



A part of the Smurfit Kappa Group

Estimate **5,763**

Emission **11/09/2019 17:10**

Customer **1308 - Communisis UK Ltd**
Salesperson **1306 - everelo**
Agency
Cost Ref Date **11/09/2019 16:45**
Product **FSDU / Premium FSDU**
Finished format **53 x 38"**

Contact **CREDIT CONTROL (Customer)**
Estimator
Payment Term **0014 - 60 Days End of Month**
Title **Quote Test Assembled**
Currency **£ - GBP**
Remuneration Group **Standard**

| Process | Rep | Color | Varnish | Flat Format | Paper Format | Cutting format | Cut | Cycle Elem | Print system | Cycles | Printers | Trimmed Waste | Makerea... |
|---------------|-----|-------|---------|-------------|---------------|----------------|-----|------------|--------------|--------|-----------------------------------|---------------|------------|
| D33021C Back | 1 | 4 x 0 | 0 x 0 | 53 x 26" | 62.99213 x 47 | 62.99213 x 47 | 1/1 | 1 | 1 Side | 185 | HP Digital Press 17000 (Wetherby) | 53.70 % | 51.64 % |
| D33021B Fron | 1 | 4 x 0 | 0 x 0 | 53 x 30" | 62.99213 x 47 | 62.99213 x 47 | 1/1 | 1 | 1 Side | 185 | HP Digital Press 17000 (Wetherby) | 46.57 % | 51.64 % |
| D35436E Shelf | 1 | 0 x 0 | 0 x 0 | 7 x 17" | 39.76378 x 55 | 55.51181 x 39 | 1/1 | 12 | | | | 31.68 % | 63.41 % |
| D35436D Heac | 1 | 4 x 0 | 0 x 0 | 17 x 17" | 47.24409 x 62 | 47.24409 x 62 | 1/1 | 6 | 1 Side | 34 | HP Digital Press 17000 (Wetherby) | 37.67 % | 63.41 % |
| D33021D Shel | 1 | 0 x 0 | 0 x 0 | 45 x 38" | 55.51181 x 39 | 39.76378 x 55 | 1/1 | 6 | | | | 22.53 % | 34.58 % |

Substrate Cost

| Description | Unit Qty | Qty | UN | Reviewed | Provided | Cost Unit | Total Cost |
|---|----------|------|--------|--------------------------|--------------------------|-----------|---------------|
| EB-150KW/150KW 1010 X 1410 Supplier 1 - FSC 4101 µ 1.010 x 1.410 mm | 18 | 0.03 | Th. Sq | <input type="checkbox"/> | <input type="checkbox"/> | 614.00 | 15.35 |
| EB-150KW/150KW 1410 x 1010 Supplier 1 - FSC 4101 µ 1.410 x 1.010 mm | 28 | 0.04 | Th. Sq | <input type="checkbox"/> | <input type="checkbox"/> | 614.00 | 24.56 |
| EB-180DC/120KB 1200 x 1600 Supplier 1 - FSC 410 µ 1.200 x 1.600 mm | 34 | 0.07 | Th. Sq | <input type="checkbox"/> | <input type="checkbox"/> | 605.00 | 39.93 |
| EB-180DC/120KB 1600 x 1200 Supplier 1 - FSC 410 µ 1.600 x 1.200 mm | 371 | 0.71 | Th. Sq | <input type="checkbox"/> | <input type="checkbox"/> | 605.00 | 430.76 |
| Total | | | | <input type="checkbox"/> | <input type="checkbox"/> | | 510.60 |

Others Raw Material Cost

| Description | Qty | UN | Reviewed | Provided | Cost Unit | Total Cost |
|--------------|--------|------|--------------------------|--------------------------|-----------|---------------|
| UK Standard | 16.00 | each | <input type="checkbox"/> | <input type="checkbox"/> | 3.50 | 56.00 |
| D35436 Outer | 129.00 | each | <input type="checkbox"/> | <input type="checkbox"/> | 1.00 | 129.00 |
| Total | | | <input type="checkbox"/> | <input type="checkbox"/> | | 185.00 |

Transformation Cost

| Process | Activity | Production Group | Rep | In... | Setup Waste | Produ... Waste % | Speed | Cycle Elem | Qty Producing | UN | Fixed Setup | Rep Setup | Producti... Time | Cost Unit | Total Cost |
|---------------|------------------------------|------------------------------|-----|-------|-------------|------------------|--------|------------|---------------|--------|-------------|-----------|------------------|-----------|---------------|
| D35436 19417 | Collate & Pack Collate & Pz | Collate & Pack (Wetherby) | 1 | 1 | 5 | 1.64 % | 13.40 | 1 | 122.00 | each | | | 09:09:00 | 21.75 | 199.01 |
| D33021C Back | Digital Print - Display F 4x | HP Digital Press 17000 (Wet | 1 | 1 | 5 | 2.27 % | 364.00 | 1 | 176.00 | Run | 00:15 | | 00:29:01 | 64.10 | 47.02 |
| D33021C Back | Transport | Transport to Corby | 1 | 1 | | | | 1 | 176.00 | Cycles | 24:00 | | | | |
| D33021C Back | Die Cutting Existing Die | Rabbolini (Corby) | 1 | 1 | 20 | 2.63 % | 300.00 | 1 | 152.00 | Sheet | 00:30 | | 00:30:24 | 58.46 | 58.85 |
| D33021C Back | Hand Work | Hand Stripping (Corby) | 1 | 1 | 20 | 2.33 % | 100.00 | 1 | 129.00 | Sheet | 00:05 | | 01:17:24 | 21.75 | 29.87 |
| D33021B Fron | Digital Print - Display F 4x | HP Digital Press 17000 (Wet | 1 | 1 | 5 | 2.27 % | 364.00 | 1 | 176.00 | Run | 00:15 | | 00:29:01 | 64.10 | 47.02 |
| D33021B Fron | Transport | Transport to Corby | 1 | 1 | | | | 1 | 176.00 | Cycles | 24:00 | | | | |
| D33021B Fron | Die Cutting Existing Die | Rabbolini (Corby) | 1 | 1 | 20 | 2.63 % | 300.00 | 1 | 152.00 | Sheet | 00:30 | | 00:30:24 | 58.46 | 58.85 |
| D33021B Fron | Hand Work | Hand Stripping (Corby) | 1 | 1 | 20 | 2.33 % | 100.00 | 1 | 129.00 | Sheet | 00:05 | | 01:17:24 | 21.75 | 29.87 |
| D35436E Shelf | Die Cutting | Plotter Table Kongsberg (Cor | 1 | 1 | 5 | 9.09 % | 20.00 | 12 | 11.00 | Cycles | 00:15 | | 00:33:00 | 36.01 | 28.81 |
| D35436D Heac | Digital Print - Sample F 4x | HP Digital Press 17000 (Wet | 1 | 1 | 5 | 3.57 % | 364.00 | 6 | 28.00 | Run | 00:15 | | 00:04:37 | 64.11 | 20.96 |
| D35436D Heac | Die Cutting | Plotter Table Kongsberg (We | 1 | 1 | 5 | 4.55 % | 20.00 | 6 | 22.00 | Cycles | 00:10 | | 01:06:00 | 47.67 | 60.38 |
| D33021D Shel | Die Cutting | Plotter Table Kongsberg (Cor | 1 | 1 | 5 | 4.55 % | 20.00 | 6 | 22.00 | Cycles | 00:15 | | 01:06:00 | 36.01 | 48.61 |
| | Total | | | | | | | | | | | | | | 629.25 |

Other Costs

| Process | Description | Qty | UN | Reviewed | Provided | Cost Unit | Total Cost |
|--------------|---|------|--------|--------------------------|--------------------------|-----------|---------------|
| D33021C Back | HP Digital Press 17000 (Wetherby) HP Press 17000 Toner Cost One cycle Cost Unit Activity Quantity | 0.36 | Th. Sq | <input type="checkbox"/> | <input type="checkbox"/> | 215.01 | 76.37 |
| D33021C Back | Transport to Corby Standard Cost Unit Fixed | 1.00 | each | <input type="checkbox"/> | <input type="checkbox"/> | 85.00 | 85.00 |
| D33021B Fron | HP Digital Press 17000 (Wetherby) HP Press 17000 Toner Cost One cycle Cost Unit Activity Quantity | 0.36 | Th. Sq | <input type="checkbox"/> | <input type="checkbox"/> | 215.01 | 76.37 |
| D33021B Fron | Transport to Corby Standard Cost Unit Fixed | 1.00 | each | <input type="checkbox"/> | <input type="checkbox"/> | 85.00 | 85.00 |
| D35436D Heac | HP Digital Press 17000 (Wetherby) HP Press 17000 Toner Cost One cycle Cost Unit Activity Quantity | 0.07 | Th. Sq | <input type="checkbox"/> | <input type="checkbox"/> | 215.07 | 14.04 |
| | Total | | | <input type="checkbox"/> | <input type="checkbox"/> | | 336.78 |

Production Cost

Production Total Cost **1,661.62**

Sale Cost

Rule **Standard**
Sales Type **Standard**

Delivery Method **External Provider**
Qty **122.00**

| Commissions | Original % | Real % | Value | Taxes/ Others Costs | Original % | Real % | Value |
|-------------|------------|--------|-------|---------------------|------------|--------|-------|
|-------------|------------|--------|-------|---------------------|------------|--------|-------|

| | | | | | | | |
|---------------------|--|--|--|------------------|--|--|--|
| Commission Producer | | | | Financial charge | | | |
| Commission Seller | | | | Origination | | | |
| Rebate | | | | Tooling Costs | | | |
| Total | | | | Total | | | |

Sales price

| Product | Destination | Qty | Un | % Margin | \$ Margin | % Value add | \$ Value add | Unit Price | Price x Thousands | Total price | % Target Margin/ Table | Ideal Price/ Table | % Discount |
|--------------------|-------------|--------|------|----------|-----------|-------------|--------------|------------|-------------------|-------------|------------------------|--------------------|------------|
| D35436 19417 Super | Standard | 122.00 | each | 55.51 % | 922.34 | 60.05 % | 1,551.59 | 21.1800 | 21,180.00 | 2,583.96 | 55.51 % | 2,583.96 | |

Product/ Delivery

Net Contribution **Contribution / Price**

| Product | Delivery | Value 1 | % | Value 2 | - |
|----------------------------|----------|---------|---------|----------|---|
| D35436 19417 Superdrug EV2 | Standard | 922.34 | 35.69 % | 2,583.96 | |