

## Pricing Section

As you make equipment selections the Pricing Pane will populate. Note that when building a system, the pricing pane will not populate until you have selected all of the components contained in the system.

Option 2

System Components Ductless Clear

**Cooling**

Type Air Conditioner

Manufacturer Deluxe

Model 16DG1736 Gold Series (1220)

BTUs 36,000

SEER | EER | HSPF 17

Coil (ILU) CHNC3617000 (320)

**Heating**

Type Gas Furnace

Manufacturer Deluxe

Model 21DG110160 Gold Series (760)

BTUs 110,000

AFUE 90%

Electric Heat

**Cooling**

Total Product Discount

Suggested Retail Price \$4,651

Finance Price with Discount \$4,651

Cash Price with Discount

**Heating / Air Handling**

Total Product Discount

Suggested Retail Price \$3,052

Finance Price with Discount \$3,052

Cash Price with Discount

**Total Investment**

Adjusted Price with Discount \$7,224

Down Payment 3500

**Remaining Balance** \$3,724

Cash Price  Finance Price

Min Monthly

5 year

4 year

**Suggested Retail Price (SRP)** is calculated by the app. The app uses the Cash price and applies a finance fee boost. The finance fee used to calculate SRP is the Finance Program with the highest dealer fee.

**Finance Price with Discount** field displays the selected finance program price. "With Discount" represents the cost savings that you pass onto a customer when the selected finance program has a lower finance fee than the program used to calculate SRP. The amount displayed may also include any discounts applied to the selected equipment.

**Cash Price with Discount** field displays the cash price. This is the price that is stored in your database.

**Total Product Discount** - Use this field to apply discounts that will appear on the customers proposal.

- Tap the word Discount to open the Discounts pane.
- Use the discount field to enter Instant Cash Rebates
- Discounts entered here will be applied to the Finance Price with Discount and the Cash Price with Discount fields.

- \$ Discounts will always be applied first and then % discounts.
- % discounts will be converted to a \$ amount after "Save" and before any further processing.

**Cooling**

Total Product Discount	\$375
Suggested Retail Price	\$4,651
Finance Price with Discount	\$4,276
Cash Price with Discount	\$3,717

**Heating / Air Handling**

Total Product Discount	
Suggested Retail Price	\$3,052
Finance Price with Discount	\$3,052
Cash Price with Discount	\$2,685

**Total Investment**

Cash Price with Discount	\$6,402
Down Payment	3500
<b>Remaining Balance</b>	<b>\$2,902</b>

**Discounts**

Service Credit \$ 125 OR Percent %

Instant Cash Rebate \$ 250 OR Percent %

Total Discount: \$375

**Suggested Retail Price** can be manually adjusted.

- Tap the word "Price" in the Field Name to open the Price Adjustment pane.
- Adjustments made to the SRP will be applied to the Finance Price with Discount and the Cash Price with Discount fields.
- The pricing adjustment will not appear on the customer Proposal. The Back Office email will include all pricing adjustments.
- Use this field to make adjustments to sales price for the complexity of a job

**Cooling**

Total Product Discount	
Suggested Retail Price	\$5,151
Finance Price with Discount	\$4,808
Cash Price with Discount	

**Heating / Air Handling**

Total Product Discount	
Suggested Retail Price	\$3,052
Finance Price with Discount	\$2,827
Cash Price with Discount	

**Total Investment**

Adjusted Price with Discount	\$7,450
Down Payment	3500
<b>Remaining Balance</b>	<b>\$3,950</b>

**Price Adjustment**

Increase Cooling Price 500

Increase Coil (Indoor Unit) Price

Decrease Cooling Price

Decrease Coil (Indoor Unit) Price

## Total Investment

**Adjusted Price with Discount** displays price of the cooling and heating selections.

**Down Payment** - values entered will display on the Customer Proposal

### Cash or Finance Price:

- Select a Financing Program to display the Monthly payment.
- Financing Fee will by default be calculated after the down payment is applied.

The screenshot displays a mobile application interface with a white background and a blue header bar containing a hamburger menu icon. The main content area is divided into several sections:

- Total Product Discount**
- Suggested Retail Price** \$3,052
- Finance Price with Discount** \$3,052
- Cash Price with Discount**
- Total Investment**
- Adjusted Price with Discount** \$7,224
- Down Payment** 3500
- Remaining Balance** \$3,724

Below this information, there are two radio buttons: **Cash Price** (unselected) and **Finance Price** (selected). A dropdown menu is open under the **Finance Price** option, showing the following choices:

- Min Monthly (selected with a blue checkmark)
- 5 year
- 4 year
- 3 year
- 2 year
- 1 year

At the bottom of the dropdown menu, the text **\$55.49 / mo Min Monthly** is displayed. The bottom navigation bar includes the text "tion 3" and four icons labeled "Summary", "Enhancement", and "Signature".