



QuickQube

The QuickQube ROI Calculator is meant to provide a potential user of the QuickQube program with detailed information about what kind of a return he or she can expect on their investment. We've put together the following definitions and explanations to help you understand how we are calculating the ROI.

Sales Statistics:

We need you to enter your information to personalize the calculator. The following is to clarify the required data:

Annual Sales Production-

Enter the gross annual office and industrial moving sales number for a salesperson.

Average Sales Commission-

Enter the average percentage sales commission paid to a salesperson for Office and Industrial sales.

Average Unit of Sale -

The national average unit of sale for this type of business is \$5000/sale. This varies widely based on location, type of industry, etc. If you are not sure, use the industry average.

Average Closing Ratio-

A closing ratio is the number of jobs seen vs. the number of jobs booked. The industry average is 33%. This will vary widely by salesperson ability, market conditions, etc. If you are not sure, use the industry average.

Percentage of business that is Project vs. Account work-

Enter the percentage of the salespersons annual volume that is project related. Meaning, what percent of the jobs has a bid as opposed to the other part being orders called in by an account.

Estimated Salesperson Annual Income-

Annual Sales Production x Average Commission Rate = Annual Income.



QuickQube

Percentage of Bids completed on-site, using QuickQube -

Enter the percentage number of times you will use QuickQube on-site to complete an estimate for a customer.

Percentage of Bids requiring an on-site presentation -

Enter the percentage number of times you present a bid on site. Meaning, after preparing a proposal you return to the clients site and go through the bid with them.

Average Miles Driven per year for Work -

Enter the miles you drive for work annually.

Average Fuel Cost per Gallon-

Currently the average cost of fuel nationally is around \$2.00 per gallon. (Not too long ago it was over \$4.00 per gallon. It will probably be back to that level in 2009.)

Average Miles Per Gallon-

Enter the average miles per gallon for your car. If unknown, use 20 miles per gallon as a standard.

Average Hourly Compensation-

Annual Income / 2080 annual hours = Average Hourly Income. (52 weeks x 40 hours per week = 2080 annual work hours)

Proposal Savings:

This is an analysis of time saved when using QuickQube to prepare your proposals. The following are definitions and clarifications of the data used to determine the time and cost savings.

Estimated Number of Proposals Annually-

Annual Sales production/Average unit of sale = Total Number of Booked Jobs,

Total Number of Booked Jobs/Average closing ratio= Total number of jobs annually

Total number of jobs annually x Percent of business that is project Work = Total annual number of proposals



Estimated Number of Presentations Annually-

Estimated number of proposals annually x Percentage of bids requiring a presentation =
Estimated number of annual presentations.

Total Number of Appointments annually

Estimated Number of Proposals + Estimated Number of Presentations = Total Number of
Appointments Annually.

Number of Appointments per week-

Total number of Appointments annually / 52 weeks = Number of Appointments Annually

Proposals Created in Excel/Word

Average Time to Complete a Proposal in Minutes-

Enter the average amount of minutes it takes you to calculate a job and complete it's proposal including printing and packaging. Currently most salespeople are using word or excel to do this. The standard amount of time is 60 minutes per bid. We have heard of as little as 20 minutes and as high as 120 minutes. If you are unsure, use the standard.

Total time required to prepare proposals annually (in hrs.)-

Average time to complete proposals in minutes x estimated number of proposals = Total time in
Minutes. Total time in Minutes / 60 = Total time required to prepare proposals annually in
hours.

Total days needed to prepare proposals (Based on 8 hour days)-

Total time required to prepare proposals in hours / 8 = Total days needed to prepare proposals.

Total cost to prepare proposals with Word/Excel-

Total time to prepare proposals annually (in hrs) x Average Hourly Compensation = Total cost to
prepare proposals with word/Excel.



Proposals Created in QuickQube

Average Time to Complete a Proposal in Minutes-

The average time to complete a proposal in QuickQube is 15 minutes. Some can be completed in less than 5 minutes and others take 25 minutes. The average overall is 15 minutes. This is from calculation to printing the completed proposal

Total time required to prepare proposals annually (in hrs.)-

Average time to complete proposals in minutes x estimated number of proposals = Total time in Minutes. Total time in Minutes / 60 = Total time required to prepare proposals annually in hours.

Total days needed to prepare proposals (Based on 8 hour days)-

Total time required to prepare proposals in hours / 8 = Total days needed to prepare proposals.

Total cost to prepare proposals with QuickQube-

Total time to prepare proposals annually (in hrs) x Average Hourly Compensation = Total cost to prepare proposals with word/Excel.

Annual Cost Savings using QuickQube to prepare the proposal-

Total cost to prepare the proposals in Word/Excel - Total cost to prepare the proposal in QuickQube = Annual cost savings using QuickQube to prepare the proposals.

Annual time savings in hours-

Total time to prepare the proposal in word/excel - Total time to prepare the proposal in QuickQube = Annual time Saved in hours.

Total Days Saved-

Annual time Saved in Hours / 8 hours per day = Total Days Saved

For more information about QuickQube™, or to find a Reseller in your area please visit www.solutionsonthe-go.com or call us toll free at (866)526-9641.