

Customer	16316 - Optum				Contact	Accounting (Customer)			
Salesperson	531 - Brown Scott				Estimator				
Agency					Payment Term	49 - Net 40 Days			
Cost Ref Date	09/13/2019 02:23 PM				Title	BriovaRx Specialty Pharmacy eRx Mailing May			
Product	Bound				Currency	US\$ - U.S. Dollar			
Finished format	8.5 x 11"				Remuneration Group	Standard			

Process	Rep	Color	Varnish	Flat Format	Paper Format	Cutting format	Cut	Cycle Elem	Print system	Cycles	Printers	Trimmed Waste	Makerea...
1-sheet (Collat	1	4 x 4	0 x 0	8.5 x 11"	29.5 x 20.812!	29.5 x 20.812!	1/1	5	F/B	685	HP 10K Plus	23.86 %	5.16 %
2-sheets (Colla	1	4 x 0	0 x 0	8.5 x 11"	29.5 x 20.812!	29.5 x 20.812!	1/1	5	1 Side	685	HP 10K Plus	23.86 %	5.16 %

Substrate Cost

Description	Unit Qty	Qty	UN	Reviewed	Provided	Cost Unit	Total Cost
Accent Opaque Txt Super Smooth Wh Digital FSC - 80 # 29.5 x 20.8125" 330 ppi	1,370	141.65	lbs	<input type="checkbox"/>	<input type="checkbox"/>	0.98	138.82
Total				<input type="checkbox"/>	<input type="checkbox"/>		138.82

Others Raw Material Cost

Description	Qty	UN	Reviewed	Provided	Cost Unit	Total Cost
Total			<input type="checkbox"/>	<input type="checkbox"/>		

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
Inserter	Insert 2 Pockets	Flow Master	1	1	15	1.01 %	2,733.90	1	3,255.00	Cycles	01:09		01:11:26	115.43	270.19
1-sheet (Collat	Prepress (Minimum)	Digital Prep with Hard Proof	1	1				5	1.00	each					
1-sheet (Collat	- (Minimum)	issue stock charge	1	1				5	685.00	lbs					
1-sheet (Collat	Digital Print F/B 4x4	HP 10K Plus	1	1	10	1.50 %	1,602.00	5	665.00	Run	00:18		00:24:54	210.00	150.17
1-sheet (Collat	Cut	Polar Cutter	1	1		0.61 %	4,406.70	5	661.00	Cycles	00:12		00:09:00	100.34	35.12
2-sheets (Colla	Prepress (Minimum)	Digital Prep with Hard Proof	1	1				5	1.00	each					
2-sheets (Colla	- (Minimum)	issue stock charge	1	1				5	685.00	lbs					
2-sheets (Colla	Digital Print F 4x0	HP 10K Plus	1	1	10	1.50 %	3,000.00	5	665.00	Run	00:18		00:13:18	210.00	109.55
2-sheets (Colla	Cut	Polar Cutter	1	1		0.61 %	4,406.70	5	661.00	Cycles	00:12		00:09:00	100.34	35.12
Data Processin	-	Additional 1/2 hr DP/Prograr	1	1			6,606.00	1	3,303.00	Cycles			00:30:00		
Data Processin	-	Basic Data Processing	1	1			3,303.00	1	3,303.00	Cycles			01:00:00	138.96	138.96
Data Processin	-	Mail Handling / Drop	1	1			6,606.00	1	3,303.00	Cycles			00:30:00		
	Total														739.11

Other Costs

Process	Description	Qty	UN	Reviewed	Provided	Cost Unit	Total Cost
1-sheet (Collat	Digital Prep with Hard Proof Color Proof Cost Unit (in transformation) Fixed	2.00	each	<input type="checkbox"/>	<input type="checkbox"/>	7.58	15.15
1-sheet (Collat	Digital Prep with Hard Proof Digital Content Proof MR Cost Unit (in transformation) Fixed	1.00	each	<input type="checkbox"/>	<input type="checkbox"/>	8.70	8.70
1-sheet (Collat	Digital Prep with Hard Proof Digital Content Proof per sq inch Cost Unit (in transformation) Fixed	241,289.36	each	<input type="checkbox"/>	<input type="checkbox"/>	0.08	19,708.90
1-sheet (Collat	Digital Prep with Hard Proof PDF Proof Cost Unit (in transformation) Fixed	1.00	each	<input type="checkbox"/>	<input type="checkbox"/>	16.23	16.23
1-sheet (Collat	Digital Prep with Hard Proof Preflight Cost Unit (in transformation) Fixed (Minimum)	1.00	each	<input type="checkbox"/>	<input type="checkbox"/>	36.75	36.75
1-sheet (Collat	Digital Prep with Hard Proof Proof Delivery Cost Unit (in transformation) Fixed (Minimum)	1.00	each	<input type="checkbox"/>	<input type="checkbox"/>	31.44	31.44
1-sheet (Collat	issue stock charge per pound Cost Unit Activity Quantity (Minimum)	70.83	lbs	<input type="checkbox"/>	<input type="checkbox"/>	0.07	5.00
1-sheet (Collat	HP 10K Plus Cost per click (color) HP Cost unit (not in transformation) Activity Quantity + waste	5,489.00	each	<input type="checkbox"/>	<input type="checkbox"/>	0.02	108.22
2-sheets (Colla	Digital Prep with Hard Proof Color Proof Cost Unit (in transformation) Fixed	1.00	each	<input type="checkbox"/>	<input type="checkbox"/>	7.57	7.57
2-sheets (Colla	Digital Prep with Hard Proof Digital Content Proof MR Cost Unit (in transformation) Fixed	1.00	each	<input type="checkbox"/>	<input type="checkbox"/>	8.70	8.70
2-sheets (Colla	Digital Prep with Hard Proof Digital Content Proof per sq inch Cost Unit (in transformation) Fixed	120,644.68	each	<input type="checkbox"/>	<input type="checkbox"/>	0.08	9,854.45
2-sheets (Colla	Digital Prep with Hard Proof PDF Proof Cost Unit (in transformation) Fixed	1.00	each	<input type="checkbox"/>	<input type="checkbox"/>	16.23	16.23
2-sheets (Colla	Digital Prep with Hard Proof Preflight Cost Unit (in transformation) Fixed (Minimum)	1.00	each	<input type="checkbox"/>	<input type="checkbox"/>	36.75	36.75
2-sheets (Colla	Digital Prep with Hard Proof Proof Delivery Cost Unit (in transformation) Fixed (Minimum)	1.00	each	<input type="checkbox"/>	<input type="checkbox"/>	31.44	31.44
2-sheets (Colla	issue stock charge per pound Cost Unit Activity Quantity (Minimum)	70.83	lbs	<input type="checkbox"/>	<input type="checkbox"/>	0.07	5.00
2-sheets (Colla	HP 10K Plus Cost per click (color) HP Cost unit (not in transformation) Activity Quantity + waste	2,740.00	each	<input type="checkbox"/>	<input type="checkbox"/>	0.02	64.12
Data Processin	Additional 1/2 hr DP/Programming cost per unit Cost Unit (in transformation) Fixed	1.00	each	<input type="checkbox"/>	<input type="checkbox"/>	81.15	81.15
Data Processin	Mail Handling / Drop Cost per each Cost Unit (in transformation) Fixed	1.00	each	<input type="checkbox"/>	<input type="checkbox"/>	54.10	54.10
	Total			<input type="checkbox"/>	<input type="checkbox"/>		30,109.91

Production Cost

Production Total Cost 30,987.85

Sale Cost

Rule	Standard				Delivery Method	FOB JR Dock			
Sales Type	Standard				Qty	3,255.00			

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

Customer Add Ons				Financial charge			
Labor Factor							
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
Inserter	Standard	3,255.00	each	0.22 %	69.30	98.93 %	30,725.98	9.5414	9,541.37	31,057.15	0.22 %	31,057.15	

Product/ Delivery		Mailing Pricing Breakdown /				Weight Pounds /				
Product	Delivery	Value 1	%	Value 2	-	Quantity	Unit	Value 1	Value 2	
Inserter	Standard	274.24				142.54	lbs			

Product/ Delivery		Minimum Price - /			
Product	Delivery	Value 1	%	Value 2	-
Inserter	Standard	31,057.15			