

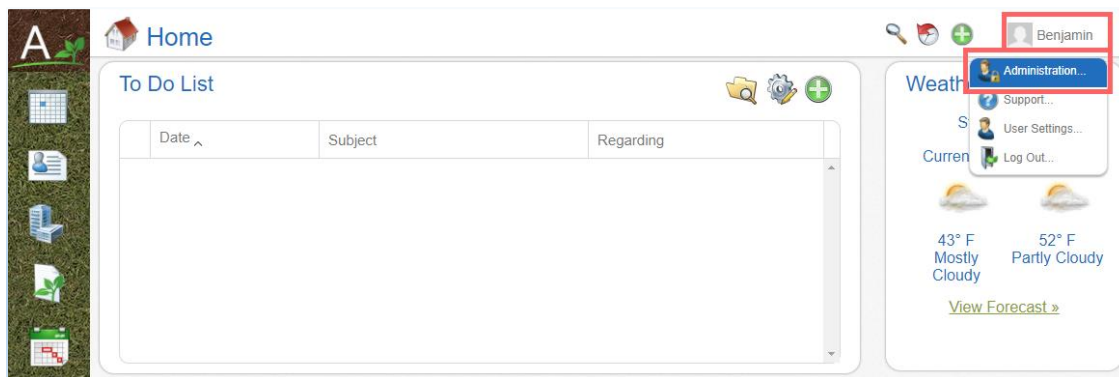
Managing Pricing

Purpose: Aspire marks up Costs (labor, material, etc.). Aspire supports the MORS (Multiple Overhead Recovery System).

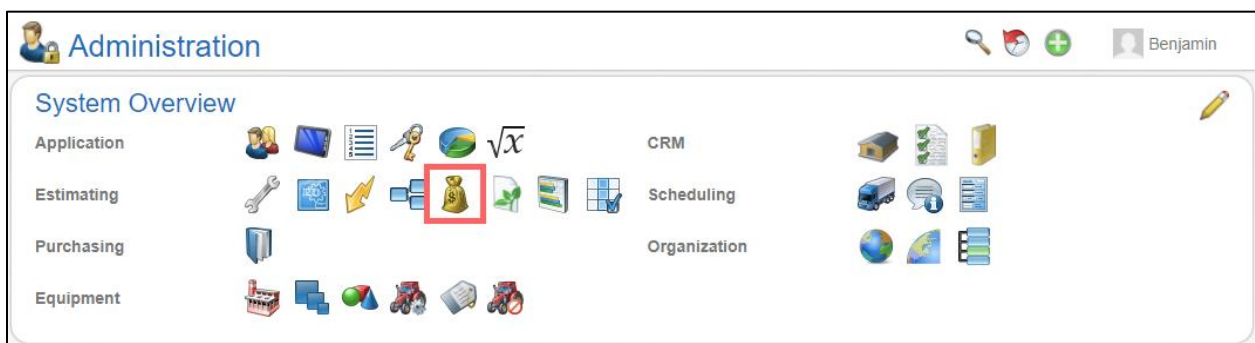
Prerequisites:

1. Admin access
2. Branch Admin access


To purchase an item, follow these steps:














1. Hover over the username and select Admin.



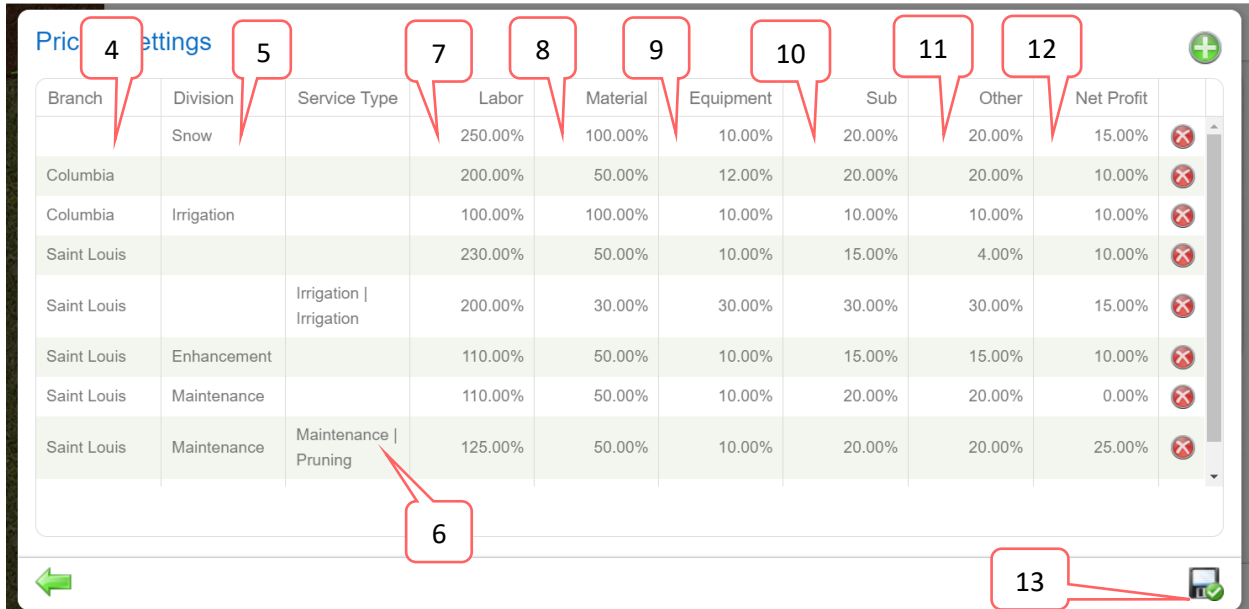
2. Select Manage Pricing.

Pricing Settings 

| Branch | Division | Service Type | Labor | Material | Equipment | Sub | Other | Net Profit | |
|-------------|-------------|-------------------------|---------|----------|-----------|--------|--------|------------|-------------------------------------------------------------------------------------|
| | | Irrigation Irrigation | 200.00% | 30.00% | 30.00% | 30.00% | 30.00% | 15.00% |  |
| | | Snow Snow | 250.00% | 100.00% | 10.00% | 20.00% | 20.00% | 15.00% |  |
| | Snow | | 250.00% | 100.00% | 10.00% | 20.00% | 20.00% | 15.00% |  |
| Columbia | | | 200.00% | 50.00% | 12.00% | 20.00% | 20.00% | 10.00% |  |
| Columbia | Irrigation | | 100.00% | 100.00% | 10.00% | 10.00% | 10.00% | 10.00% |  |
| Saint Louis | | | 230.00% | 50.00% | 10.00% | 15.00% | 4.00% | 10.00% |  |
| Saint Louis | Enhancement | | 110.00% | 50.00% | 10.00% | 15.00% | 15.00% | 10.00% |  |
| Saint Louis | Maintenance | | 110.00% | 50.00% | 10.00% | 20.00% | 20.00% | 25.00% |  |
| Springfield | Maintenance | | 200.00% | 65.00% | 12.00% | 15.00% | 30.00% | 18.00% |  |

3. Select the Green plus to add a new Pricing Settings.



| Branch | Division | Service Type | Labor | Material | Equipment | Sub | Other | Net Profit | |
|-------------|-------------|-------------------------|---------|----------|-----------|--------|--------|------------|---|
| | Snow | | 250.00% | 100.00% | 10.00% | 20.00% | 20.00% | 15.00% | ✖ |
| Columbia | | | 200.00% | 50.00% | 12.00% | 20.00% | 20.00% | 10.00% | ✖ |
| Columbia | Irrigation | | 100.00% | 100.00% | 10.00% | 10.00% | 10.00% | 10.00% | ✖ |
| Saint Louis | | | 230.00% | 50.00% | 10.00% | 15.00% | 4.00% | 10.00% | ✖ |
| Saint Louis | | Irrigation Irrigation | 200.00% | 30.00% | 30.00% | 30.00% | 30.00% | 15.00% | ✖ |
| Saint Louis | Enhancement | | 110.00% | 50.00% | 10.00% | 15.00% | 15.00% | 10.00% | ✖ |
| Saint Louis | Maintenance | | 110.00% | 50.00% | 10.00% | 20.00% | 20.00% | 0.00% | ✖ |
| Saint Louis | Maintenance | Maintenance Pruning | 125.00% | 50.00% | 10.00% | 20.00% | 20.00% | 25.00% | ✖ |

4. Select the Branch where the Pricing will affect. If a Branch is not selected, then the Pricing will affect all Branches
5. Select the Division where the Pricing will affect. Division pricing allows for differentiation within the branches.
6. Select the Service Type that the Pricing will affect. Service Type pricing allows for differentiation within divisions by service types.
7. Enter in the markup for Labor.
Example: If labor costs \$12.00 an hour, then Aspire will calculate to \$24.00 with a 100% markup.
Note: When entering in any number, Aspire will add a red triangle in the cell. This indicates that the pricing has not been set.
8. Enter in the markup for Material.
9. Enter in the markup for Equipment.
10. Enter in the markup for Sub.
11. Enter in the markup for Other.
12. Enter in a Net Profit. This profit is added to Labor, Material, etc. on the Estimate.
Example: If labor costs \$12.00 an hour, then Aspire will calculate to \$24 with a 100% markup. If your desired Net Profit is 10%, then Aspire adds a 10% Net Profit by dividing the \$24.00 Markup Price by 0.9 (1-Net Profit %) to produce a Sales Price of 26.67.
13. Press Save.