

| | | | | | | | | | | | |
|-----------------|--|--|--|--|--|--------------------|--------------------------|--|--|--|--|
| Customer | 6171 - Briova RX Infusion/Unitedhealth | | | | | Contact | Aggie Sabala (Customer) | | | | |
| Salesperson | 531 - Brown Scott | | | | | Estimator | | | | | |
| Agency | | | | | | Payment Term | 49 - Net 40 Days | | | | |
| Cost Ref Date | 09/13/2019 04:42 PM | | | | | Title | BriovaRx Training Binder | | | | |
| Product | Sheets / Envelope - Convert | | | | | Currency | US\$ - U.S. Dollar | | | | |
| Finished format | 11 x 11.75" | | | | | Remuneration Group | Standard | | | | |

| Process | Rep | Color | Varnish | Flat Format | Paper Format | Cutting format | Cut | Cycle Elem | Print system | Cycles | Printers | Trimmed Waste | Makerea... |
|----------------|-----|-------|---------|-------------|--------------|----------------|-----|------------|--------------|--------|--------------|---------------|------------|
| Content Sheet: | 1 | 4 x 0 | 0 x 0 | 8.5 x 11" | 13 x 19" | 13 x 19" | 1/1 | 2 | 1 Side | 24 | Versafire CV | 24.29 % | 60.00 % |
| Front & Spine | 1 | 4 x 0 | 0 x 0 | 11 x 11.75" | 19 x 13" | 13 x 19" | 1/1 | 1 | 1 Side | 41 | Versafire CV | 47.67 % | 36.67 % |

Substrate Cost

| Description | Unit Qty | Qty | UN | Reviewed | Provided | Cost Unit | Total Cost |
|---|----------|------|-----|--------------------------|--------------------------|-----------|------------|
| Astrobrights Text Smooth "COLORS" 10%PCW FSC - 70 # 8.5 x 11" 370 ppi | 500 | 6.89 | lbs | <input type="checkbox"/> | <input type="checkbox"/> | 1.78 | 12.25 |
| Blazer Satin Cover Digital FSC - 100 # 19 x 13" 200 ppi | 41 | 3.89 | lbs | <input type="checkbox"/> | <input type="checkbox"/> | 0.83 | 3.23 |
| Blazer Satin Text Digital FSC - 80 # 13 x 19" 500 ppi | 24 | 1.00 | lbs | <input type="checkbox"/> | <input type="checkbox"/> | 0.77 | 0.77 |
| Total | | | | <input type="checkbox"/> | <input type="checkbox"/> | | 16.25 |

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 |
|----------------|---------------------|--------------------|-----|-------|-------------|------------------|----------|------------|---------------|--------|-------------|-----------|------------------|-----------|------------|
| Kit | Drill Standard | Drill | 1 | 1 | 4 | | 2,109.10 | 1 | 30.00 | Cycles | 00:15 | | 00:00:51 | 84.02 | 22.20 |
| Kit | Hand work Standard | Hand Work | 1 | 1 | | | 166.70 | 1 | 30.00 | Cycles | | | 00:10:48 | 58.33 | 10.50 |
| White (3) Ring | - (Minimum) | issue stock charge | 1 | 1 | | | | 1 | 34.00 | lbs | | | | | |
| Tab Sheets - 4 | Mac Assembly | Mac Assembly | 1 | 1 | | | 2.00 | 1 | 1.00 | Cycles | | | 00:30:00 | | |
| Tab Sheets - 4 | - (Minimum) | issue stock charge | 1 | 1 | | | | 1 | 34.00 | lbs | | | | | |
| Content Sheet: | Mac Assembly | Mac Assembly | 1 | 1 | | | 2.00 | 2 | 1.00 | Cycles | | | 00:30:00 | | |
| Content Sheet: | Prepress (Minimum) | Digital Prep | 1 | 1 | | | | 2 | 1.00 | each | | | | | |
| Content Sheet: | - (Minimum) | issue stock charge | 1 | 1 | | | | 2 | 24.00 | lbs | | | | | |
| Content Sheet: | Digital Print F 4x0 | Versafire CV | 1 | 1 | 5 | 5.56 % | 1,301.30 | 2 | 18.00 | Run | 00:18 | 00:06 | 00:00:50 | 117.51 | 48.63 |
| Content Sheet: | Cut | Polar Cutter | 1 | 1 | | 5.88 % | 113.40 | 2 | 17.00 | Cycles | 00:15 | | 00:09:00 | 100.35 | 40.14 |
| Front & Spine | Prepress (Minimum) | Digital Prep | 1 | 1 | | | | 1 | 1.00 | each | | | | | |
| Front & Spine | - (Minimum) | issue stock charge | 1 | 1 | | | | 1 | 41.00 | lbs | | | | | |
| Front & Spine | Digital Print F 4x0 | Versafire CV | 1 | 1 | 5 | 2.86 % | 1,522.50 | 1 | 35.00 | Run | 00:18 | 00:06 | 00:01:23 | 117.52 | 49.71 |
| Front & Spine | Cut | Polar Cutter | 1 | 1 | | 2.94 % | 226.70 | 1 | 34.00 | Cycles | 00:15 | | 00:09:00 | 100.35 | 40.14 |
| | Total | | | | | | | | | | | | | | 211.32 |

Outsourcing Cost

| Process | Activity | Production Group | Description | Rep | Cycle Elem | Setup Was... | Produ... Waste % | Qty Produ... | UN | Revie... | Cost Unit | Total Cost | Notes |
|----------------|-------------|------------------|---------------------------------------|-----|------------|--------------|------------------|--------------|-------|--------------------------|-----------|------------|--------------------------|
| White (3) Ring | Outsourcing | Outside 3 | Outside 3 cost m Avery Durable View | 1 | 1 | | | 0.03 | Thous | <input type="checkbox"/> | 1.00 | 0.03 | <input type="checkbox"/> |
| Tab Sheets - 4 | Outsourcing | Outside 1 | Outside 1 cost m Laser Print | 1 | 1 | | 8.82 % | 0.03 | Thous | <input type="checkbox"/> | 1.00 | 0.03 | <input type="checkbox"/> |
| Tab Sheets - 4 | Outsourcing | Outside 1 | Internal Freight - Less than 10,000 l | 1 | 1 | | 8.82 % | 1.48 | ⚠ Kg | <input type="checkbox"/> | 117.45 | 174.00 | <input type="checkbox"/> |
| Tab Sheets - 4 | Outsourcing | Outside 3 | Outside 3 cost m Avery Index Divide | 1 | 1 | | | 0.03 | Thous | <input type="checkbox"/> | 1.00 | 0.03 | <input type="checkbox"/> |
| | Total | | | | | | | | | <input type="checkbox"/> | | 174.09 | <input type="checkbox"/> |

Other Costs

| Process | Description | Qty | UN | Reviewed | Provided | Cost Unit | Total Cost |
|----------------|---|--------|------|--------------------------|--------------------------|-----------|------------|
| White (3) Ring | issue stock charge per pound Cost Unit Activity Quantity (Minimum) | 6.80 | lbs | <input type="checkbox"/> | <input type="checkbox"/> | 0.75 | 5.13 |
| Tab Sheets - 4 | Mac Assembly cost hour Cost Unit (in transformation) Fixed | 0.50 | each | <input type="checkbox"/> | <input type="checkbox"/> | 110.32 | 55.16 |
| Tab Sheets - 4 | issue stock charge per pound Cost Unit Activity Quantity (Minimum) | 1.56 | lbs | <input type="checkbox"/> | <input type="checkbox"/> | 0.75 | 1.18 |
| Content Sheet: | Digital Prep PDF Proof Cost Unit (in transformation) Fixed | 1.00 | each | <input type="checkbox"/> | <input type="checkbox"/> | 16.23 | 16.23 |
| Content Sheet: | Digital Prep Preflight Cost Unit (in transformation) Fixed (Minimum) | 1.00 | each | <input type="checkbox"/> | <input type="checkbox"/> | 24.50 | 24.50 |
| Content Sheet: | Digital Prep Proof Delivery Cost Unit (in transformation) Fixed (Minimum) | 1.00 | each | <input type="checkbox"/> | <input type="checkbox"/> | 31.44 | 31.44 |
| Content Sheet: | Mac Assembly cost hour Cost Unit (in transformation) Fixed | 1.00 | each | <input type="checkbox"/> | <input type="checkbox"/> | 110.32 | 110.32 |
| Content Sheet: | issue stock charge per pound Cost Unit Activity Quantity (Minimum) | 1.00 | lbs | <input type="checkbox"/> | <input type="checkbox"/> | 0.75 | 0.75 |
| Content Sheet: | Versafire CV Cost per click (color) Versafire Cost unit (not in transformation) Activity Quantity + was | 96.00 | each | <input type="checkbox"/> | <input type="checkbox"/> | 0.01 | 1.25 |
| Front & Spine | Digital Prep PDF Proof Cost Unit (in transformation) Fixed | 1.00 | each | <input type="checkbox"/> | <input type="checkbox"/> | 16.23 | 16.23 |
| Front & Spine | Digital Prep Preflight Cost Unit (in transformation) Fixed (Minimum) | 1.00 | each | <input type="checkbox"/> | <input type="checkbox"/> | 24.50 | 24.50 |
| Front & Spine | Digital Prep Proof Delivery Cost Unit (in transformation) Fixed (Minimum) | 1.00 | each | <input type="checkbox"/> | <input type="checkbox"/> | 31.44 | 31.44 |
| Front & Spine | issue stock charge per pound Cost Unit Activity Quantity (Minimum) | 3.89 | lbs | <input type="checkbox"/> | <input type="checkbox"/> | 0.75 | 2.94 |
| Front & Spine | Versafire CV Cost per click (color) Versafire Cost unit (not in transformation) Activity Quantity + was | 164.00 | each | <input type="checkbox"/> | <input type="checkbox"/> | 0.01 | 2.13 |
| | Total | | | <input type="checkbox"/> | <input type="checkbox"/> | | 323.20 |

Production Cost

Production Total Cost 724.88

Sale Cost

Rule Standard

Sales Type Standard

Delivery Method FOB JR Dock

Qty 30.00

| Commissions | Original % | Real % | Value |
|------------------|------------|--------|-------|
| Customer Add Ons | | | |
| Labor Factor | | | |
| Total | | | |

| Taxes/ Others Costs | Original % | Real % | Value |
|---------------------|------------|--------|-------|
| Financial charge | | | |

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 |
|---------|-------------|-------|------|----------|-----------|-------------|--------------|------------|-------------------|-------------|------------------------|--------------------|------------|
| Kit | Standard | 30.00 | each | 0.55 % | 4.02 | 73.42 % | 535.16 | 24.2967 | 24,296.67 | 728.90 | 0.55 % | 728.90 | |

Product/ Delivery

Mailing Pricing Breakdown /

Weight Pounds /

| Product | Delivery |
|---------|----------|
| Kit | Standard |

| Value 1 | % | Value 2 | - |
|---------|---|---------|---|
| | | | |

| Quantity | Unit | Value 1 | Value 2 | |
|----------|------|---------|---------|--|
| 9.76 | lbs | | | |

Product/ Delivery

Minimum Price - /

| Product | Delivery |
|---------|----------|
| Kit | Standard |

| Value 1 | % | Value 2 | - |
|---------|---|---------|---|
| 728.90 | | | |