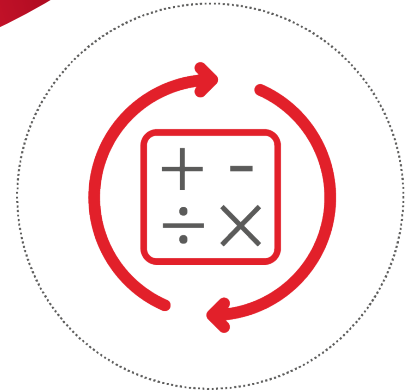


ADVANCED COST CALCULATION

PRICE-FINDING AND BREAK-EVEN ANALYSIS

IN LESS THAN A MINUTE

**What is in the new feature?**

PTV Map&Guide internet helps you reduce the complexity of your planning while giving you total control over your costs. Do you need to calculate proposals accurately based on a defined target margin? What about identifying profitable deals and avoid losses? Do you also face challenges with calculating concrete personnel costs based on regional minimum wage laws? With PTV Map&Guide internet, we empower your business so you can accomplish more.

Why is this feature important?

Stagnant sale prices, rising costs and small margins lead to a much harder competition in the daily business. More and more companies face insolvency and bankruptcy. It is essential for you to know which deals are profitable and which are not. To survive against the competition, accurate calculations must be performed before trips are executed to see where you win or lose money.

For whom is this feature designed?

It is designed for sales representatives, customer service managers, transport managers

and operational planners in small, medium and large enterprises.

What is our solution?

With PTV Map&Guide internet, you can do a full cost calculation in less than a minute. Taking into account vehicle costs, toll costs and driver costs, the tool allows you to calculate your transport costs more accurately than ever. Additionally, minimum wage regulations are also considered depending on the kind of transport, (pickup/delivery or cabotage). Save time as hours of work are now done in minutes. Benchmarks of different planning scenarios are also easily done to improve the decision-making in the daily transport business.

Features at a glance:

- Salary cost profiles
- Vehicle cost profiles
- Additional minimal wage costs
- Price finding
- Break-even analysis

Key benefits:

- Shorten proposal phase and improve your customer service management.
- Reduce commercial efforts by making more proposals in less time and better quality.
- Avoid miscalculations and reduce financial risks and unexpected losses.
- Know your limits and ensure profitable proposals and focus on profitable orders.
- Handle executional changes so you can directly see the monetary results.
- Implement re-calculation even after binding proposal period expires.
- Implement post-calculations after a route was planned or executed.
- From now on you don't have to use many different tools to make your calculations and quotations.



Edit salary profile

Salary profile name: DE_Driver

☒ Take minimum wage laws into consideration

In which country is the driver based?
Germany

Salaries

Hourly wage: 20 EUR

Factor: 1.25

Staff costs per hour: 25.00

☒ Private
☐ Visible to all users within your company, but only the creator can modify the profile.
☐ Visible to all users within your company and anyone can modify the profile.

Salary Profiles

- Use salary profiles to improve calculation accuracy.
- Calculate salary costs depending on hours of service and number of drivers.
- Take minimum wage laws into account to calculate realistic personnel costs for international transports.

PTV MapGuide Internet - Kontrakte - Hamburg

Vehicle: MY-Profil_026

Cost profile: Lohn_026_01

Driver: 181211

Start: 18.12.11

End: 18.12.11

Stop off point list:

Order	Address	Stop off point	Stop off point	Stop off point	Stop off point
1	181211 Hamburg	181211 Hamburg	181211 Hamburg	181211 Hamburg	181211 Hamburg
2	181211 Hamburg	181211 Hamburg	181211 Hamburg	181211 Hamburg	181211 Hamburg
3	181211 Hamburg	181211 Hamburg	181211 Hamburg	181211 Hamburg	181211 Hamburg

Price finding:

Target selling price: 1238 EUR

Target selling price: 60.48 %

Price calculation result:

Vehicle	Route length	Net costs	Target	Actual	Driving time	Waiting time	Route costs	Net costs	Price costs	Price costs	Price costs	Price costs
MY-Profil_026	181211	181211	181211	181211	181211	181211	181211	181211	181211	181211	181211	181211

Price Finding

- A target selling price can be calculated based on the total costs of the planned route.
- Get a price proposal by just entering the desired profit.

Edit cost profile

Name: Costs_Intern

Costs:

Route costs (per km): 0.75 EUR

Time costs (per hr): 5 EUR

Fixed costs (per trip): 80 EUR

Fixed costs (per calendar day): 0 EUR

☒ The costs apply to all countries.

Allocation of time costs

Which time periods should be allocated with costs?

☒ Stays at stop-off points

☐ Driving time breaks

☐ Waiting times

☒ Driving times

☒ Calculate toll costs with this cost profile

☒ Private
☐ Visible to all users within your company, but only the creator can modify the profile.
☐ Visible to all users within your company and anyone can modify the profile.

Cost Administration

- Define individual vehicle costs per distance, time, trip and calendar day.
- Exclude toll costs in your calculation to compare internal vehicle costs with fixed prices of your subcontractors easily.
- Add individual costs per stop and order (e.g. no-parking zone, material usage, external supplier, tank cleaning).

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Price finding:

Target selling price: 1139 EUR

Target selling price: 160 EUR 12 %

Price calculation result:

Vehicle	Route length	Net costs	Target	Actual	Driving time	Waiting time	Route costs	Net costs	Price costs	Price costs	Price costs	Price costs
MY-Profil_026	181211	181211	181211	181211	181211	181211	181211	181211	181211	181211	181211	181211

Break-Even Analysis

- One-click comparison of confirmed selling prices with costs to see if a transport route is profitable or not.