1. Hours Column in Agreement Data Table

Objective:
Create a calculated column in the Agreement Data table to return the total hours from the Time Entry Labor table.

Conditions:

- **Matching Internal IDs: The Internal ID in the Agreement Data table must match the Internal ID in the Time Entry Labor table.**
- **Date Criteria: Sum only the Hours from the Time Entry Labor table if the corresponding date is after the "Support Start Date New" in the Agreement Data table.**

Excel Reference:
Column N (Renewal Data) in the Excel sheet.

Expected Output:
A new column in the Agreement Data table displaying the total hours from the Time Entry Labor table for matching rows.

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2. Project Service Expense Column

Objective:
Calculate the total cost of labor for each matching service item in the Agreement Data table.

Key Points:

- **Leverage the Hours Column: Use the new Hours column created in the Agreement Data table.**
- **Matching Service Items: Match the Service Item column in the Time Entry Labor table with the Service Item column in the Rate Sheet.**

Excel Reference:
Column O (Renewal Data) in the Excel sheet.

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3. Matching Project Agreement Count

Objective:
Create a calculated column in the Agreement Data table to count the total number of rows where the Internal ID is populated, allowing duplicates.

Count Criteria:

- Count every occurrence of Internal IDs in the Agreement Data table.
- Duplicates are included (each Internal ID occurrence is counted).

Excel Reference:
Column P (Renewal Data) in the Excel sheet.

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4. Agreement Expense Measure

Objective:
Add a new column called "Agreement Expense" in the Agreement Data table.

Inputs:

- Project Service Expense Total
- Matching Project Agreement Count

Logic:
Divide Project Service Expense Total by Matching Project Agreement Count. Return blank if no data exists.

Reference:
Validate against Column Q in the Renewal Data sheet.

Output:
Store the result in the Agreement Data table as a calculated column.

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5. Creating the Contract Duration Column in the Pricing Table

Objective:
Add a calculated column in the Pricing Table called "Duration" to capture the number of days in each contract.

Logic:

- If Support Start Date New or Support End Date New is blank, return no value.

- **Otherwise, calculate the number of days by subtracting Support Start Date New from Support End Date New.**

Reference:
Use the columns Support Start Date New and Support End Date New for the calculation.

Output:
Store the result in the Pricing Table under the "Duration" column.

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6. Add a Measure Called "Renewal Screening" in the Pricing Table

Logic:

- **If the Name column contains any of the following text (case-insensitive):**
  - **"renewal"**
  - **"AV support"**
  - **"service"**
  - **"agreement"**
  - **"contract"**

Return "Already Renewed!".
Otherwise, return blank or no value.

Reference:
Validate against Column U in the Pricing Room sheet.

Output:
Display the result in the Pricing Table as a measure.

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7. Creating the New Contract Duration Column in the Pricing Table

Objective:
Add a new calculated column called "New Contract Duration."

Logic:

- **Duration ≥ 180 days → "2 years"**
- **Duration < 400 days → "1 year"**
- **Duration between 400-1000 days → "1 year"**

Output:
Store the result in the Pricing Table under the "New Contract Duration" column.

8. Creating the New Agreement Base Price Measure in the Pricing Table

Objective:
Add a new measure called "New Agreement Base Price."

Logic:

- **If the agreement type is Standard Support Agreement, return the Pricing Table Amount.**
- **If the agreement type is Extended Support Agreement:**
    - **If the duration is 1 year → Multiply Project Total by 0.5.**
    - **If the duration is 2 years → Multiply Project Total by 1.0.**

Output:
Store the result in the Pricing Table under the "New Agreement Base Price" measure.

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9. Creating the Agreement Count and Projects Measure

Objective:
Add a new measure called "Agreement Count and Projects."

Logic:
Count the number of Extended Support Agreements for each Internal ID.

Output:
Store the result as the "Agreement Count and Projects" measure.

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10. Creating the Lost Adjustment Measure

Objective:
Add a new measure called "Lost Adjustment" in the Pricing Table.

Logic:

- **Reference the Agreement Expense measure from the Agreement Data table.**
- **Sum the Agreement Expense for the matching Internal ID.**

Output:
Store the result in the Pricing Table as the "Lost Adjustment" measure.

11. Creating the Gross Margin Measure

Objective:
Add a new measure called "Gross Margin."

Logic:
Divide the Amount by the Lost Adjustment measure to calculate the gross margin ratio.
Multiply by 1 to convert to percentage format.

Output:
Store the result in the Pricing Table as the "Gross Margin" measure.

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12. Creating the Variance Measure

Objective:
Add a new measure called "Variance."

Logic:
Compare profitability to 50%.
If profitability < 50%, calculate the variance as the difference from 50%.

Output:
Store the result in the Pricing Table as the "Variance" measure.

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13. Creating the Variance Cushion ($) Measure

Objective:
Add a new measure called "Variance Cushion ($)."

Logic:

- If there's a variance (profitability < 50%), multiply the variance percentage by the original amount to show the dollar amount of the variance cushion.

Output:
Store the result in the Pricing Table as the "Variance Cushion ($)" measure.

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14. Creating the New Base Price Measure

Objective:
Add a new measure called "New Base Price."

Logic:
The New Base Price will be the sum of the Base Price and the Variance Cushion ($).
If a Variance Cushion ($) exists, it will be added to the Base Price; otherwise, the Base Price remains unchanged.

Output:
Store the result in the Pricing Table as the "New Base Price" measure.