

Quote Details

Quote Name	:	1st Quote	Sales Organization Name	:	India
Customer Code	:	500300100	Customer Name	:	CustomerA
Requested Date	:	14-Aug-2013	Currency Name	:	USD
Budget Value	:	50	Prepared By	:	Antonysamy Joseph

Billing Address

Address Line One	:	5th Street
Address Line Two	:	
City	:	Chennai
State	:	Tamilnadu
Country	:	india
Zip Code	:	600032
Phone Number	:	044-2010452

Shipping Address

Address Line One	:	4th street
Address Line Two	:	
City	:	Chennai
State	:	Tamilnadu
Country	:	india
Zip Code	:	600032
Phone Number	:	044-4578952

Bundle Material

Code	Name	Description	Unit Price	Quantity	Total Gross Price	Discount	Total Net Price
1000	1st bundle		\$76,312	1	\$76,312	33	\$51,129

Mapped Material			
Code	Name	Quantity	Amount
1041	Atlas Etch 4 TMS	1	\$9,876
1234	diH120K	1	\$12,175
A54612958	iGX100M	1	\$54,261

1001	2nd bundle		\$42,876	1	\$42,876	10	\$38,588
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Mapped Material			
Code	Name	Quantity	Amount
1039	Testing Purpose	1	\$9,876
5678	P046 kit	1	\$23,000
A53307959	pHMB2400	1	\$10,000

1005	6th bundle	Client Creation	\$68,755	1	\$68,755	20	\$55,004
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Mapped Material			
Code	Name	Quantity	Amount
A54630958	iGX600L	1	\$58,755
A54632958	iGX600M	1	\$10,000

1007	New Bundle	Sample	\$100,836	1	\$100,836	16	\$85,062
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Mapped Material			
Code	Name	Quantity	Amount
A54648958	iGX100MTI	1	\$23,568
A54681958	iGX1000N	1	\$45,123
A54711958	GX100N	1	\$32,145

1014	Bundle 3	Sample	\$105,261	1	\$105,261	13	\$91,472
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Mapped Material			
Code	Name	Quantity	Amount
A53307959	pHMB2400	1	\$10,000
A53308959	pHMB3000	1	\$11,000
A53323975	iF1800 440V 60 HZ	1	\$54,261
A53597908	iF400	1	\$18,000
A54113020	iXL120	1	\$12,000

1015	Bundle	NewBu ndle	\$53,87 6	1	\$53,87 6	55	\$24,24 4
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Mapped Material			
Code	Name	Quantity	Amount
1039	Testing Purpose	1	\$9,876
5678	P046 kit	1	\$23,000
A53307959	pHMB2400	1	\$10,000
A53308959	pHMB3000	1	\$11,000

1018	testbun dle	ClientC onfigur ed	\$137,4 06	1	\$137,4 06	13	\$119,5 43
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Mapped Material			
Code	Name	Quantity	Amount
A53308959	pHMB3000	1	\$11,000
A53323975	iF1800 440V 60 HZ	1	\$54,261
A53597908	iF400	1	\$18,000
A54113020	iXL120	1	\$12,000
A54632958	iGX600M	1	\$10,000
A54711958	GX100N	1	\$32,145

2004	Testing Purpos e	GetQuo teBase d Materia l	\$9,876	1	\$9,876	5	\$9,382
2007	P046 kit	GetQuo teBase d Materia l	\$23,00 0	1	\$23,00 0	10	\$23,00 0
2009	pHMB3 000	GetQuo teBase d Bundle	\$11,00 0	1	\$11,00 0	15	\$9,350
2011	iF1800 440V 60 HZ	GetQuo teBase d Bundle	\$54,26 1	1	\$54,26 1	15	\$46,12 2
2015	iGX100 N	GetQuo teBase d Materia l	\$50,25 4	1	\$50,25 4	15	\$42,71 6
2017	iGX600 L	GetQuo teBase d Materia l	\$58,75 5	1	\$58,75 5	20	\$47,00 4
2021	iGX100 0N	GetQuo teBase d Bundle	\$45,12 3	1	\$45,12 3	20	\$36,09 8
2022	GX100 L	GetQuo teBase d Bundle	\$18,02 4	1	\$18,02 4	5	\$17,12 3

Grand Total : \$855,6
Gross Price 15

Overall : 19%
Discount

Grand Total : \$695,8
Net Price 37

Bought Out Item

Code	Name	Unit Cost	Quantity	Total Cost	Unit Price	Total Price
3011	Boughtou t1	\$2,500	5	\$12,500	\$2,750	\$13,750

3021	h	\$350	8	\$2,800	\$385	\$3,080
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Grand Total Cost : \$15,300 Grand Total Price : \$16,830

Material Bundle Warrenty

Code	Name	Description	Warrenty	Override Warrenty
1000	1st bundle		60	60
1001	2nd bundle		30	30
1005	6th bundle	Client Creation	12	-
1007	New Bundle	Sample	12	-
1014	Bundle3	Sample	12	-
1015	Bundle	NewBundle	12	12
1018	testbundle	ClientConfigur ed	12	-
2004	Testing Purpose	GetQuoteBase d Material	30	-
2007	P046 kit	GetQuoteBase d Material	24	-
2009	pHMB3000	GetQuoteBase d Bundle	60	-
2011	iF1800 440V 60 HZ	GetQuoteBase d Bundle	12	-
2015	iGX100N	GetQuoteBase d Material	6	6
2017	iGX600L	GetQuoteBase d Material	24	-
2021	iGX1000N	GetQuoteBase d Bundle	24	-
2022	GX100L	GetQuoteBase d Bundle	24	-

Material Bundle Installation

No of FTE's required	Per Day Cost	No of Days Required	Total No of FTE's Costs
10	\$1,000	5	\$50,000

Shipping

Code	Truck Cost	Diesel Cost
1001	\$12,000	\$23

Quote Qualitative Information

Quote Value	:	\$695,837
Gross Margin Amount / Percentage	:	\$855,615 / 19%
Leadtime	:	testing
Win Probability %	:	
Scop Of Work	:	jQuerygsfdg
Executive Summary	:	asdfasd
Primary Competitor	:	asdfa
How was Selling Price Set?	:	adfa
Payment Terms	:	sdfasd
Risk & Mitigation	:	asdfas
New / Repeat Business	:	RepeatBusiness
Any Other Comments	:	asdfasdfasdfa