 'Selected' checkbox, 'Paper Info' and 'Ink Info' fields, an 'Add'l Color Surfaces?' checkbox, 'No. of Surfaces' and 'Cost/Surface' fields, and price fields for 'First 1,000 Price', 'Additional 1,000's Price', 'Additional Charge', and 'Additional Color Price'. There are also 'Total Price for' and 'Copies' fields.
- Rate Card Summary:** A table with columns: Selected, Pages, Ink, Paper, First 1,000, Add'l M's, Add'l \$, Surfaces, Plates \$, Price. The table is currently empty.
- Buttons:** 'Apply', 'Select', 'Build Rate Card' (circled in blue), and 'Clear' are located above the summary table. 'Import', 'Export', 'Use Selected', 'Close', and 'Print' are located at the bottom of the window.

Once the Rate Card is built, any of the entries can be modified as needed by adding additional charges and clicking the “Apply” button. Once the Rate Card is finalized, a Quote can be generated by highlighting an entry in the Summary, clicking the “Select” button and the “Use Selected” button to close the window.

Rate Card

Details
 Copies: 10,000 Pages: 8 Format: Tab Sections: 1 Color Ink: Yes Plant: Primary

Information
 Quantity Requested: 10000 Apply
 Additional Color Charge
 Charge By: Plate Surface
 Add'l Charge (per Surface): Apply to All
 Additional Charge: Apply to All

Rate Card Entry
 Selected Paper Info: 30# White Newsprint Ink Info: Process color
 Total Pages: 8
 Add'l Color Surfaces?
 No. of Surfaces: Cost/Surface:
 First 1,000 Price: 994.30
 Additional 1,000's Price: 42.39
 Additional Charge:
 Additional Color Price:
 Total Price for 10,000 Copies: 1,375.81

Apply Select

Rate Card Summary

Selected	Pages	Ink	Paper	First 1,000	Add'l M's	Add'l \$	Surfaces	Plates \$	Price
<input checked="" type="checkbox"/>	8	Process color	30# White Newsprint	994.30	42.39				1375.81
	12	Process color	30# White Newsprint	1209.61	55.04				1704.97
	12	Process color + 4 pgs. Black Only	30# White Newsprint	1085.60	54.39				1575.11
	16	Process color	30# White Newsprint	1311.84	67.70				1921.14
	16	Process color + 8 pgs. Black Only	30# White Newsprint	1153.04	66.39				1750.55
	20	Process color + 12 pgs. Black Only	30# White Newsprint	1244.34	78.39				1949.85
	20	Process color	30# White Newsprint	1527.15	80.35				2250.30

If you calculate your Rate Card on Black Only and charge color pages/plates as an additional charge, simply include the number of additional plates to calculate an accurate rate. In your Rate Card report, you can customize a line item to indicate your per page/plate color ink charges for the customer.

Rate Card

Details
 Copies: 10,000 Pages: 8 Format: Tab Sections: 1 Color Ink: Yes Plant: Primary

Information
 Quantity Requested: 10000 Apply
 Additional Color Charge: Charge By: Plate Surface
 Add'l Charge (per Surface): Apply to All
 Additional Charge: Apply to All

Rate Card Entry
 Selected Paper Info: 30# White Newsprint Ink Info: Process color
 Total Pages: 8
 Add'l Color Surfaces?
 No. of Surfaces: Cost/Surface:
 First 1,000 Price: 994.30
 Additional 1,000's Price: 42.30
 Additional Charge:
 Additional Color Price:
 Total Price for 10,000 Copies: 1,375.81

Apply Select

Rate Card Summary

Selected	Pages	Ink	Paper	First 1,000	Add'l M's	Add'l \$	Surfaces	Plates \$	Price
<input checked="" type="checkbox"/>	8	Process color	30# White Newsprint	994.30	42.39				1375.81
<input type="checkbox"/>	12	Process color	30# White Newsprint	1209.61	55.04				1704.97
<input type="checkbox"/>	12	Process color + 4 pgs. Black Only	30# White Newsprint	1085.60	54.39				1575.11
<input type="checkbox"/>	16	Process color	30# White Newsprint	1311.84	67.70				1921.14
<input type="checkbox"/>	16	Process color + 8 pgs. Black Only	30# White Newsprint	1153.04	66.39				1750.55
<input type="checkbox"/>	20	Process color + 12 pgs. Black Only	30# White Newsprint	1244.34	78.39				1949.85
<input type="checkbox"/>	20	Process color	30# White Newsprint	1527.15	80.35				2250.30

If you have existing Rate Cards that you want to use, click on the green flag icon to override the value(s) the Presstimator calculated for the page counts.

Rate Cards created in other Quotes can be imported using the Import/Export buttons.

Once the Rate Card selection is chosen, the Quote will be calculated on the Rate Card's First 1,000 and Additional M's price. Notice the Selling Price is overridden and the Use Rate Card checkbox is marked.

Any changes to the Quote, except for the Total Number of Copies, will not recalculate the Selling Price. The First 1,000 and Additional M's Prices from the Rate Card will be used to recalculate the Quote based on the Total Number of Copies in the Job.

To use the same Rate Card for future Quotes, save this Quote as a template. Open the template from Quote History, do a Save Quote As... to duplicate the Quote and enter any information for the new Quote. The new Quote will use the same Rate Card to calculate the Selling Price.

The screenshot displays the Presstimator software interface. The main window is titled "Quote - Rate Card" and is divided into several sections. On the left, there is a navigation pane with categories like Customer, Specs, Paper, Ink, Pre Press, Press, Plates, Finishing, Packaging, Other Info, Delivery, Summary, and Info. The main area is divided into tabs: Auditor, Markup, Overview, Add'l M's, Analysis, Invoice, and Actuals. The "Markup" tab is active, showing a "Markup Scheme" dropdown set to "Sample - General 25%, Profit". Below this, the "Grand Totals - (Base Job)" section is visible, with a table showing the following data:

Copies	Cost	Average %	\$ Markup	Selling Price	Profit
10,000	967.39	33.33	322.43	1289.82	25.00
Per Ft:	96.74				

Below the grand totals, there are radio buttons for "Use Markup Scheme OR Use selected override:" with options for "Average %", "\$ Markup", "Selling Price", and "% Profit". The "Selling Price" option is selected. The "Materials" section at the bottom shows a table with columns for Cost, % Markup, \$ Markup, and Selling Price. The materials listed are Paper, Black Ink, Color Ink, Proofing, Film, Plates, Slides, Bundles, and Cartons. The "Use Rate Card" checkbox is checked and circled in blue. The status bar at the bottom shows "Ready...", "Quote: Rate Card", "Administrator", "05/14/2018", and "12:13 PM".

Use Quote Reports to print out a customized Rate Card to send to the customer. Four report templates have been provided, with options to include the requested quantity and/or a cover letter.

Print Options - Misc. Quote Reports

Multiple Page Count/Quantities

- Include Per M totals?
- Format/Shade tables?

Quote for Customer

- Include Cover Letter?
- Include Company Info footer?
- Letter format
- Summary format
- Detailed format
 - Include subtotals?
 - Include \$0 items?
 - Include First 1,000 information?
 - Include multiple quantities?
 - Include multiple page counts?
 - Include Per M totals?
 - Format/Shade tables?

Rate Card

Rate Card

- Rate Card
- Rate Card with Quantity
- Rate Card with Cover Letter
- Rate Card with Quantity with Cover Letter

- Include Adjustment details?
- Round to nearest dollar?

Job Ticket

Job Ticket - Detail

- Custom Report?

All Skid Tags

Create specific skid tags from Delivery

- Custom Report?

Shipping Report

Shipping Manifest

- Custom Report?

Materials Report

Materials

- Custom Report?

Time Report

- Custom Report?

Notes Report

- Include Quote Notes?
- Include Notes from ALL Tabs?

Print Preview mode?

Cancel

Here is one page of the custom Rate Card report (Rate Card with Quantity report) showing the schedule for printing the First 1,000 and Additional 1,000 copies for the requested number of copies (10,000). The report is divided to show the cost for the additional pages being Black Only vs Process Color, making it easy to read.

Rate Card

LOGO

Printing Rate Schedule

Copies: 10,000

Paper: 30# White Newsprint

Ink Type
Add'l Pages: Black Only

<u>Total Pages</u>	<u>Paper</u>	<u>First 1,000 Price</u>	<u>Add'l 1,000</u>	<u>Add'l Charges</u>
12	30# White Newsprint	1,005	52.37	0.00
16	30# White Newsprint	1,062	64.37	0.00
20	30# White Newsprint	1,141	76.37	0.00

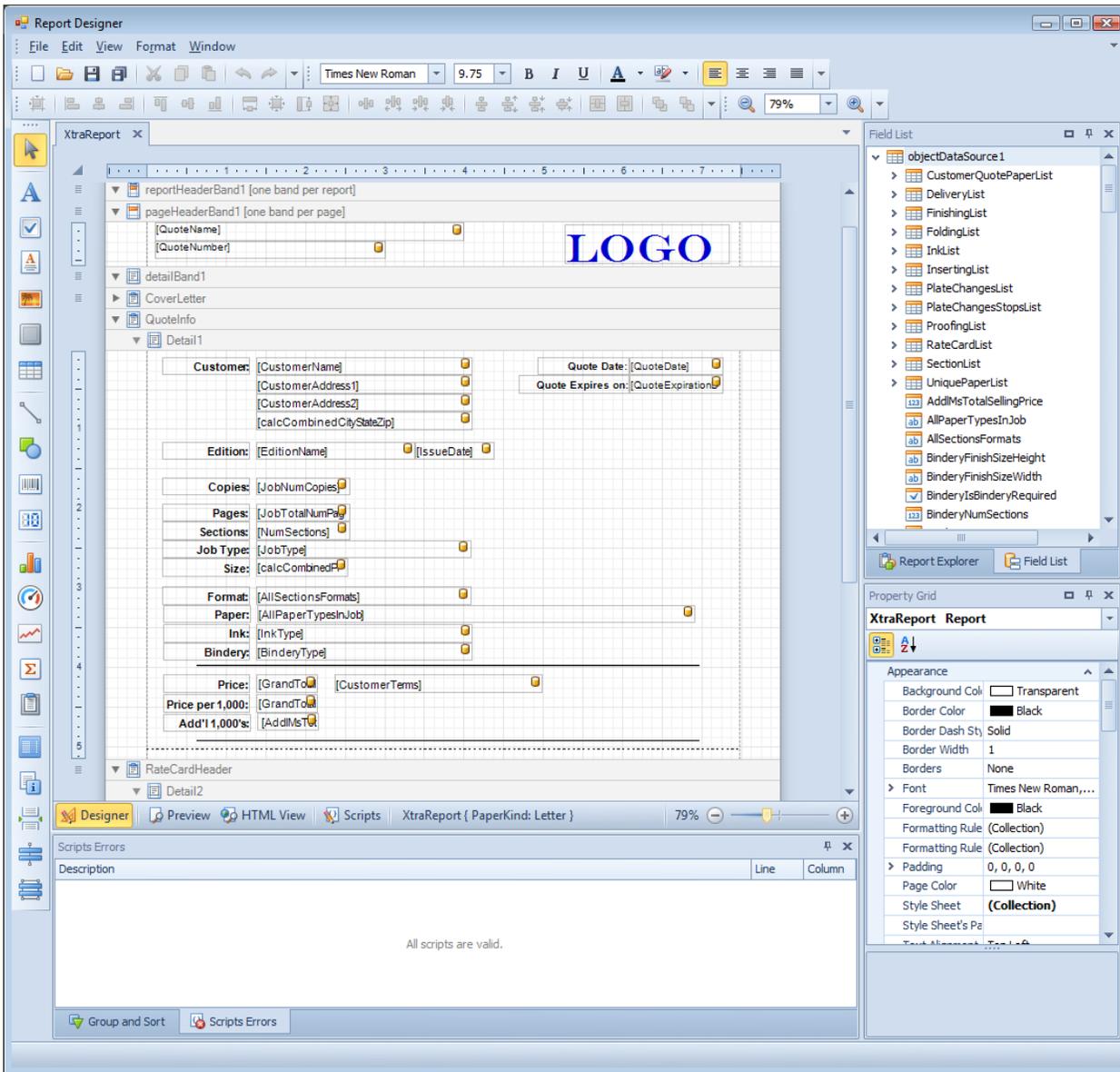
Ink Type
Add'l Pages: Process color

<u>Total Pages</u>	<u>Paper</u>	<u>First 1,000 Price</u>	<u>Add'l 1,000</u>	<u>Add'l Charges</u>
8	30# White Newsprint	926	40.37	0.00
12	30# White Newsprint	1,105	53.03	0.00
16	30# White Newsprint	1,194	65.68	0.00
20	30# White Newsprint	1,372	78.33	0.00

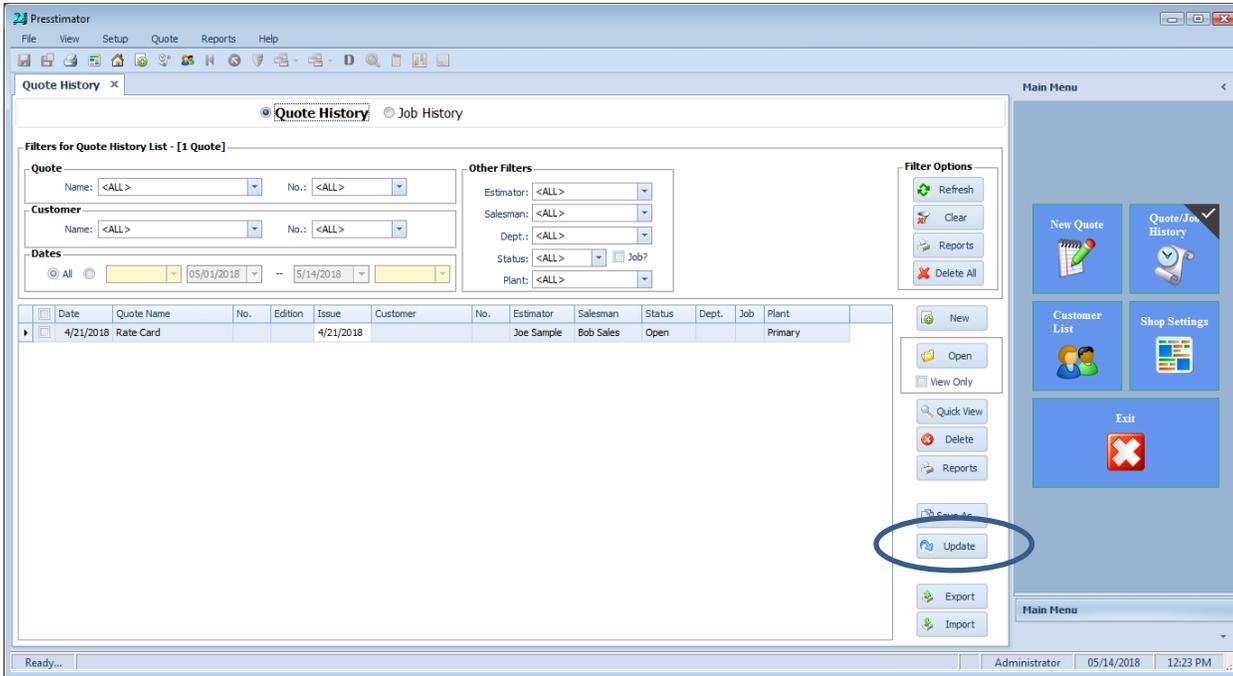
The other two pages of the custom report (Cover Letter and Summary Quote) are shown below.

<p>Sample Quote - Rate Card 001</p> <p style="text-align: right;">LOGO</p> <p style="text-align: right;">Wednesday, March 28, 2018</p> <p>Sample Customer 100 Main Street 2 Box 100 AnyTown,Any State 12345-1234 (222) 555-1234 x100 sample@hostname.com</p> <p>Dear Sid Sample</p> <p>Thank you for your interest in printing with us. Below is a rate card for the product you requested. If you have any questions, please contact me.</p> <p>I look forward to speaking with you.</p> <p>Sincerely,</p> <p>enclosure: Estimate/Rate Card salesman: Bob Sales prepared by: Joe Sample</p> <p>Company Name, 101 Main Street Phone: (714) 123-4567 Wednesday, March 28, 2018 Page 1 of 3</p>	<p>Rate Card</p> <p style="text-align: right;">LOGO</p> <p>Customer: Sample Customer 100 Main Street 2 Box 100 AnyTown,Any State 12345-1234</p> <p>Quote Date: 4/21/2018 Quote Expires on:</p> <p>Edition: 4/21/2018</p> <p>Copies: 10,000</p> <p>Pages: 8 Sections: 1 Job Type: Newspaper Size: 11 x 15</p> <p>Format: Tab Paper: 30#WhiteNewsprint Ink: 4-ColorProcess Bindery:</p> <hr/> <table><tr><td>Price:</td><td>\$1,290</td><td>COD</td></tr><tr><td>Price per 1,000:</td><td>\$128.98</td><td></td></tr><tr><td>First 1,000:</td><td>\$926</td><td></td></tr><tr><td>Add'l 1,000's:</td><td>\$40.37</td><td></td></tr></table> <hr/> <p>Company Name, 101 Main Street Phone: (714) 123-4567 Monday, May 14, 2018 Page 1 of 2</p>	Price:	\$1,290	COD	Price per 1,000:	\$128.98		First 1,000:	\$926		Add'l 1,000's:	\$40.37	
Price:	\$1,290	COD											
Price per 1,000:	\$128.98												
First 1,000:	\$926												
Add'l 1,000's:	\$40.37												

The reports are completely customizable using the drag-and-drop Report Designer tool.



Once the customer accepts a particular entry on the Rate Card report, then you (or any other Presstimator user) can easily modify the Quote (without opening the Quote) by clicking the “Update” button from Quote History.



Enter the Number of Copies and/or Number of Pages requested by the Customer and the Quote will be updated using the Rate Card pricing schedule. Click the View Rate Card button to display the Rate Card being used to calculate the current Quote.

In the Defaults area, the user can choose to update the Quote with any new costs/standards that may have been updated in Shop Settings to be sure this Quote reflects all current information, or keep the Quote “frozen in time” with costs/standards from when it was first created.

If the Page Count has changed from the original Quote, then the user must open the Rate Card to select the correct entry to be sure the correct First 1,000 and Add'l M's entry is used to calculate the new Selling Price.

The screenshot shows a software window titled "Job Information" with a close button in the top right corner. It has three tabs: "Job Info", "Customer Specs", and "Auditor", with "Auditor" currently selected. The main content area contains several input fields and sections:

- Quote/Job Name:** A text field containing "Sample Quote - Rate Card".
- Quote No.:** An empty text field.
- Title:** An empty text field.
- Edition:** An empty text field.
- Issue:** A dropdown menu showing "3/18/2020".
- Customer Name:** An empty dropdown menu with a blue "S" button to its right.
- No. Copies:** A spinner box set to "10000".
- Total no. of pages:** A spinner box set to "8" with a blue "S" button to its right.

Below these fields are two sections:

- Defaults:** A box containing five unchecked checkboxes:
 - Import ALL current costs/settings from Shop Settings into Quote
 - Update Default Paper Stock Selections from Shop Settings
 - Update Paper Waste with current values from Shop Settings
 - Update Press Make-Ready with current values from Shop Settings
 - Update Press IPH with current values from Shop Settings
- Pricing:** A box containing three radio buttons and a button:
 - Keep calculated price from original Quote
 - Recalculate price based on updated copies and pages
 - Use Rate CardA "View Rate Card" button with a magnifying glass icon is located to the right of the "Use Rate Card" radio button.

At the bottom of the dialog are three buttons: "Ok" (with a green checkmark icon), "Cancel" (with a red X icon), and "Apply" (with a green checkmark icon).

Notice that while using the "Update" feature, the Build Rate Card button is not displayed on this screen so only the previously generated Rate Card can be used for pricing. Select the Rate Card entry that corresponds to the newly entered Number of Pages to be sure the Selling Price is correctly calculated.

For example: The customer first requested 10,000 copies of an 8-page Tab. The customer decides to print 15,000 copies of the 12-page Tab with all Process Color. Simply update the Number of Copies to 15,000, highlight the 12-page Process Color entry and click the "Select" button. Clicking the "Use Selected" button recalculates the Quote based on the First 1,000 and Additional 1,000 prices for the selected item in the Rate Card.

Information

Quantity Requested: Apply

Additional Color Charge

Charge By: Plate Surface

Add'l Charge (per Surface): Apply to All

Additional Charge: Apply to All

Rate Card Entry

Selected Paper Info: Add'l Color Surfaces?

Total Pages: Ink Info: No. of Surfaces:

Cost/Surface: First 1,000 Price:

Additional 1,000's Price: Additional Charge:

Additional Color Price: Total Price for Copies:

Apply Select

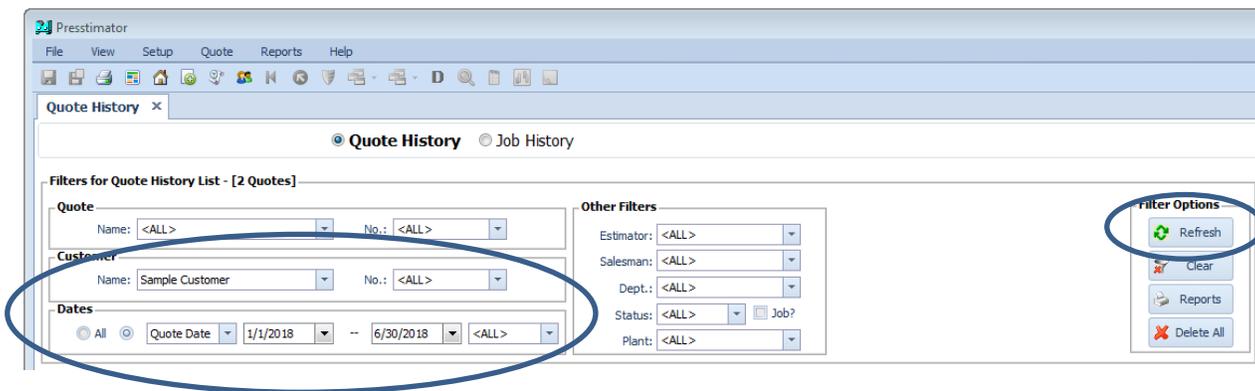
Rate Card Summary

Selected	Pages	Ink	Paper	First 1,000	Add'l M's	Add'l \$	Surfaces	Plates \$	Price
<input checked="" type="checkbox"/>	8	Process color	30# White Newsprint	994.30	42.39				1375.81
<input type="checkbox"/>	12	Process color	30# White Newsprint	1209.61	55.04				1704.97
<input type="checkbox"/>	12	Process color + 4 pgs. Black Only	30# White Newsprint	1085.60	54.39				1575.11
<input type="checkbox"/>	16	Process color + 8 pgs. Black Only	30# White Newsprint	1153.04	66.39				1750.55
<input type="checkbox"/>	16	Process color	30# White Newsprint	1311.84	67.70				1921.14
<input type="checkbox"/>	20	Process color	30# White Newsprint	1527.15	80.35				2250.30
<input type="checkbox"/>	20	Process color + 12 pgs. Black Only	30# White Newsprint	1244.34	78.39				1949.85

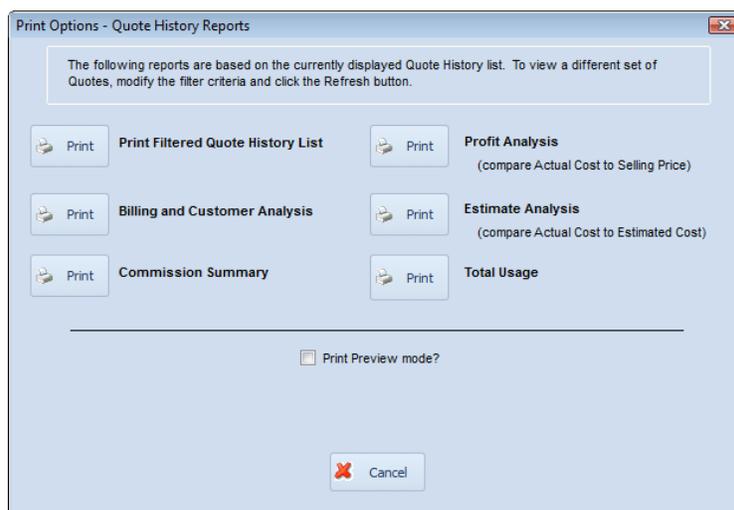
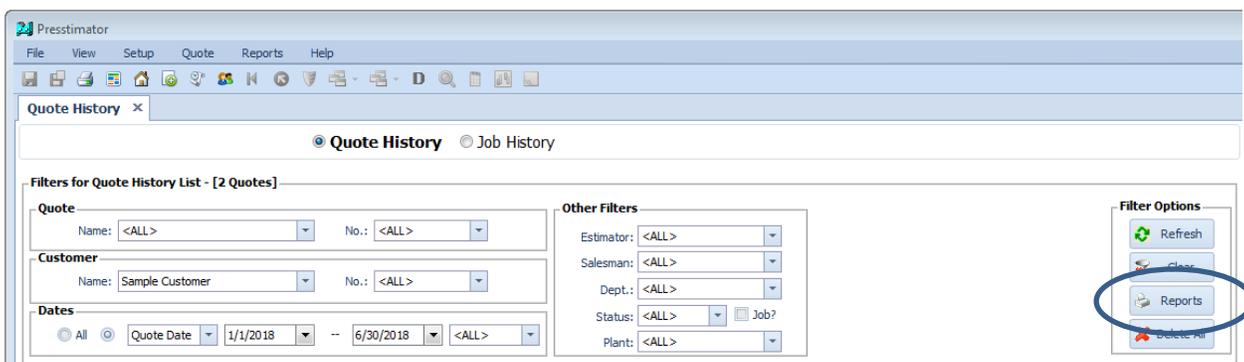
Import Export Use Selected Close Print

After using a particular Rate Card for a period of time, you may want to analyze the Quotes to see if the estimates are still accurate. Perhaps costs have gone up on materials, supplies or labor which would affect your overall profit.

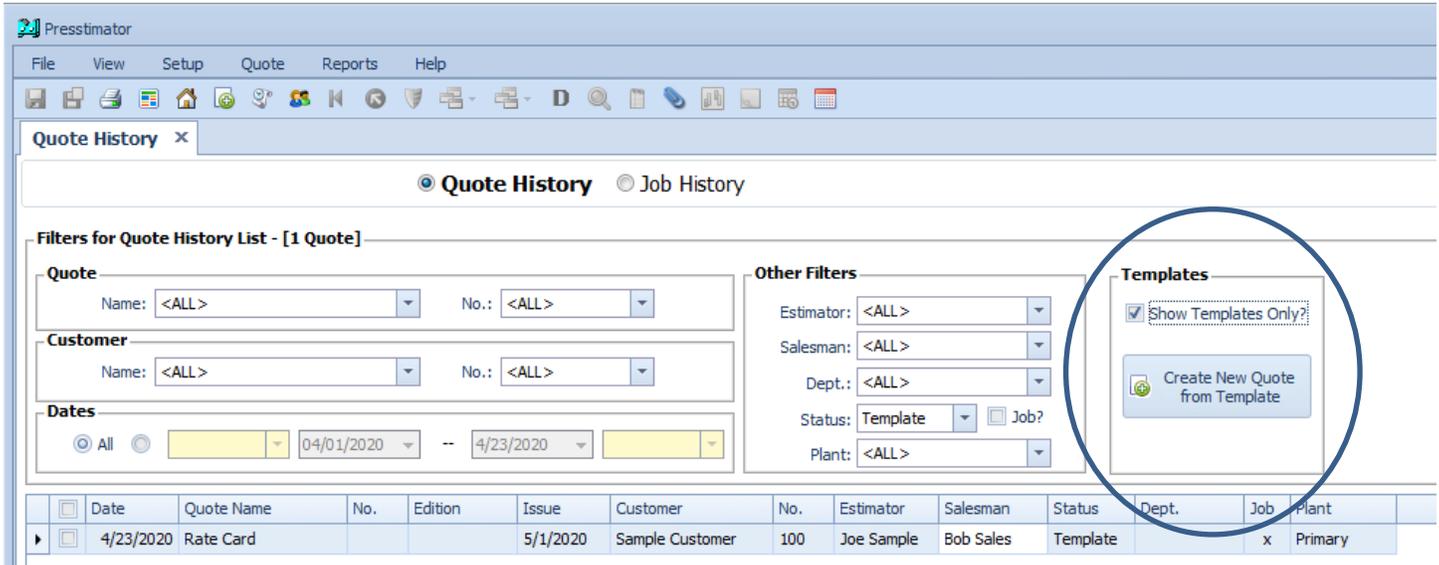
From the Quote History, use the Filters to select jobs for a Customer Name over a desired Date Range and click the “Refresh” button to analyze that set of Quotes.



Click the “Reports” button to generate reports in Excel that analyze your profits, estimates and customer trends to be sure you’re achieving the profit margins you originally targeted. Based on the analysis of your Estimates vs. Actuals, you can make adjustments to your Rate Card as needed.



TIP: When creating the initial Quote with an attached Rate Card, think of this initial Quote as a “Template” for future Quotes that will have their Selling Price based on the initially calculated Rate Card. We suggest entering the lowest Number of Pages for the Job Format that the customer may request (i.e., 8-page Tab) for the “Template”. Enter the initial Quote as an 8-page Tab with Multiple Page Count/Rate Card entries for additional pages going from low to high (Example: 8, 12, 16, 20, 24 pages). This approach will make the generated Rate Card much easier to use as a “Template” for future jobs. If you’ve created the initial Quote as an 8-page Tab (with 12, 16, 20 and 24 page options in the Rate Card), *always* start with this “Template” Quote when creating a new job for the customer.



Simply click on the “Create New Quote from Template” button to create a Quote with the attached Rate Card. Make any modifications to the current job specs for this Quote to get a newly calculated Selling Price based on the initial Rate Card.