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Customer:

Opportunity:

Approval #

## Hardware and Software Product Section

Machine/Model	Description	Qty
9105-42A	Quantity = 1	1
5692-A6P		1
5733-ITL		1
5733-SP5		1
5770-SS1		1
5775-PVE		1
9676-A05		1
9105-22B	Quantity = 1	1
9675-A05		1
5692-A6P		1
5770-SS1		1
5733-SP5		1
5775-PVE		1
9105-22A	Quantity = 2	2
9670-A05		2
5765-CD3		2
5775-AEZ		2
5639-1CE		2
5775-PVE		2
9105-22A	Quantity = 2	2
9670-A05		2
5765-CD3		2
5775-AEZ		2
5639-1CE		2
5775-PVE		2
5776-CMT		2
9080-HEX	Quantity = 2	2
7965-S42		2
9665-P05		2
5639-1CE		2
5639-5RE		2
5665-H24		2
5665-HMV		2
5765-CD3		2
5765-H37		2
5765-VHX		1
5775-AEZ		2
5775-CMC		2
5775-LNX		2
5775-PAD		2
5775-PVE		2
5819-CRD		1
7063-CR2		2
7316-TF5		2
5775-RS5		2

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SHIPPING	1
WSU	1
Hardware & Software Total:	

Maintenance, Services & Incentives Sections Section

Machine/Model	Description	Qyt
Sirius Services	Implementation	1
Maintenance		1
	RBD	1
	Freight Outbound / Integration Center	2

Main., Services & Incentives Total:

Solution Total:

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

Unit List Price	Total List Price	End User Discount	Customer Price
\$2,24,888.00	\$2,24,888	44.00%	\$1,25,937
\$350.00	\$350	0.00%	\$350
\$30,360.00	\$30,360	21.43%	\$23,854
\$99,900.00	\$99,900	54.64%	\$45,315
\$18,000.00	\$18,000	54.64%	\$8,165
\$15,408.00	\$15,408	54.64%	\$6,989
\$19,340.37	\$19,340	44.00%	\$10,831
\$69,993.00	\$69,993	38.00%	\$43,396
\$7,629.24	\$7,629	38.00%	\$4,730
\$350.00	\$350	0.00%	\$350
\$27,000.00	\$27,000	54.64%	\$12,247
\$6,000.00	\$6,000	54.64%	\$2,722
\$5,136.00	\$5,136	54.64%	\$2,330
\$1,12,882.00	\$2,25,764	44.00%	\$1,26,428
\$9,707.85	\$19,416	44.00%	\$10,873
\$25,520.00	\$51,040	54.64%	\$23,152
\$40,260.00	\$80,520	54.64%	\$36,524
\$95.00	\$190	24.73%	\$143
\$12,840.00	\$25,680	54.64%	\$11,648
\$1,19,781.00	\$2,39,562	44.00%	\$1,34,155
\$10,301.17	\$20,602	44.00%	\$11,537
\$25,520.00	\$51,040	54.64%	\$23,152
\$40,260.00	\$80,520	54.64%	\$36,524
\$95.00	\$190	24.73%	\$143
\$12,840.00	\$25,680	54.64%	\$11,648
\$3,600.00	\$7,200	21.74%	\$5,635
\$37,61,012.00	\$75,22,024	54.64%	\$34,11,990
\$18,881.00	\$37,762	22.83%	\$29,141
\$5,26,541.68	\$10,53,083	54.64%	\$4,77,679
\$95.00	\$190	24.73%	\$143
\$1,599.00	\$3,198	23.91%	\$2,433
\$5,027.00	\$10,054	54.64%	\$4,560
\$3,002.00	\$6,004	21.74%	\$4,699
\$1,78,640.00	\$3,57,280	54.64%	\$1,62,062
\$5,775.00	\$11,550	54.64%	\$5,239
\$3,450.00	\$3,450	20.00%	\$2,760
\$2,81,820.00	\$5,63,640	54.64%	\$2,55,667
\$23,040.00	\$46,080	21.74%	\$36,062
\$3,075.00	\$6,150	27.17%	\$4,479
\$37,160.00	\$74,320	29.35%	\$52,507
\$1,34,820.00	\$2,69,640	54.64%	\$1,22,309
\$2,52,000.00	\$2,52,000	54.64%	\$1,14,307
\$14,848.00	\$29,696	21.80%	\$23,222
\$3,000.00	\$6,000	34.78%	\$3,913
\$2,025.00	\$4,050	20.00%	\$3,240

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\$25,154.00	\$25,154	0.00%	\$25,154
\$7,785	\$7,785		\$7,785
	\$1,16,40,869		\$54,68,128
	\$1,16,37,867		
	\$3,002		
Unit/Sirius Ref. Price	Total List/Ref. Price	End User Discount	Customer Price
4,00,000.00	\$4,00,000	-100.00%	\$8,00,000
	\$0	0.00%	\$0
	\$0		\$0
3,89,958.02	\$3,89,958		\$3,89,958
37500	\$75,000		\$75,000
	\$0		\$0
	\$0		\$0
	\$0		\$0
	\$8,64,958		\$12,64,958
	\$1,25,05,827		\$67,33,086
	Purchase Authorization Price:		\$67,30,738.77
	Balance:		-\$2,348
			\$1,36,72,951

Sirius Discount	Sirius Cost	Profit	Margin		
50.50%	\$1,11,320	\$14,618	11.61%	\$4,08,246	
0.00%	\$350	\$0	0.00%		
31.36%	\$20,839	\$3,015	12.64%		
59.91%	\$40,050	\$5,265	11.62%		
59.91%	\$7,216	\$949	11.62%		
59.91%	\$6,177	\$812	11.62%		
50.50%	\$9,573	\$1,257	11.61%		
45.19%	\$38,363	\$5,032	11.60%	\$1,16,108	
45.19%	\$4,182	\$549	11.60%		
0.00%	\$350	\$0	0.00%		
59.91%	\$10,824	\$1,423	11.62%		
59.91%	\$2,405	\$316	11.62%		
59.91%	\$2,059	\$271	11.62%		
50.50%	\$1,11,753	\$14,675	11.61%	\$4,02,610	
50.50%	\$9,611	\$1,262	11.61%		
59.91%	\$20,462	\$2,690	11.62%		
59.91%	\$32,280	\$4,243	11.62%		
27.20%	\$138	\$5	3.28%		
59.91%	\$10,295	\$1,353	11.62%		
50.50%	\$1,18,583	\$15,572	11.61%	\$4,24,794	
50.50%	\$10,198	\$1,339	11.61%		
59.91%	\$20,462	\$2,690	11.62%		
59.91%	\$32,280	\$4,243	11.62%		
27.20%	\$138	\$5	3.28%		
59.91%	\$10,295	\$1,353	11.62%		
25.12%	\$5,391	\$243	4.32%		
59.91%	\$30,15,579	\$3,96,411	11.62%		
26.16%	\$27,883	\$1,257	4.32%		
59.91%	\$4,22,181	\$55,497	11.62%	\$4,08,246	9105-42A
27.20%	\$138	\$5	3.28%	\$1,16,631	9105-22B
27.20%	\$2,328	\$105	4.32%	\$8,27,404	9105.-22A
59.91%	\$4,031	\$530	11.62%	\$49,83,938	9080-HEX
25.12%	\$4,496	\$203	4.32%	\$39,746	HMC
59.91%	\$1,43,234	\$18,829	11.62%	\$63,75,965	
59.91%	\$4,630	\$609	11.62%		
25.12%	\$2,583	\$177	6.40%		
59.91%	\$2,25,963	\$29,704	11.62%		
25.12%	\$34,505	\$1,558	4.32%		
30.32%	\$4,285	\$194	4.33%		
32.40%	\$50,240	\$2,267	4.32%		
59.91%	\$1,08,099	\$14,210	11.62%		
59.91%	\$1,01,027	\$13,280	11.62%		
25.12%	\$22,236	\$986	4.25%		
37.60%	\$3,744	\$169	4.32%		
25.12%	\$3,033	\$207	6.40%		

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0.00%	\$25,154	\$0	0.00%
	\$7,785	\$0	0.00%
	\$47,37,433	\$6,04,758	11.06%

Sirius Discount	Sirius Cost	Profit	Margin
30.00%	\$2,80,000	\$5,20,000	65.00%
		\$0	#DIV/0!
	\$0	\$0	#DIV/0!
	\$3,89,958	\$0	0.00%
	\$75,000	\$0	0.00%
	\$0	\$0	#DIV/0!
	\$0	\$0	#DIV/0!
	\$0	\$0	#DIV/0!
	\$7,44,958	\$5,20,000	41.11%
	\$54,82,391	\$11,24,758	16.70%