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Customer: Ethan Allen
Opportunity:
Approval #

Hardware and Software Product Section

Machine/Model	Description	Qty
7063-CR2	CBU	1
7316-TF5	Both	2
5773-RS3	Both	2
9105-42A	with Expert Care, CBU	1
7965-S42	CBU	1
VS PP SW	CBU	1
Shipping	both	2
7063-CR2	Production	1
9105-42A	with Expert Care, PROD	1
7695-S42	Production	1
VS PP SW	Production	1
6662-M10		1
6668-T08		1

Hardware & Software Total:

Maintenance, Services & Incentives Sections Section

Machine/Model	Description	Qty
Sirius Services	Implementation	1
Maintenance		1

Promotions

Main., Services & Incentives Total:

Solution Total:

ethanallen-raw

	Sales Team	Split %
CE 1:	Scott Douglas	0%
CE 2:		0%
Specialist 1:		0%
Specialist 2:		0%
		0%

Unit List Price	Total List Price	End User Discount	Customer Price
	10206 \$10,206	21.73%	\$7,988
	3000 \$6,000	34.78%	\$3,913
	1215 \$2,430	20.00%	\$1,944
3,09,445.45	\$3,09,445	33.95%	\$2,04,389
	12959 \$12,959	22.83%	\$10,000
	27990 \$27,990	48.00%	\$14,555
	6080 \$12,160	0.00%	\$12,160
	10166 \$10,166	21.73%	\$7,957
5,53,311.40	\$5,53,311	33.95%	\$3,65,462
	11359 \$11,359	22.83%	\$8,766
1,67,650.00	\$1,67,650	48.00%	\$87,178
\$695.00	\$695		\$695
\$800.00	\$800		\$800
	\$0		\$0
	\$11,25,172		\$7,25,807

Unit/Sirius Ref. Price	Total List/Ref. Price	End User Discount	Customer Price
	\$0	0.00%	\$0
	\$0	0.00%	\$0
	\$0		\$0
	\$0		\$0
	\$0		\$0
	\$0		\$0
	\$0		\$0
	\$0		\$0
	\$0		\$0
	\$11,25,172		\$7,25,807

Purchase Authorization Price:
Balance: -\$7,25,807

Sirius Discount	Sirius Cost	Profit	Margin
25.12%	\$7,642	\$346	4.33%
37.60%	\$3,744	\$169	4.32%
25.12%	\$1,820	\$124	6.40%
41.61%	\$1,80,685	\$23,704	11.60%
26.16%	\$9,569	\$432	4.32%
54.03%	\$12,867	\$1,688	11.60%
0.00%	\$12,160	\$0	0.00%
25.12%	\$7,612	\$345	4.33%
41.61%	\$3,23,079	\$42,384	11.60%
26.16%	\$8,387	\$378	4.32%
54.03%	\$77,069	\$10,109	11.60%
	\$695	\$0	0.00%
	\$800	\$0	0.00%
	\$0	\$0	#DIV/0!
	\$6,46,129	\$79,678	10.98%

Sirius Discount	Sirius Cost	Profit	Margin
30.00%	\$0	\$0	#DIV/0!
		\$0	#DIV/0!
	\$0	\$0	#DIV/0!
	\$0	\$0	#DIV/0!
	\$0	\$0	#DIV/0!
	\$0	\$0	#DIV/0!
	\$0	\$0	#DIV/0!
	\$0	\$0	#DIV/0!
	\$0	\$0	#DIV/0!
	\$6,46,129	\$79,678	10.98%