



mitchell





Mitchell **GlassMate**[®]

Auto glass software

Using Cost-Based Price Profiles

A decorative graphic at the bottom of the slide consists of a blue wave that curves upwards from left to right. Overlaid on this wave are several light blue, rounded square shapes of varying sizes and positions, some overlapping each other.

We (m)power better outcomes.

Using Cost Based Price Profiles

GlassMate now offers a price profile that will calculate the final part price using the actual cost paid for the part.

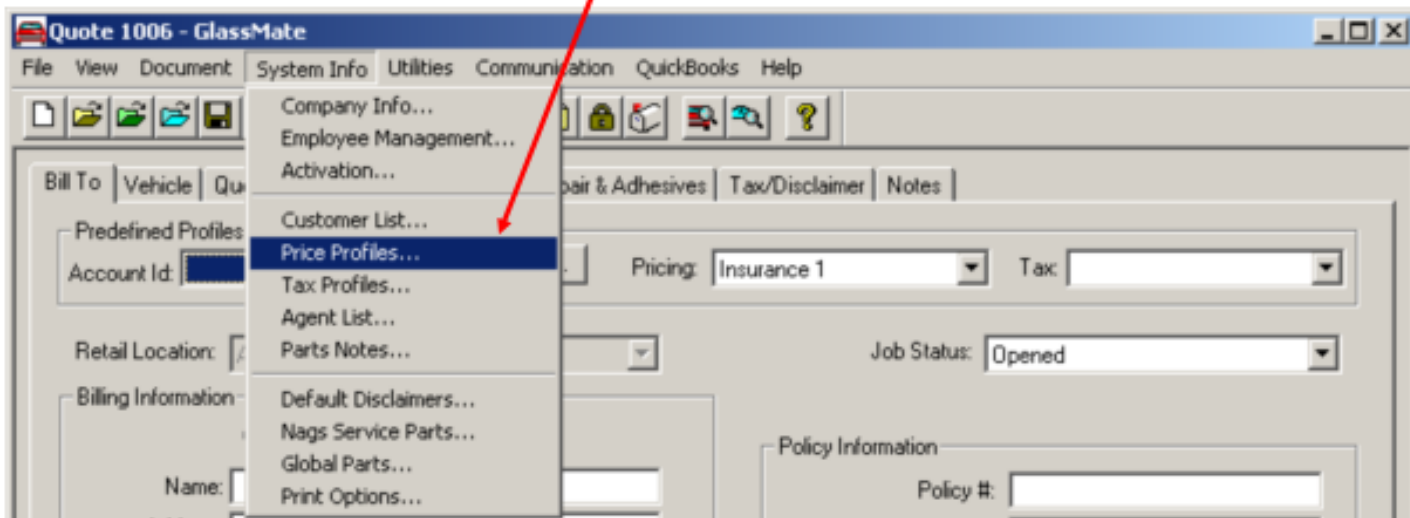
This tutorial will teach you how to create and use a cost-based price profile, using the following steps:

- Step 1: Create a cost based price profile for glass and hardware
- Step 2: Create a quote using the new price profile
- Step 3: Enter your cost for the part
- Step 4: See how the quote is calculated using the new price profile.
- Step 5: Create a cost-based price profile for glass, list price for hardware
- Step 6: See how the quote changes using the second price profile

* Throughout this example, various examples of part and labor costs will be utilized, as well as sample add-ons and mark-ups. These values are for purely illustrative purposes and are not intended to suggest or otherwise indicate prevailing market conditions.

Creating a Cost Based Price Profile (1 of 5)

From the *System Info* menu, choose *Price Profiles...*



On the Price Profile screen, Select the *New* button.

Creating a Cost Based Price Profile (2 of 5)

In the *Name* box, enter the name **CostBased1**.

The screenshot shows a dialog box titled "Price Profile Information" with four tabs: "Name", "Price Profile", "Repair & Adhesives", and "Special Pricing". The "Name" tab is active. The "Profile Name" field contains the text "CostBased1". The "Profile Effective Date" is set to "12/27/2006". There are two sections for pricing types: "Glass Pricing Type" and "Hardware Pricing Type". Each section has two radio buttons: "NAGS Based" and "Cost Based". In both sections, the "Cost Based" radio button is selected. At the bottom of the dialog are "OK", "Cancel", and "Help" buttons. Three red arrows originate from the text below: one points to the "Profile Name" field, and two point to the "Cost Based" radio buttons in the "Glass Pricing Type" and "Hardware Pricing Type" sections.

For both the *Glass Pricing Type* and the *Hardware Pricing Type*, choose **Cost Based**. This means that glass and hardware will both use your cost to calculate the final quoted price. Now click on the **Price Profile** tab.

Creating a Cost Based Price Profile (3 of 5)

The screenshot shows a software dialog box titled "Price Profile Information" with a close button (X) in the top right corner. The dialog has three tabs: "Price Profile", "Repair & Adhesives", and "Special Pricing". The "Price Profile" tab is selected.

Labor Rates

	Rate	Type	Max Hrs.	Charge	Type	Base+Alt?
Windshield	\$50.00	Hourly	0.000	\$0.00	Hourly	<input type="checkbox"/>
Back Glass	\$50.00	Hourly	0.000	\$0.00	Hourly	<input type="checkbox"/>
Tempered	\$50.00	Hourly	0.000	\$0.00	Hourly	<input type="checkbox"/>

Price Calculation

	Initial \$ Add On	Adjustment %	Final \$ Add On
Aftermarket Glass:	<input type="text" value="0"/>	<input type="text" value="0"/>	<input type="text" value="0"/>
OEM Glass:	<input type="text" value="0"/>	<input type="text" value="0"/>	<input type="text" value="0"/>
Hardware:	<input type="text" value="0"/>	<input type="text" value="0"/>	<input type="text" value="0"/>

Pricing Examples

Part Cost:	<input type="text"/>
Alt. Glass Price:	<input type="text"/>
OEM Glass Price:	<input type="text"/>
Hardware Price:	<input type="text"/>

At the bottom of the dialog are three buttons: "OK", "Cancel", and "Help".

Enter your labor information in the top section of the screen. Labor calculations are unchanged from 'Standard' price profiles. The next slide will examine the bottom section in greater detail.

Later examples will use the \$50 hourly rate to demonstrate calculations.

Creating a Cost Based Price Profile (3 of 5)

Now we will look at the bottom section of the screen where you can determine how your cost is converted into a quoted part price.

	Initial \$ Add On	Adjustment %	Final \$ Add On	Pricing Examples
Aftermarket Glass:	<input type="text" value="0"/>	<input type="text" value="0"/>	<input type="text" value="0"/>	Part Cost: <input type="text"/>
OEM Glass:	<input type="text" value="0"/>	<input type="text" value="0"/>	<input type="text" value="0"/>	Alt. Glass Price: <input type="text"/>
Hardware:	<input type="text" value="0"/>	<input type="text" value="0"/>	<input type="text" value="0"/>	OEM Glass Price: <input type="text"/>
				Hardware Price: <input type="text"/>

For each part type: Aftermarket glass, OEM Glass, and Hardware, you can set the amount you wish to mark up a part. This is accomplished by adding a flat dollar amount (the **Initial \$ Add-On**), then adding a percentage (**Adjustment %**), then another flat amount (**Final \$ Add-On**). While you may wish to use all three of these, you may want as few as one. The next screens will show some examples, but the 'formula' applied to your cost is:

$$(((\text{Your Cost}] + [\text{Initial \$ Add On}]) * [\text{Adjustment}]) + [\text{Final Add On}])$$

A few examples will make this easy to understand, especially if you only use one or two of the values.

Creating a Cost Based Price Profile (4 of 5)

Here is an example where we have set different values for each part type. Note the handy calculator to the right that tells you the quoted price for each type, based on the values entered.

Price Calculation			Pricing Examples	
	Initial \$ Add On	Adjustment %	Final \$ Add On	
Aftermarket Glass:	100	0	0	Part Cost: 100
OEM Glass:	0	50	0	Aft. Glass Price: 200.00
Hardware:	50	25	25	OEM Glass Price: 150.00
				Hardware Price: 212.50

For Aftermarket glass, we simply said 'Add \$100'. So a part with a cost of \$100 will be quoted at \$200. We could just as easily have put this into the **Final \$ Add-On**.

For OEM glass, we simply said add 50%. So our \$100 part gets quoted at \$150.

For hardware, we used all three. We start by adding \$50 to our part cost of \$100 to get \$150. Then we mark that up 25% to get to \$187.50. Finally, we add another \$25 to get to our final quoted price of \$212.50.

Use the calculator freely to determine what pricing strategy fits your business needs.

Creating a Cost Based Price Profile (5 of 5)

Important Tips

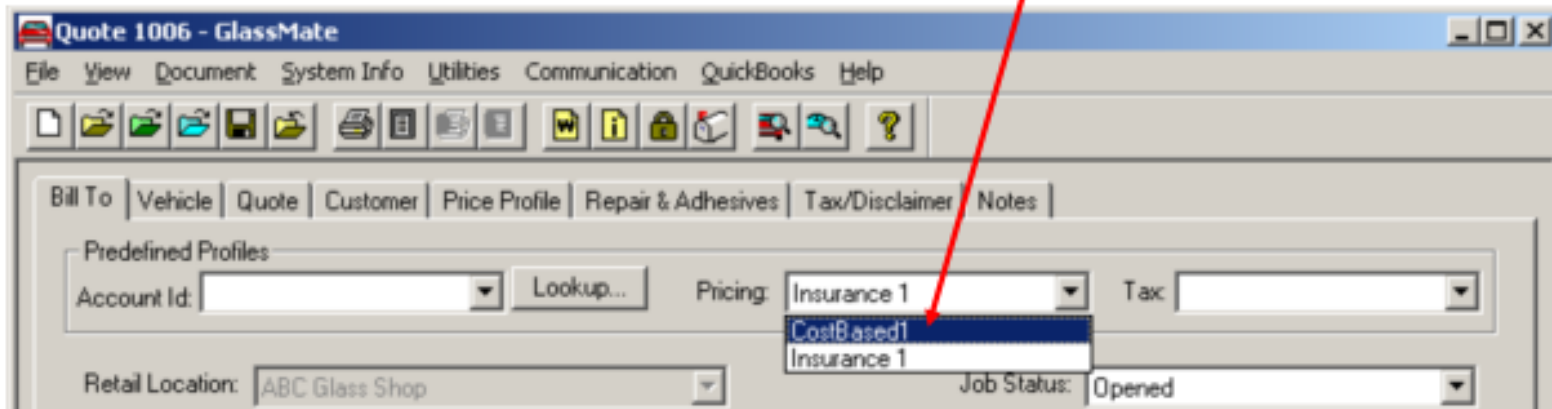
- Note that the Repair & Adhesives and Special Pricing tabs work exactly the same way for all price profile types.
- If you want to use a different formula for more expensive parts, you can create a price profile for each price range that is different. For example, you may use one markup for parts that cost less than \$100, a different one for parts that cost between \$100 and \$500, and yet another for parts over \$500. Once you have determined your cost, you can simply choose the correct price profile for the part price and GlassMate will automatically recalculate your quote.
- See the second half of this tutorial if you want to use your cost for glass, but use the published list prices from the NAGS database when quoting hardware, such as moldings.

Create a Quote with the New Price Profile (1 of 3)

Now we will create a quote for a 2002 Chevrolet Silverado C1500 Standard Cab windshield.

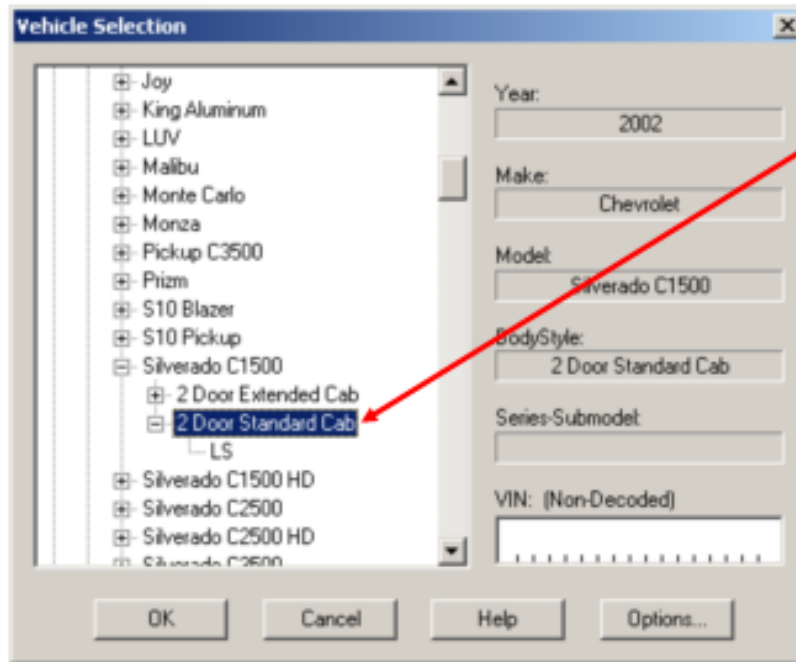
Click File->New to start a new document.

On the Bill-To tab, select the CostBased1 price profile from the drop down.



Create a Quote with the New Price Profile (2 of 3)

Select the Vehicle tab and choose the 2002 Chevrolet Silverado C1500 Standard Cab.



Now we are looking at the Quote tab.

Create a Quote with the New Price Profile (3 of 3)

Add the DW01341GBYN to the quote.

Qty	Parts/Service	Description	Item Cost	List Price	Marku	Net Price	Labor Hours	Labor Amt	Total Amt.
1	DW01341GB	Green Tint/Blue Shade	\$0.00	\$100.00	-46.98	\$100.00	2.20	\$110.00	\$210.00

NUM \$210.00 \$0.00 \$210.00

Three important things to notice:

1. Item cost is \$0 because it hasn't been filled in yet.
2. The NAGS list price is grayed out because it is not being used to calculate the final part price.
3. The net price is \$100 because we said to add \$100 to the cost—which is \$0.

Entering Your Part Cost

Now click on the \$0 item cost (or right-click on the line and choose Item Cost).

Qty	Parts/Servi	Description	Item Cost	List Price	Mark	Net Price	Labor Hours	Labor Amt	Total Amt.
1	DW01341Gf	Green Tint/Blue Shade	\$0.00	\$198.60	-46.98	\$100.00	2.20	\$110.00	\$210.00

The Item Cost screen appears. If you have configured suppliers, you can choose who is supplying the part; otherwise, you can just leave the supplier as <Other>.

Item Cost

Part #: DW01341GBYN

Description: Green Tint/Blue Shade

Supplier: <Other>

Cost: 100

Supplier Part #: DW1341GBY

Supplier Description:

Mfr/Trademark:

Notes: Will be delivered by 5

OK Cancel

For this example, we will set the cost to \$100, enter a note, and click OK.

See How the Quote is Calculated

Now when we look at our quote line, we see that the cost is \$100; the net part price is \$200; and the line item total, with labor, is \$310.

Qty	Parts/Service	Description	Item Cost	List Price	Markup	Net Price	Labor Hours	Labor Amt	Total Amt.
1	DW01341GB\	Green Tint/Blue Shade	\$100.00	\$188.60	6.04	\$200.00	2.20	\$110.00	\$310.00

Now, if for the adhesive, we used \$20 as the price regardless of cost, and for the two moldings, we apply our price profile.

Repeat these steps to enter our cost of \$50 each for the left and right; remember, our profile said add \$50, then 25%, then \$25, so each molding is \$150.

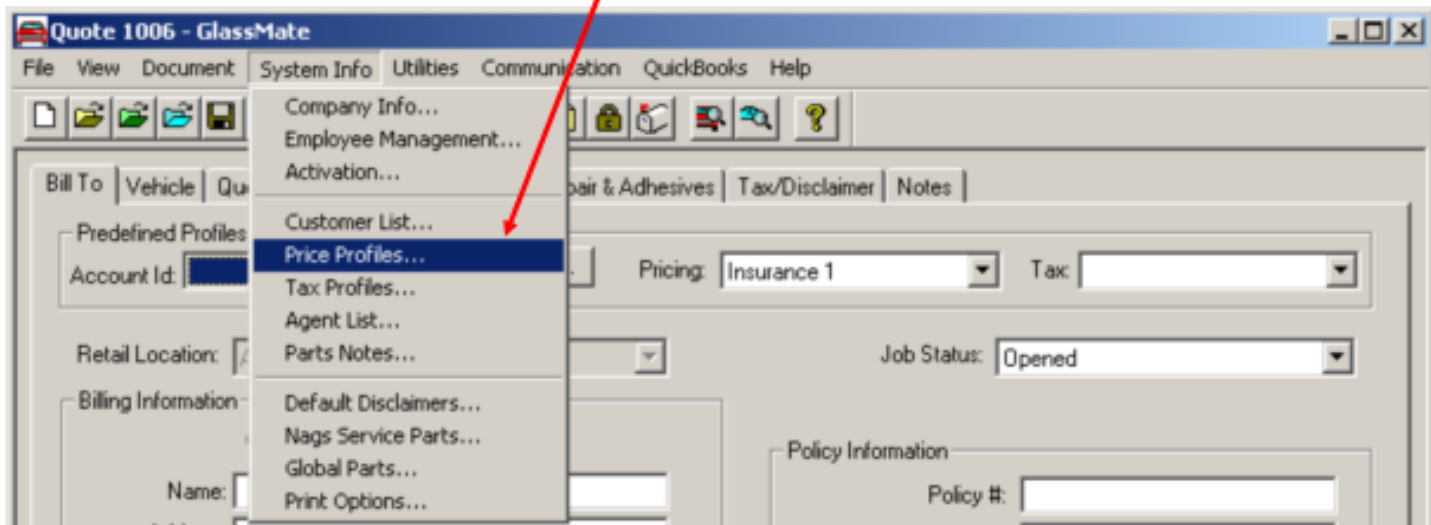
Thus the final quoted price for the work is \$630 before taxes.

Qty	Parts/Service	Description	Item Cost	List Price	Markup	Net Price	Labor Hours	Labor Amt	Total Amt.
1	DW01341GB\	Green Tint/Blue Shade	\$100.00	\$188.60	6.04	\$200.00	2.20	\$110.00	\$310.00
1	HAH000004	2.0 Adhesive (Urethane,Dan	\$0.00	\$56.00	-64.29	\$20.00	0.00	\$0.00	\$20.00
1	15131200	Moulding	\$50.00	\$26.40	468.18	\$150.00	0.00	\$0.00	\$150.00
1	15131201	Moulding	\$50.00	\$26.40	468.18	\$150.00	0.00	\$0.00	\$150.00

NUM \$630.00 \$0.00 \$630.00

Creating a Cost Based Price Profile with Published Hardware Pricing

From the *System Info* menu, choose *Price Profiles...*



On the Price Profile screen, Select the *New* button.

Creating a Cost Based Price Profile with Published Hardware Pricing

In the *Name* box, enter the name **CostBased2**.

The screenshot shows a dialog box titled "Price Profile Information" with four tabs: "Name", "Price Profile", "Repair & Adhesives", and "Special Pricing". The "Name" tab is active. It contains the following fields and options:

- Profile Name:
- Profile Effective Date:
- Glass Pricing Type:
 - NAGS Based
 - Cost Based
- Hardware Pricing Type:
 - NAGS Based
 - Cost Based

At the bottom of the dialog are three buttons: "OK", "Cancel", and "Help".

For the *Glass Pricing Type* choose **Cost Based**. This means that glass use your cost to calculate the final quoted price. For Hardware, choose **NAGS Based**. Now click on the **Price Profile** tab.

Creating a Cost Based Price Profile with Published Hardware Pricing

We will use the same values as our previous example for glass pricing.

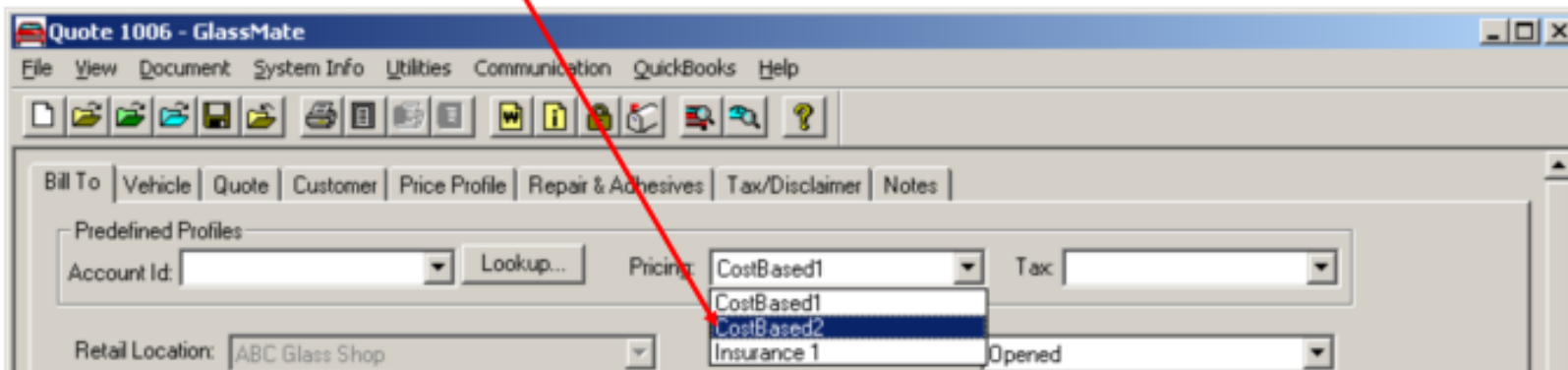
Price Calculation			Pricing Examples	
	Initial \$ Add On	Adjustment %	Final \$ Add On	
Aftermarket Glass:	<input type="text" value="100"/>	<input type="text" value="0"/>	<input type="text" value="0"/>	Part Cost: <input type="text"/>
OEM Glass:	<input type="text" value="0"/>	<input type="text" value="50"/>	<input type="text" value="0"/>	Aft. Glass Price: <input type="text"/>
		Adjustment %		OEM Glass Price: <input type="text"/>
OEM Hardware:		<input type="text" value="-5"/>		
AfterMarket Hardware:		<input type="text" value="-15"/>		

Now we are asked to enter the adjustment % from the list price to determine the final hardware price. Remember that negative adjustments are a discount, positive is a markup. In this example, we will indicate that OEM hardware gets discounted 5% and aftermarket is discounted 15%.

Populate the labor and Repair & Adhesive profiles just as you would for any other profile, and choose 'OK' to save the profile. Then click 'Done' to return to GlassMate.

See How the Quote Changes with List Hardware Pricing

Now, using the same quote for the Silverado, go to the Bill To tab and choose the CostBased2 price profile.



Now look at the Quote Tab and let's look at the Hardware Pricing. These were dealer moldings so they had the 5% discount applied; now they are \$25.08 each, and the total quote is \$416.16.

Qty	Parts/Service	Description	Item Cost	List Price	Markup	Net Price	Labor Hours	Labor Amt	Total Amt.
1	DW01341GB	Green Tint/Blue Shade	\$100.00	\$189.60	6.04	\$200.00	2.20	\$110.00	\$310.00
1	HAH000004	2.0 Adhesive (Urethane,Dan	\$0.00	\$56.00	0.00	\$56.00	0.00	\$0.00	\$56.00
1	15131200	Moulding	\$50.00	\$26.40	-5.00	\$25.08	0.00	\$0.00	\$25.08
1	15131201	Moulding	\$50.00	\$26.40	-5.00	\$25.08	0.00	\$0.00	\$25.08

NUM \$416.16 \$0.00 \$416.16



(m)powering better outcomes

