

Commercial Quoting Example

How Pricing Tables Work (End-to-End)

Example Trade: Commercial Electrical

Example Job: Tenant Improvement – Office Buildout

1. What a Pricing Table Is (Commercial Context)

In commercial work, contractors do **not** price one simple task. They price **assemblies of work** with allowances, risk buffers, and scope assumptions.

So your app uses **pricing tables as reusable pricing assemblies**, not one-off quotes.

2. Pricing Table Type Used: Assembly + Unit-Based Hybrid

Commercial contractors almost always combine:

- Unit-based pricing (per sq ft)
 - Assembly pricing (tasks grouped together)
 - Allowances (materials, fixtures, unknowns)
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3. Pricing Table: Base Assembly

Pricing Table Name

Commercial Electrical – Office TI (Per Sq Ft)

Table Structure (What the contractor configures)

A. Base Rate Table

Parameter	Value
Unit	Square Foot
Base Rate	\$8.50 / sq ft
Minimum Job	\$25,000
Typical Size Range	3,000–20,000 sq ft

What this base rate includes:

- Power rough-in
 - Branch wiring
 - Standard outlets
 - Basic lighting wiring
 - Panels (allowance-based)
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4. What the Base Rate Actually Represents

Your app should explain this clearly:

“The base rate reflects an average commercial office buildout with normal access, open ceilings, and standard electrical requirements.”

Contractors price **risk into the rate**, not precision.

5. Complexity & Risk Multipliers (Commercial Reality)

Complexity Table

Condition	Multiplier
Open ceiling	1.0
Drop ceiling	1.1
Hard lid ceiling	1.25
After-hours work	1.2
Occupied space	1.15

How it applies

Base Price \times Highest applicable multiplier

Your app should **never stack more than 2 multipliers** to prevent runaway pricing.

6. Allowance Tables (Critical for Commercial)

Commercial quotes almost always include **allowances**, not exact specs.

Lighting Allowance Table

Item	Allowance
Light Fixtures	\$3.50 / sq ft
Controls	\$1.25 / sq ft

These are **visible to the customer**, adjustable later via change order.

7. Add-On Pricing Table (Checkbox-Based)

Add-On	Price
Emergency Power Circuits	\$4,500
Data Closets	\$3,200 each
EV Charger Rough-In	\$6,000
Fire Alarm Coordination	\$2,500

Add-ons are:

- Optional
- Clearly scoped
- High-margin

8. Permit & Compliance Table

Commercial clients expect this broken out.

Item	Price
Electrical Permit	\$1,800
Inspections	Included
As-Built Drawings	\$2,200

9. How the App Calculates the Quote (Behind the Scenes)

Example Job Inputs

- Size: 10,000 sq ft

- Ceiling: Hard lid
- Occupied space: Yes
- Add-ons: Data closet, EV rough-in

Calculation Logic (Hidden)

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Base: 10,000 × $8.50 = $85,000
Complexity: × 1.25 = $106,250
Occupied space: × 1.15 = $122,187
Add-ons: $9,200
Permits: $1,800
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Subtotal: $133,187
Contingency (10%): $13,318
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Final Quote: $146,505
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What the customer sees

- Clear scope
- Allowances noted
- Fixed price
- Change order language

10. What the Quote Document Explains (Very Important)

Your app should auto-generate language like:

"This proposal is based on standard commercial office buildout conditions. Any deviations from scope, including fixture selections exceeding allowances, will be handled via written change order."

This protects contractors.

11. Why This Works for Commercial

- Predictable margins
 - Risk is priced
 - Scope is controlled
 - Sales cycle is faster
 - Change orders are expected and accepted
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12. How Contractors Configure This Once

They set:

- Base rate
- Allowance rates
- Multipliers
- Minimum job
- Add-ons
- Contingency %

They **do not rebuild quotes** every time.

13. How This Scales Across Trades

Same model works for:

- Commercial plumbing (fixtures per sq ft)
 - HVAC (tonnage per sq ft)
 - Fire protection (heads per sq ft)
 - Low voltage (drops per sq ft)
 - Flooring (material allowance + labor rate)
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14. MVP Recommendation (Commercial-First)

For launch, support only:

1. Unit-based pricing
2. Assembly pricing
3. Allowances
4. Add-ons
5. Contingency

That covers **80% of commercial jobs.**

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