

Customer:

Conocophillips

Opportunity:

Approval #

## Hardware and Software Product Section

Machine/Model	Description	Qty	Unit List Price
9105-22A		2	\$88,163
9670-A05		2	\$7,582
5639-ICE		2	\$95
5775-PVE		2	\$7,704
5765-VHX		1	\$3,000
5665-HMV		1	\$2,610
9105-22A		2	\$68,167
9760-A05		2	\$5,862
5639-ICE		2	\$95
5775-PVE		2	\$7,704
5765-VHX		1	\$3,000
5665-HMV		1	\$2,610

Hardware &amp; Software Total:

## Maintenance, Services &amp; Incentives Sections Section

Machine/Model	Description	Qty	Unit/Sirius Ref. Price
Sirius Services	Implementation	1	36000
Maintenance		1	
PreSales Services		1	250
Promotions		1	

Main., Services &amp; Incentives Total:

Solution Total:

conocophillips-raw

CE 1: 0%  
CE 2: 0%  
Specialist 1: 0%  
Specialist 2: 0%  
0%

Total List Price	External Disc to EU	External EU Pricing	Internal EU Disc	Internal Price
\$1,76,326	14.00%	\$1,51,640	44.79%	\$97,350
\$15,164	14.00%	\$13,041	44.79%	\$8,372
\$190	10.00%	\$171	15.00%	\$162
\$15,408	28.00%	\$11,094	44.79%	\$8,507
\$3,000	10.00%	\$2,700	15.00%	\$2,550
\$2,610	10.00%	\$2,349	15.00%	\$2,219
\$1,36,334	14.00%	\$1,17,247	44.79%	\$75,270
\$11,725	14.00%	\$10,083	44.79%	\$6,473
\$190	10.00%	\$171	15.00%	\$162
\$15,408	28.00%	\$11,094	44.79%	\$8,507
\$3,000	10.00%	\$2,700	15.00%	\$2,550
\$2,610	10.00%	\$2,349	15.00%	\$2,219
\$0		\$0		\$0
\$0		\$0		\$0
\$0		\$0		\$0
\$0		\$0		\$0
\$3,81,965		\$3,24,639		\$2,14,338

Total List/Ref. Price			End User Discount	Internal Price
\$36,000	0.00%	\$36,000		\$1,84,958
\$0	0.00%	\$0		\$0
\$0		\$0		\$0
\$0		\$0		\$0
\$0		\$0		\$0
\$0		\$0		\$0
\$0		\$0		\$0
\$36,000		\$36,000		\$1,34,958
\$4,17,965		\$3,60,639		\$3,49,296
PRICE TO CUSTOMER		\$4,26,174.00		\$3,80,000.00
Balance:		\$65,535		-\$30,704

Sirius Discount	Sirius Cost	Profit	Margin
51.19%	\$86,065	\$11,285	11.59%
55.19%	\$6,795	\$1,577	18.84%
25.12%	\$142	\$19	11.91%
55.19%	\$6,904	\$1,602	18.84%
25.12%	\$2,246	\$304	11.91%
25.12%	\$1,954	\$264	11.91%
55.19%	\$61,091	\$14,179	18.84%
55.19%	\$5,254	\$1,219	18.84%
25.12%	\$142	\$19	11.91%
55.19%	\$6,904	\$1,602	18.84%
25.12%	\$2,246	\$304	11.91%
25.12%	\$1,954	\$264	11.91%
	\$0	\$0	#DIV/0!
	\$0	\$0	#DIV/0!
	\$0	\$0	#DIV/0!
	\$0	\$0	#DIV/0!
	\$1,81,700	\$32,639	10.05%

Sirius Discount	Sirius Cost	Profit	Margin
30.00%	\$64,735	\$1,20,223	333.95%
		\$0	#DIV/0!
	\$0	\$0	#DIV/0!
	\$0	\$0	#DIV/0!
	\$0	(\$50,000)	#DIV/0!
	\$0	\$0	#DIV/0!
	\$0	\$0	#DIV/0!
	\$0	\$0	#DIV/0!
	\$64,735	\$70,223	195.06%
	\$2,46,435	\$1,02,862	28.52%