

CTA_8002 **Revision:** v1.00; 8 June 2022 Doug Stuyvenberg

📩 Synopsis

This articles provides information and instructions for updating a v4.06 Cost Tool (CT) Excel Workbook with a stand-alone Material Inflation Worksheet. This addition of a material inflation calculation and estimation tool improves the accuracy and relevance of the Cost Tool to current market inflation costs and volatility. Previous Cost Tools provide limited features for applying incremental material inflation cost adders.

Application Engineers and Project Engineers are the target audience for adding this process and instructions

This Phase 1 worksheet is an interim solution to enhance our estimating tools with material inflation features for quotations of expected orders in 2022 and forecasts for 2023. Following a manual entry of values and dates in the "Inputs" section of this worksheet, a "Total Inflation Cost Adder" value is calculated and is required to get manually entered into the main cost section.

A Phase 2 Cost Tool solution is in current development where more integrated and streamlined inflation estimation features will supersede this Phase 1 interim worksheet. The launch timing of Phase 2 has not been set but is expected for late summer or early Fall of 2022.

Important

Effective June 13, 2022, all new quotations that use the Cost Tool (CT) for cost and price estimates will require this Phase 1 Material Inflation Worksheet to get embedded into the CT workbook and filled out appropriately.

What this means to you: If you are currently working on a CT-based quote and it has not been issued to the customer, your Cost Tool must have this Phase 1 Material Inflation Worksheet inserted and filled out per the instructions provided in this Article.

What happens if the CT is not updated for new quotes: Any new order submittals (CT-based) with a quotation date on or after June 13, 2022, will get checked for the following:

- Cost Tool version v4.06
- · Worksheet inserted into the Cost Tool
- · Accurate completion of manual "Inputs" of costs and dates

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The calculated "Total Inflation Cost Adder" value entered in the Cost-Main section of the CT

If any of these checks fail, the Order Administration team will follow instructions to reject the order until this requirement is met.



Cost Tool Knowledge Article

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Phase 1 Material Inflation Worksheet Example

ITS C	o <mark>\$t</mark> Too	Material Inflation Cost Workshee	t (Phase 1)
v4.06, 7 Ju	ine 2022		
	Row	Category	Values
	1	Sum of all standard costed materials	\$200,000
	2	Sum of all materials costs from recent estimates	\$200,000
	3	Sum of material costs not requiring inflation adjustment	\$0.00
outs	4	Standard cost update date (aka "Cost Roll Date")	10/1/2021
르	5	Average Sourcing/Vendor quote date for materials	4/2/2022
\sim	6	MTS Quotation Expiration Date	8/1/2022
	7	Expected customer PO date	2/1/2023
	8	Count of months from Customer PO date to Engineering Releases Date	2
G	Row	Category	Values
ate	9	2022 Inflation Rate	10.3%
Ľ	10	2023 Inflation Rate	4.5%
	Row	Category	Values
	11	Summation of all material costs (rows 1+2+3)	\$400,000
	12	2022 inflation month count for standard costed materials (rows 4 & 8)	15.9
	13	2022 inflation month count for estimated material costs (rows 5 & 8)	9.8
ults	14	2023 inflation month count for standard costed materials (rows 4 & 8)	3.1
Res	15	2023 inflation month count for estimated material costs (rows 5 & 8)	3.1
	16	Inflation cost adder for Row 1 standard materials	\$29,563
	17	Inflation cost adder for Row 2 recent estimated materials	\$19,091
	18	Total inflation cost adder (row 16 + row 17)	\$48,654
	19	Material Inflation Percentage Adjustment	12.2%

"Inputs" Section

The Application Engineer or Project Engineer will possess the most knowledge of the cumulative material costs. These values must get entered prior to order submittal and pricing review/approval processes.

Annual Inflation Rates

These inflation rates are calculated and published by the Sourcing team and Finance.

Calculated Results

The total inflation cost value in Row 18 must get entered in the Cost Main page to produce a corrected Sold Cost result.



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★ Phase 1 Material Inflation Worksheet Example

ITS Cost	Tool	Material Inflation Cost Workshee	et (Phase 1)													
v4.05, 7 June 20	ow Catego	ny	Values													
	1 Sum of a	all standard costed materials	\$200,000													
2	2 Sum of a 3 Sum of m	all materials costs from recent estimates	\$200,000													
the state of the s	4 Standard	d cost update date (aia "Cost Roll Date")	10/1/2021													
E .	5 Average	Sourcing/Vendor quote date for materials	4/2/2022													
7	7 Expected	d customer PO date	2/1/2023													
	8 Count of	months from Customer PO date to Engineering Releases Date	2													
s Ro	ow Catego	ary	Values													
	9 2022 Infla 0 2023 Infla	ation Rate	4.5%		The	alcul	ated out	but for	"T	otal Mat	erial Inf	flation				
R	ow Catego	ary	Values													
1	1 Summati	ion of all material costs (rows 1+2+3)	\$400,000		Adder	" gets	s entere	d as a i	new	line-ite	m cost	in the -				
1	2 2022 infla 3 2022 infla	ation month count for standard costed materials (rows 4 & 8) ation month count for estimated material costs (rows 5 & 8)	9.8		02 "C	onting	nency" s	section	oft	he "Co	et-Main	" nage				
1 sults	4 2023 infla	ation month count for standard costed materials (rows 4 & 8)	3.1			onun	Jency .	section			St-Main	page				
a 1	5 2023 infla	ation month count for estimated material costs (rows 5 & 8)	3.1													
1	7 Inflation	cost adder for Row 2 recent estimated materials	\$19,091	_												
1	8 Total infl	lation cost adder (row 16 + row 17)	\$48,654]												
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		_														
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				Rows Line	Labor	Subjob	Purchase	Update	Note	e Check		💙 Ma	in Ca	ant Total -	\$590 457	
							<u> </u>		·			Ivia	in Co	ost total -	ψ000, 4 01	
		V4.06, 10/22/2021 (FY21 L	abor Rates	8)										(w/o Options)		
				Customer	Inivoraity	ofMon	hostor			Sustam	Description	. Custom Lor	dmar	L.		
				Customer	miversity	Of Man	liester			System	Description	. Custom Lai	umai	N		
				Date Costed:	2-Feb-2	22		Quote I	Date:	3-Ma	ar-22		PE: Ra	andy Strop		
			SEDC O	pportunity Number:	OP3607	29	Opp	ortunity St	atus:	Full (Quote		AE: St	eve Lemmer		
				adtime (ADO Shin)	6 Mar	ha	Applia	otion Engl	noor	Kavia	lanaa		CE. C.	andin Sura		
			Le	eadume (ARO-Smp)	o work	5	Applic	ation Engl	neer	Kevin	Jones		LE. 30	anuip Sura		
				Quotation:	-			Sales Engi	neer	Paul	Hold	Othe	ers: Yu	unming Hu (SIE)	
				Enter Notes Here:												
		Current FY Rates				Ma	ain Syst	tem Co	sts							
		-01 Project Manager	nent		Materi	al	abo	r Type		Cost (\$)	Qtv	Cost x Otv	(\$)	\$33.271	Notes	
					maton						F 01	r to	· ·	¢00,200	Notes	
		-02 Contingency (Ma	iin Costs)								8%	\$0		\$88,788	Notes	
								\mathbf{N}								
		Enter % in "Qtv"								\$501.670	8.0%	\$40.134				
				LL C DL C					-	, ,						
		2022 & 2023 Material I	nflation Ac	dder from Ph1												
		Worksheet								\$48,654	1	\$48,654				
		-03 Forecasted parts			Materi	al	Labo	г Туре		Cost (\$)	Qty	Cost x Qty	(\$) 🍢	\$108,000	Notes	
		05 Sparce Mice			Matori	al	Labo	Type		Cost (\$)	Ohu	Cost v Obv	181	\$0	Notoe	
		-05 spares, wisc.			wateri	al	Labo	Type		Cost (\$)	uty	Cost x uty	(*)	4 0	Notes	
		-10 Mechanical			Materi	al	Labo	г Туре		Cost (\$)	Qty	Cost x Qty	(\$)	\$80,000	Notes	
		16 Transducere			Motori	al	Labo	Tuno		Cost (\$)	Ohu	Cost v Otv	(¢)	\$24 622	Notos	



Cost Tool Knowledge Article

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Instructions to install the Phase 1 Material Inflation Worksheet

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v1.00; 8 June 2022

Doug Stuyvenberg

1. Download the latest copy of the Phase 1 Material Inflation Worksheet from the MTS Intranet > Wiki > Cost Tool



_	page discussion edit history move
MTS	Cost Tool
	What is the Cost Tool? [edit]
wiki = Getting Started = New = Help = Guidelines	The MTS Test Cost Tool' is a customized Microsoft Excel Spreadsheet built to support the cost estimation and pricing for the presale process in the MTS Test Organization. MTS Test Project Engineers (costing) and Application t template is to provide users with a comprehensive, accurate and flexible presale tool for small to large orders for the Test organization. The cost tool includes Visual Basic for Applications (VBA) programs to support ease-of-use, name has become a misnomer. Over two decades ago this single-page tool was used exclusively to budget costs and set pricing for MTS-Test Sales. Today this tool collects costs, 3rd-party content, shipping plans, export plans, scope the "Cost Tool" name lives on!
search	Latest Cost Tool Template - v4.06 includes all service packs
Search Carrob	Phase 1 Material Inflation Worksheet (Chrome, Edge & Firefox links disabled) [edit] New in June 2022: This phase 1 material inflation worksheet must get copied into a Cost Tool that is getting prepared for pricing review, approvals and order submittal. • Link is coming soon

- Open a v4.06 Cost Tool and open the downloaded copy of the Phase 1 Material Inflation Worksheet 2.
- 3. Right-click the cursor on the Material Inflation page tab titled "PH1_Mat_Inf" and select the "Move or Copy..." command:

	Row	Category	Values
	11	Summation of all material costs (rows 1+2+3)	\$400,000
	12	Insert punt for standard costed materials (rows 4 & 8)	15.9
S	13	Delete Delete Dunt for estimated material costs (rows 5 & 8)	9.8
nft	14	Image: Bename Dunt for standard costed materials (rows 4 & 8)	3.1
Res	15	Move or Copy punt for estimated material costs (rows 5 & 8)	3.1
	16	I View Code Row 1 standard materials	\$29,563
	17	Protect Sheet Row 2 recent estimated materials	\$19,091
	18	Tab Color > ler (row 16 + row 17)	\$48,654
	19	Hide entage Adjustment	12.2%
		Unhide	
Þ	PH1_Mat_	Select All Sheets	



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Instructions for installing the Phase 1 Material Inflation Worksheet **₩**

- 4. Click the drop list arrow to view all open Excel workbooks. Choose the target CT you wish to insert this Phase 1 Material Inflation Worksheet
- Choose which page in the Cost Tool (CT) where you desire this new Inflation worksheet to reside 5.
- Check the "Create a copy" box 6.
- Click "OK" 7.

	Maria an Camp		Values
			\$400,000
Δ	To book:	aterials (rows 4 & 8)	15.9
	KJones_Uni Manchester LM250-100 Cost Tool - OP360729_v406_19Oct21.xlsm	I costs (rows 5 & 8)	9.8
	Cost-Main	naterials (rows 4 & 8)	3.1
	3rd-Party Shipping	I costs (rows 5 & 8)	3.1
	Terms 5	s	\$29,563
	Pricing Snapshot	naterials	\$19,091
6	Create a copy		\$48,654
	OK Cancel		12.2%
	PH1_Mat_Inf (+)		





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Instructions for entering information in the Phase 1 Material Inflation Worksheet -₹4

1. To seek help or additional information, click any cell in the "Values" column to view a popup note that provides detailed information and guidance

ATS v4.06, 7	Co\$t Too June 2022	Material Inflation Cost Workshee	t (Phase 1)	
	Row	Category	Values	
	1	Sum of all standard costed materials	\$200,000	
	2	Sum of all materials costs from recent estimates	\$200,000	
	3	Sum of material costs not requiring inflation adjustment	\$0.00	aka: "Cost Roll Date". As of 2022, this is an annual date
uts	4	Standard cost update date (aka "Cost Roll Date")	10/1/2021	that occurs at the fiscal year start. This date is the basis for all standard costed materials in row 1
<u><u> </u></u>	5	Average Sourcing/Vendor quote date for materials	4/2/2022	lise FINDER to determine the most recent "Last Pricing
	6	MTS Quotation Expiration Date	8/1/2022	Date" value
	7	Expected customer PO date	2/1/2023	
	8	Count of months from Customer PO date to Engineering Releases Date	2	
s	Row	Category	Values	
ate	9	2022 Inflation Rate	10.3%	
Ľ	10	2023 Inflation Rate	4.5%	
	Row	Category	Values	
	11	Summation of all material costs (rows 1+2+3)	\$400,000	
	12	2022 inflation month count for standard costed materials (rows 4 & 8)	15.9	
s and a second	13	2022 inflation month count for estimated material costs (rows 5 & 8)	9.8	
ult	14	2023 inflation month count for standard costed materials (rows 4 & 8)	3.1	
Res	15	2023 inflation month count for estimated material costs (rows 5 & 8)	3.1	
	16	Inflation cost adder for Row 1 standard materials	\$29,563	
	17	Inflation cost adder for Row 2 recent estimated materials	\$19,091	
	18	Total inflation cost adder (row 16 + row 17)	\$48,654	
	19	Material Inflation Percentage Adjustment	12.2%	



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A Instructions for entering information in the Phase 1 Material Inflation Worksheet

2. Enter values for rows 1 - 8

M	rs (Co <mark>\$t</mark> Tool	Material Inflation Cost Workshee	t (Phase 1)
V	4.06, 7	June 2022		
		Row	Category	Values
		1	Sum of all standard costed materials	\$200,000
		2	Sum of all materials costs from recent estimates	\$200,000
		3	Sum of material costs not requiring inflation adjustment	\$0.00
	uts	4	Standard cost update date (aka "Cost Roll Date")	10/1/2021
	dul	5	Average Sourcing/Vendor quote date for materials	4/2/2022
		6	MTS Quotation Expiration Date	8/1/2022
		7	Expected customer PO date	2/1/2023
		8	Count of months from Customer PO date to Engineering Releases Date	2
			Outrana.	Mahaa
	es	Row	Category	values
	Rat	9	2022 Inflation Rate	10.3%
	_	10	2023 Inflation Rate	4.5%
		Row	Category	Values
		11	Summation of all material costs (rows 1+2+3)	\$400,000
		12	2022 inflation month count for standard costed materials (rows 4 & 8)	15.9
	6	13	2022 inflation month count for estimated material costs (rows 5 & 8)	9.8
	ults	14	2023 inflation month count for standard costed materials (rows 4 & 8)	3.1
	Res	15	2023 inflation month count for estimated material costs (rows 5 & 8)	3.1
		16	Inflation cost adder for Row 1 standard materials	\$29,563
		17	Inflation cost adder for Row 2 recent estimated materials	\$19,091
		18	Total inflation cost adder (row 16 + row 17)	\$48,654
		19	Material Inflation Percentage Adjustment	12.2%



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Instructions for entering information in the Phase 1 Material Inflation Worksheet -₹4

Row 1 - Manually sum the cost of all standard materials with part numbers and standard costing

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/1TS	Co\$t Too 7 June 2022	Material Inflation Cost We	orkshee	et (Phase 1)
	Row	Category		Values
ſ	1	Sum of all standard costed materials		\$200,000
	2	Sum of all materials costs from recent estimates		\$200,000
ts	3	Sum of material costs not requiring inflation adjustment		\$0.00
outs	4	Standard cost update date (aka "Cost Roll Date")		
<u> </u>	5	Average Sourcing/Vendor quote date for materials	SAP's Ma	iterial Master pro
	6	MTS Quotation Expiration Date	Cost Tool	and Newton
	7	Expected customer PO date	l ook in th	e "Cost-Main" an
	8	Count of months from Customer PO date to Engineering Re	standard	materials. Be ca
s	Row	Category	numbers	and costs derived
Rates	9	2022 Inflation Rate		10.3%
<u>~</u>	10	2023 Inflation Rate		4.5%
	Row	Category		Values
	11	Summation of all material costs (rows 1+2+3)		\$400,000
	12	2022 inflation month count for standard costed materials (row	ws4&8)	15.9
s	13	2022 inflation month count for estimated material costs (rows	s5&8)	9.8
ult	14	2023 inflation month count for standard costed materials (row	ws4&8)	3.1
Res	15	2023 inflation month count for estimated material costs (rows	s 5 <mark>& 8</mark>)	3.1
	16	Inflation cost adder for Row 1 standard materials		\$29,563
	17	Inflation cost adder for Row 2 recent estimated materials		\$19,091
	18	Total inflation cost adder (row 16 + row 17)		\$48,654
	19	Material Inflation Percentage Adjustment		12.2%



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Instructions for entering information in the Phase 1 Material Inflation Worksheet **

Row 2 - Manually sum the cost of all materials where the unit cost is more recent than the standard materials in row 1

Author:

TS v4.06, 7	Co\$t Too 7 June 2022	Material Inflation Cos	t Workshee	et (Phase 1)
	Row	Category		Values
		Sum of all standard costed materials		\$200,000
	2	Sum of all materials costs from recent estimates		\$200,000
	3	Sum of material costs not requiring inflation adjustm	ient	\$0.00
uts	4	Standard cost update date (aka "Cost Roll Date")		10/1/2021
dul	5	Average Sourcing/Vendor quote date for materials	Look for motoric	ala in the "Cost N
	6	MTS Quotation Expiration Date	Cost Tool where	e the cost estima
	7	Expected customer PO date	Sourcing and ou	ur vendors
	8	Count of months from Customer PO date to Engine		
Rates	Row 9 10	Category 2022 Inflation Rate 2023 Inflation Rate	estimate that ac	counts for inflatio
	Row	Category		Values
	11	Summation of all material costs (rows 1+2+3)		\$400,000
	12	2022 inflation month count for standard costed mate	rials (rows 4 & 8)	15.9
s	13	2022 inflation month count for estimated material co	sts (rows 5 & 8)	9.8
nlt.	14	2023 inflation month count for standard costed mate	rials (rows 4 & 8)	3.1
Res	15	2023 inflation month count for estimated material co	sts (rows 5 & 8)	3.1
	16	Inflation cost adder for Row 1 standard materials		\$29,563
	17	Inflation cost adder for Row 2 recent estimated mate	erials	\$19,091
	18	Total inflation cost adder (row 16 + row 17)		\$48,654
	19	Material Inflation Percentage Adjustment		12.2%



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Instructions for entering information in the Phase 1 Material Inflation Worksheet *****

Row 3 – Manually sum the cost of any materials that require no inflation adjustment. An example of this material is a straight cost transfer of materials from a cancelled project into a new OP. This is an uncommon material and will mostly remain at \$0.00.

TS (S Cost Tool Material Inflation Cost Worksheet (Phase 1)				
v4.06, 7	June 2022				
	Row	Category		Values	
	1	Sum of all standard costed materials		\$200,000	
	2	Sum of all materials costs from recent estimates		\$200.000	
	3	Sum of material costs not requiring inflation adjustment		\$0.00	
outs	4	Standard cost update date (aka "Cost Roll Date")			
<u> </u>	5	Average Sourcing/Vendor quote date for materials	Do n	ot enter materials	
	6	MTS Quotation Expiration Date		cost estimates	
	7	Expected customer PO date	_		
	8	Count of months from Customer PO date to Engineering Release	es Date	2	
s	Row	Category		Values	
late	9	2022 Inflation Rate		10.3%	
ш	10	2023 Inflation Rate		4.5%	
_	Row	Category		Values	
	11	Summation of all material costs (rows 1+2+3)		\$400,000	
	12	2022 inflation month count for standard costed materials (rows 4	& 8)	15.9	
s	13	2022 inflation month count for estimated material costs (rows 5 &	. 8)	9.8	
ult	14	2023 inflation month count for standard costed materials (rows 4	& 8)	3.1	
Res	15	2023 inflation month count for estimated material costs (rows 5 &	. 8)	3.1	
L CC	16	Inflation cost adder for Row 1 standard materials		\$29,563	
	17	Inflation cost adder for Row 2 recent estimated materials		\$19,091	
	18	Total inflation cost adder (row 16 + row 17)		\$48,654	
	19	Material Inflation Percentage Adjustment		12.2%	



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Instructions for entering information in the Phase 1 Material Inflation Worksheet **

Row 4 – Enter the date of the last "Cost Roll" where standard materials are updated annually

TS C	S. Cost Tool Material Inflation Cost Worksheet (Phase 1)						
v4.06, 7 .	June 2022		- (
	Row	Category	Values				
	1	Sum of all standard costed materials	\$200,000				
	2	Sum of all materials costs from recent estimates	\$200,000				
	3	Sum of material costs not requiring inflation adjustment	\$0.00				
outs	4	Standard cost update date (aka "Cost Roll Date")	10/1/2021				
Ē	5	Average Sourcing/Vendor quote date for materials					
	6	MTS Quotation Expiration Date	Keep this dat				
	7	Expected customer PO date	2/1/2025				
	8	Count of months from Customer PO date to Engineering Releases Date	2				
s	Row	Category	Values				
late	9	2022 Inflation Rate	10.3%				
œ	10	2023 Inflation Rate	4.5%				
	Row	Category	Values				
	11	Summation of all material costs (rows 1+2+3)	\$400,000				
	12	2022 inflation month count for standard costed materials (rows 4 & 8)	15.9				
s	13	2022 inflation month count for estimated material costs (rows 5 & 8)	9.8				
sult	14	2023 inflation month count for standard costed materials (rows 4 & 8)	3.1				
Res	15	2023 inflation month count for estimated material costs (rows 5 & 8)	3.1				
	16	Inflation cost adder for Row 1 standard materials	\$29,563				
	17	Inflation cost adder for Row 2 recent estimated materials	\$19,091				
	18	Total inflation cost adder (row 16 + row 17)	\$48,654				
	19	Material Inflation Percentage Adjustment	12.2%				



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Instructions for entering information in the Phase 1 Material Inflation Worksheet ₩.

Row 5 Enter the average date when materials were estimated by Sourcing and our vendors

1 TS C v4.06, 7	Material Inflation Cost Worksheet (Phase 1)					
	Row	Category	Values			
	1	Sum of all standard costed materials	\$200,000			
	2	Sum of all materials costs from recent estimates	\$200,000			
	3	Sum of material costs not requiring inflation adjustment	\$0.00			
outs	4	Standard cost update date (aka "Cost Roll Date")	10/1/2021			
드	5	Average Sourcing/Vendor quote date for materials	4/2/2022			
	6	MTS Quotation Expiration Date				
	7	Expected customer PO date Mal	ke a best-effort est			
	8	Count of months from Customer PO date to Engineering Release	ate that represents			
s	Row	Category				
ate	9	2022 Inflation Rate	10.3%			
œ	10	2023 Inflation Rate	4.5%			
_	Row	Category	Values			
	11	Summation of all material costs (rows 1+2+3)	\$400,000			
	12	2022 inflation month count for standard costed materials (rows 4 & 8)	15.9			
	13	2022 inflation month count for estimated material costs (rows 5 & 8)	9.8			
ults	14	2023 inflation month count for standard costed materials (rows 4 & 8)	3.1			
Res	15	2023 inflation month count for estimated material costs (rows 5 & 8)	3.1			
	16	Inflation cost adder for Row 1 standard materials	\$29,563			
	17	Inflation cost adder for Row 2 recent estimated materials	\$19,091			
	18	Total inflation cost adder (row 16 + row 17)	\$48,654			
			10.001			



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Instructions for entering information in the Phase 1 Material Inflation Worksheet **

Row 6- Enter the quotation expiration date that is found on the first page of the MTS Quotation for our customer

V4.06, 7 .	Co\$t Too June 2022	Material Inflation Cost Workshe	et (Phase 1)	
	Row	Category	Values	
	1	Sum of all standard costed materials	\$200,000	
	2	Sum of all materials costs from recent estimates	\$200,000	
	3	Sum of material costs not requiring inflation adjustment	\$0.00	
Inputs	4	Standard cost update date (aka "Cost Roll Date")	10/1/2021	
	5	Average Sourcing/Vendor guote date for materials	4/2/2022	
	6	MTS Quotation Expiration Date	8/1/2022	
	7	Expected customer PO date		
	8	Count of months from Customer PO date to Engineering Releas	is date is importa	
s	Row	Category	comply due to hi	
late	9	2022 Inflation Rate	10.3%	
œ	10	2023 Inflation Rate	4.5%	
	Row	Category	Values	
	11	Summation of all material costs (rows 1+2+3)	\$400,000	
	9 202 9 202 10 202 Row Ca 11 Su 12 202 0 13 202	2022 inflation month count for standard costed materials (rows 4 & 8)	15.9	
s	13	2022 inflation month count for estimated material costs (rows 5 & 8)	9.8	
sult	14	2023 inflation month count for standard costed materials (rows 4 & 8)	3.1	
Re	15	2023 inflation month count for estimated material costs (rows 5 & 8)	3.1	
	16	Inflation cost adder for Row 1 standard materials	\$29,563	
	17	Inflation cost adder for Row 2 recent estimated materials	\$19,091	
	18	Total inflation cost adder (row 16 + row 17)	y Values y Values I standard costed materials \$200,000 I materials costs from recent estimates \$200,000 aterial costs not requiring inflation adjustment \$0.00 cost update date (aka "Cost Roll Date") 10/1/2021 isourcing/Vendor quote date for materials 4/2/2022 ation Expiration Date 8/1/2022 customer PO date 8/1/2022 ion Rate 0.3% ion Rate 10.3% ion Rate 4.5% y Values m of all material costs (rows 1+2+3) \$400,000 ion month count for standard costed materials (rows 4 & 8) 3.1 ion month count for standard costed materials (rows 4 & 8) 3.1 ion month count for standard costed materials (rows 5 & 8) 9.8 ion month count for standard costed materials (rows 5 & 8) 3.1 ion month count for standard material costs (rows 5 & 8) 3.1 ion month count for standard materials \$29,563 iost adder for Row 1 standard materials \$19,091 iton cost adder for Row 2 recent estimated materials \$19,091 iton cost adder for Row 17) \$48,6	
	19	Material Inflation Percentage Adjustment	12.2%	



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Instructions for entering information in the Phase 1 Material Inflation Worksheet ₩.

Row 7- Enter the date MTS expects to receive the customer's PO for the Order Entry process

TS C	Co <mark>\$t</mark> Too	Material Inflation Cost Wor	ksheet (Phase 1)
/4.06, 7	June 2022	-	
	Row	Category	Values
	1	Sum of all standard costed materials	\$200,000
	2	Sum of all materials costs from recent estimates	\$200,000
outs	3	Sum of material costs not requiring inflation adjustment	\$0.00
	4	Standard cost update date (aka "Cost Roll Date")	10/1/2021
Ē	5	Average Sourcing/Vendor quote date for materials	4/2/2022
	6	MTS Quotation Expiration Date	8/1/2022
	7	Expected customer PO date	2/1/2023
	8	Count of months from Customer PO date to Engineering Release	an Data
s	Row	Category	Estimate the date whether the date whether the second seco
ate	9	2022 Inflation Rate	receives the customer
R.	10	2023 Inflation Rate	4.5%
	Row	Category	Values
	11	Summation of all material costs (rows 1+2+3)	\$400,000
	12	2022 inflation month count for standard costed materials (rows 4	& 8) 15.9
	13	2022 inflation month count for estimated material costs (rows 5 a	8 8) 9.8
ults	14	2023 inflation month count for standard costed materials (rows 4	& 8) 3.1
Res	15	2023 inflation month count for estimated material costs (rows 5 a	3.1
	16	Inflation cost adder for Row 1 standard materials	\$29,563
	17	Inflation cost adder for Row 2 recent estimated materials	\$19,091
	18	Total inflation cost adder (row 16 + row 17)	\$48,654
	19	Material Inflation Percentage Adjustment	12.2%



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ID:

Instructions for entering information in the Phase 1 Material Inflation Worksheet **₩**

Row 8- Estimate and enter a realistic count of months from receipt of the Customer PO to when the bulk of engineering releases occur

TS (Co\$t Too	Material Inflation Cost Work	sheet	(Phase 1)
/4.06, 7	June 2022			
	Row	Category		Values
	1	Sum of all standard costed materials		\$200,000
	2	Sum of all materials costs from recent estimates		\$200,000
	3	Sum of material costs not requiring inflation adjustment		\$0.00
uts	4	Standard cost update date (aka "Cost Roll Date")		10/1/2021
립	5	Average Sourcing/Vendor quote date for materials		4/2/2022
	6	MTS Quotation Expiration Date		8/1/2022
	7	Expected customer PO date		2/1/2023
· · · ·	4			
	8	Count of months from Customer PO date to Engineering Releases	Date	2
s	8 Row	Count of months from Customer PO date to Engineering Releases Category	Date	2
ates	8 Row 9	Count of months from Customer PO date to Engineering Releases Category 2022 Inflation Rate	Date Obtain	2 an estimated
Rates	8 Row 9 10	Count of months from Customer PO date to Engineering Releases Category 2022 Inflation Rate 2023 Inflation Rate	Date Obtain	2 an estimated determine
Rates	8 Row 9 10	Count of months from Customer PO date to Engineering Releases Category 2022 Inflation Rate 2023 Inflation Rate Category	Date Obtain a	2 an estimated determine
Rates	8 Row 9 10 Row 11	Count of months from Customer PO date to Engineering Releases Category 2022 Inflation Rate 2023 Inflation Rate Category Summation of all material costs (rows 1+2+3)	Date Obtain	2 an estimated determine Values
Rates	8 Row 9 10 Row 11 12	Count of months from Customer PO date to Engineering Releases Category 2022 Inflation Rate 2023 Inflation Rate Category Summation of all material costs (rows 1+2+3) 2022 inflation month count for standard costed materials (rows 4 &	Date	2 an estimated determine Values \$400,000 15.9
s Rates	8 9 10 Row 11 12 13	Count of months from Customer PO date to Engineering Releases Category 2022 Inflation Rate 2023 Inflation Rate Category Summation of all material costs (rows 1+2+3) 2022 inflation month count for standard costed materials (rows 4 & 2022 inflation month count for estimated material costs (rows 5 & 8 & 2022 inflation month count for estimated material costs (rows 5 & 8 & 2022 inflation month count for estimated material costs (rows 5 & 8 & 2022 inflation month count for estimated material costs (rows 5 & 8 & 2022 inflation month count for estimated material costs (rows 5 & 8 & 2022 inflation month count for estimated material costs (rows 5 & 8 & 2022 inflation month count for estimated material costs (rows 5 & 8 & 2022 inflation month count for estimated material costs (rows 5 & 8 & 2022 inflation month count for estimated material costs (rows 5 & 8 & 2022 inflation month count for estimated material costs (rows 5 & 8 & 2022 inflation month count for estimated material costs (rows 5 & 8 & 2022 inflation month count for estimated material costs (rows 5 & 8 & 2022 inflation month count for estimated material costs (rows 5 & 8 & 2022 inflation month count for estimated material costs (rows 5 & 8 & 2022 inflation month count for estimated material costs (rows 5 & 8 & 2022 inflation month count for estimated material costs (rows 5 & 8 & 2022 inflation month count for estimated material costs (rows 5 & 8 & 2022 inflation month count for estimated material costs (rows 5 & 8 & 2022 inflation month count for estimated material costs (rows 5 & 8 & 2022 inflation month count for estimated material costs (rows 5 & 8 & 2022 inflation month count for estimated material costs (rows 5 & 8 & 2022 inflation month count for estimated material costs (rows 5 & 8 & 2022 inflation month count for estimated material costs (rows 5 & 8 & 2022 inflation month count for estimated material costs (rows 5 & 8 & 2022 inflation month count for estimated material costs (rows 5 & 8 & 2022 inflation month count for estimated material costs (rows 5	Date	2 an estimated determine Values \$400,000 15.9 9.8
ults Rates	8 Row 9 10 Row 11 12 13 14	Count of months from Customer PO date to Engineering Releases Category 2022 Inflation Rate 2023 Inflation Rate Category Summation of all material costs (rows 1+2+3) 2022 inflation month count for standard costed materials (rows 4 & 2022 inflation month count for estimated material costs (rows 5 & 8 2023 inflation month count for standard costed materials (rows 4 & 2023 inflation month count for standard costed materials (rows 4 & 2023 inflation month count for standard costed materials (rows 4 & 2023 inflation month count for standard costed materials (rows 4 & 2023 inflation month count for standard costed materials (rows 4 & 2023 inflation month count for standard costed materials (rows 4 & 2023 inflation month count for standard costed materials (rows 4 & 2023 inflation month count for standard costed materials (rows 4 & 2023 inflation month count for standard costed materials (rows 4 & 2023 inflation month count for standard costed materials (rows 4 & 2023 inflation month count for standard costed materials (rows 4 & 2023 inflation month count for standard costed materials (rows 4 & 2023 inflation month count for standard costed materials (rows 5 & 8 2) and 10 an	Date	2 an estimated determine Values \$400,000 15.9 9.8 3.1
Rates	8 Row 9 10 Row 11 12 13 14 15	Count of months from Customer PO date to Engineering Releases Category 2022 Inflation Rate 2023 Inflation Rate 2023 Inflation Rate 2023 Inflation Rate 2024 Inflation Rate 2025 Inflation Rate 2026 Inflation Rate 2027 Inflation Rate 2028 Inflation Rate 2029 Inflation Rate 2020 Inflation of all material costs (rows 1+2+3) 2022 Inflation month count for standard costed materials (rows 4 & 2022 Inflation month count for estimated material costs (rows 5 & 8 & 2023 Inflation month count for standard costed materials (rows 4 & 2023 Inflation month count for estimated material costs (rows 5 & 8 & 2023 Inflation month count for estimated material costs (rows 5 & 8 & 2023 Inflation month count for estimated material costs (rows 5 & 8 & 2023 Inflation month count for estimated material costs (rows 5 & 8 & 2023 Inflation month count for estimated material costs (rows 5 & 8 & 2023 Inflation month count for estimated material costs (rows 5 & 8 & 2023 Inflation month count for estimated material costs (rows 5 & 8 & 2023 Inflation month count for estimated material costs (rows 5 & 8 & 2023 Inflation month count for estimated material costs (rows 5 & 8 & 2023 Inflation month count for estimated material costs (rows 5 & 8 & 2023 Inflation month count for estimated material costs (rows 5 & 8 & 2023 Inflation month count for estimated material costs (rows 5 & 8 & 2023 Inflation month count for estimated material costs (rows 5 & 8 & 2023 Inflation month count for estimated material costs (rows 5 & 8 & 2023 Inflating (rows 5 & 8 & 2023 Inflation month count for estimate	Date	2 an estimated determine Values \$400,000 15.9 9.8 3.1 3.1
Results Rates	8 Row 9 10 Row 11 12 13 14 15 16	Count of months from Customer PO date to Engineering Releases Category 2022 Inflation Rate 2023 Inflation Rate Category Summation of all material costs (rows 1+2+3) 2022 inflation month count for standard costed materials (rows 4 & 2023 inflation month count for standard costed materials (rows 5 & 8 2023 inflation month count for standard costed materials (rows 5 & 8 2023 inflation month count for standard costed materials (rows 5 & 8 2023 inflation month count for standard costed materials (rows 5 & 8 2023 inflation month count for standard materials (rows 5 & 8 2023 inflation month count for standard materials (rows 5 & 8 2023 inflation cost adder for Row 1 standard materials	Date	2 an estimated determine \$400,000 15.9 9.8 3.1 3.1 \$29,563
Results Rates	8 Row 9 10 Row 11 12 13 14 15 16 17	Count of months from Customer PO date to Engineering Releases Category 2022 Inflation Rate 2023 Inflation Rate 2024 Inflation of all material costs (rows 1+2+3) 2022 Inflation month count for standard costed materials (rows 4 & 2023 inflation month count for estimated materials (rows 5 & 8 & 2023 inflation month count for standard costed materials (rows 5 & 8 & 2023 inflation month count for estimated materials costs (rows 5 & 8 & 2023 inflation cost adder for Row 1 standard materials Inflation cost adder for Row 2 recent estimated materials	Date Obtain 4	2 an estimated determin Values \$400,000 15.9 9.8 3.1 3.1 \$29,563 \$19,091
Results Rates	8 Row 9 10 Row 11 12 13 14 15 16 17 18	Count of months from Customer PO date to Engineering Releases Category 2022 Inflation Rate 2023 Inflation Rate 2022 Inflation month count for standard costed materials (rows 4 & 2022 inflation month count for estimated material costs (rows 5 & 8 & 2023 inflation month count for standard costed materials (rows 4 & 2023 inflation month count for estimated materials (rows 5 & 8 & 2023 inflation month count for estimated materials (rows 5 & 8 & 2023 inflation cost adder for Row 1 standard materials Inflation cost adder for Row 2 recent estimated materials Total inflation cost adder (row 16 + row 17)	Date	2 an estimated determine \$400,000 15.9 9.8 3.1 3.1 \$29,563 \$19,091 \$48,654



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A Instructions for entering information in the Phase 1 Material Inflation Worksheet

Rows 9 – 10 These inflation rates are determined by Sourcing and Finance. No input needed.

TS C 4.06, 7 .	Co\$t Too June 2022	Material Inflation Cost Wor	kshee	et (Phase 1)	
	Row	Category		Values	
	1	Sum of all standard costed materials		\$200,000	
	2	Sum of all materials costs from recent estimates		\$200,000	
	3	Sum of material costs not requiring inflation adjustment		\$0.00	
outs	4	Standard cost update date (aka "Cost Roll Date")		10/1/2021	
dul	5	Average Sourcing/Vendor quote date for materials		4/2/2022	
	6	MTS Quotation Expiration Date		8/1/2022	
	7	Expected customer PO date		2/1/2023	
	8	Count of months from Customer PO date to Engineering Release	ses Date	2	
s	Row	Category		Values	
tate	9	2022 Inflation Rate		10.3%	
"	10	2023 Inflation Rate		4.5%	
	Row	Category	T 1		
	11	Summation of all material costs (rows 1+2+3)	Inese	commodifies	
	12	2022 inflation month count for standard costed materials (row			
S	13	2022 inflation month count for estimated material costs (rows 5	& 8)	9.8	
ult	14	2023 inflation month count for standard costed materials (rows	4&8)	3.1	
Res	15	2023 inflation month count for estimated material costs (rows 5	& 8)	3.1	
	16	Inflation cost adder for Row 1 standard materials		\$29,563	
	17	Inflation cost adder for Row 2 recent estimated materials		\$19,091	
	18	Total inflation cost adder (row 16 + row 17)		\$48,654	
	19	Material Inflation Percentage Adjustment		12.2%	



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Instructions for entering information in the Phase 1 Material Inflation Worksheet **

Rows 11 – 17 Calculated results leading to row 18 value. No input needed.

/1TS C v4.06, 7 .	o \$t Tool June 2022	Material Inflation Cost Workshe	et (Phase 1)
	Row	Category	Values
	1	Sum of all standard costed materials	\$200,000
	2	Sum of all materials costs from recent estimates	\$200,000
	3	Sum of material costs not requiring inflation adjustment	\$0.00
outs	4	Standard cost update date (aka "Cost Roll Date")	10/1/2021
비	5	Average Sourcing/Vendor quote date for materials	4/2/2022
	Co\$t Tool 7 June 2022 Row C 1 S 2 S 3 S 4 S 5 A 6 M 7 E 8 C 9 24 10 24 10 24 10 24 10 24 11 S 12 24 13 24 14 24 15 24 16 Ir 17 Ir 18 T 19 M	MTS Quotation Expiration Date	8/1/2022
	7	Expected customer PO date	2/1/2023
	8	Count of months from Customer PO date to Engineering Releases Date	2
s	Row	Category	Values
ate	9	2022 Inflation Rate	
œ	10	2023 Inflation Rate	Remember to o
	Row	Category	
	11	Summation of all material costs (rows 1+2+3)	\$400,000
	RowCategory1Sum of all standard costed m2Sum of all materials costs from3Sum of material costs not request4Standard cost update date (all5Average Sourcing/Vendor quade6MTS Quotation Expiration Date7Expected customer PO date8Count of months from CustomRowCategory92022 Inflation Rate102023 Inflation Rate102022 inflation month count for11Summation of all material co122022 inflation month count for132022 inflation month count for142023 inflation month count for152023 inflation cost adder for Row 117Inflation cost adder for Row 218Total inflation cost adder (row19Material Inflation Percentage	2022 inflation month count for standard costed materials (rows 4 & 8)	15.9
G		2022 inflation month count for estimated material costs (rows 5 & 8)	9.8
in the	14	2023 inflation month count for standard costed materials (rows 4 & 8)	3.1
Res	15	2023 inflation month count for estimated material costs (rows 5 & 8)	3.1
	16	Inflation cost adder for Row 1 standard materials	\$29,563
	17	Inflation cost adder for Row 2 recent estimated materials	\$19,091
	18	Total inflation cost adder (row 16 + row 17)	\$48,654
	19	Material Inflation Percentage Adjustment	12.2%



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Instructions for entering information in the Phase 1 Material Inflation Worksheet ₩.

Rows 18 This total inflation cost adder value must get entered in the -02 Contingency section of the "Cost-Main" section.

1TS v4.06, 7	Co\$t Tool June 2022	Material Inflation Cost Workshee	et (Phase 1)
	Row	Category	Values
	1	Sum of all standard costed materials	\$200,000
	2	Sum of all materials costs from recent estimates	\$200,000
	3	Sum of material costs not requiring inflation adjustment	\$0.00
outs	4	Standard cost update date (aka "Cost Roll Date")	10/1/2021
빌	5	Average Sourcing/Vendor quote date for materials	4/2/2022
	6	MTS Quotation Expiration Date	8/1/2022
	7	Expected customer PO date	2/1/2023
	8	Count of months from Customer PO date to Engineering Releases Date	2
s	Row	Category	Values
Rate	9	2022 Inflation Rate	10.3%
ш.	10	2023 Inflation Rate	4.5%
	Row	Category	Values
	11	Summation of all material costs (rows 1+2+3)	\$400,000
	12	2022 inflation month count for standard costed materials (rows 4 & 8)	15.9
s	13	2022 inflation month count for estimated material costs (rows 5 & 8)	9.8
sult	14	2023 inflation month count for standard costed materials (rows 4.8.8.)	3.1
Res	15	2023 inflation month count for estimated m IMPORTANT – You	u must enter this
	16	Inflation cost adder for Row 1 standard ma	section as a ne
	17	Inflation cost adder for Row 2 recent estimation	
	18	Total inflation cost adder (row 16 + row 17)	\$48,654
	19	Material Inflation Percentage Adjustment	12.2%



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A Instructions for entering the Row 18 Total Material Inflation Cost Adder into the CT

- 1. Navigate to the "Cost-Main" (or "ASG-Cost-Main") page and open the -02 Contingency section
- 2. Click on the empty cell below the contingency line-item row ("A" column)
- 3. Press the "Add Material Line" command at the top of the page

	v4.06, 10/22/2021 (FY21 Labor Rates)	Add Labor	Add Subjob	Add Local Purchase	Material Update	Paste Note	Error Check	(? Main	Cost Total = (w/o Options)	\$541,803
	Customer:	University of Manchester					System [
	Date Costed:	2-Feb-22 Quote Date:)ate:	3-Mar-22		PE:	Randy Strop		
	SFDC Opportunity Number:	OP360729	OP360729 Opportunity Status:		atus:	Full Quote		ME: Steve Lemmer			
	Leadtime (ARO-Ship)	6 Months		Applica	ation Engi	neer	Kevin .	Jones	EE:	Sandip Sura	
	Quotation:	- Sales Engineer			neer	Paul Hold Othe			rs: Yunming Hu (SIE)		
	Enter Notes Here:										
	Current FY Rates		Ма	ain Syst	em Co	sts					
	-01 Project Management	Material		Labor	Туре		Cost (\$)	Qty	Cost x Qty (\$)	\$33,271	Notes
1	-02 Contingency (Main Costs)							8%	\$0	\$40,134	Notes
	Enter % in "Qty"						\$501,670	8.0%	\$40,134		
2											
	-03 Forecasted parts	Material		Labor	Туре		Cost (\$)	Qty	Cost x Qty (\$)	\$108,000	Notes
	-05 Spares, Misc.	Material		Labor	Туре		Cost (\$)	Qty	Cost x Qty (\$)	\$0	Notes
	-10 Mechanical	c		41 " ^ •	o" o			f = 11 = 41=)	\$80,000	Notes
	-16 Transducers	r you are	usin	gine AS	COSI	t-iviair	rpage,	ioliow th	e same 🔋	\$34,622	Notes
	20 Actuatore	steps listed above						r \$0	Notes		

Result!					
-02 Contingency (Main Costs)		8%	\$0	\$40,134	Notes
Enter % in "Qty"	\$501,670	8.0%	\$40,134		
Enter Material Descriptions	\$0	0	\$0		



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4

A Instructions for entering the Total Material Inflation Cost Adder into the CT

- 4. Enter a description in the "A" cell of the newly inserted row
- 5. Enter the Row 18 "Total Inflation Cost Adder" value into the "Cost (\$)" cell of the newly inserted row. Set Qty value to "1".

MTS ?	Insert Rows	Add Material Line	Add Labor	Add Subjob	Add Local Purchase	Material Update	Paste Note	Error Check		Main	Cost Total =	\$590,457
v4.06, 10/22/2021 (FY21 Labor Rate	s)										(w/o Options)	
	Customer: L	Jniversity	of Mano	hester			System	Description	: Custom Landm	nark		
	D	ate Costed:	2-Feb-22 Quote Date:		3-Mar-22		PE:	Randy Strop				
SFDC O	ity Number:	OP3607	29	Орро	ortunity St	atus:	Full Quote		ME:	E: Steve Lemmer		
L	eadtime	(ARO-Ship)	6 Mont	hs	Applica	ation Engi	neer	Kevin	Jones	EE:	Sandip Sura	
		Quotation:	-	- Sales Engineer			neer	Paul Hold		Others:	Others: Yunming Hu (SIE)	
	Enter	Notes Here:										
Current FY Rates				Ма	ain Syst	em Co	sts					
-01 Project Management			Materi	al	Labor	Туре		Cost (\$)	Qty	Cost x Qty (\$)	\$33,271	Notes
-02 Contingency (Main Costs))								8%	\$0	\$88,788	Notes
Enter % in "Qty"								\$501,670	8.0%	\$40,134		
2022 & 2023 Material Inflation A Worksheet				5		\$48,654	1	\$48,654				
-03 Forecasted parts			Materi	al	Labor	Туре	1	Cost (\$)	Qty	Cost x Qty (\$)	\$108,000	Notes

	Row	Category	Values
	1	Sum of all standard costed materials	\$200,000
	2	Sum of all materials costs from recent estimates	\$200,000
	3	Sum of material costs not requiring inflation adjustment	\$0.00
ŧ.	4	Standard cost update date (aika "Cost Roll Date")	10/1/2021
	5	Average Sourcing/Vendor quote date for materials	4/2/2022
	6	MTS Quotation Expiration Date	8/1/2022
	7	Expected customer PO date	2/1/2023
	8	Count of months from Customer PO date to Engineering Releases Date	2
s	Row	Category	Values
ate	9	2022 Inflation Rate	10.3%
£	10	2023 Inflation Rate	4.5%
	Row	Category	Values
	11	Summation of all material costs (rows 1+2+3)	\$400,000
	12	2022 inflation month count for standard costed materials (rows 4 & 8)	15.9
	13	2022 inflation month count for estimated material costs (rows 5 & 8)	9.8
ŝ	14	2023 inflation month count for standard costed materials (rows 4 & 8)	3.1
Ş	15	2023 inflation month count for estimated material costs (rows 5 & 8)	3.1
	16	Inflation cost adder for Row 1 standard materials	\$29,563
	17	Inflation cost adder for Row 2 recent estimated materials	\$19,091
ſ	18	Total inflation cost adder (row 16 + row 17)	\$48,654



Cost Tool Knowledge Article

Revision: Author: v1.00; 8 June 2022 Doug Stuyvenberg

★ Completion

- 1. Save your updated CT
- 2. The price and sold cost reflect a cost correction for material inflation

Opportunity Snapshot University of Ma	2 anchester - Custor	m Landmark				
2 MTS BOM	Price = \$1,1	80,915	Mai	in Margin =	50.0%	
3rd Party Content	Price =		3rd Party Ma	rgin (avg) =		
Software	Price =					
Pay Terms Price A	dder =					
Ship & Export Price A	Adder = \$	600	Ship & Expo	rt Margin =	16.7%	
Extended Warranty Price A	dder =					
Bank & Bond Fees Price A	dder =		Bank & Bond Fe	es Margin =	16.7%	
Total P (Excludes any Applicable	rice = \$1, Taxes)	Overall Order	r Margin =	50.0%		
Total Price in Foreign Cun	rency = 9.	37,556	GBP	0.7935	2 GBP/USD 07	- J un-22
2 Order Sold Cost = (Sum of All Costs)	\$590,957		Contingency for "Main	n" Costs =	8.0%)
3rd-Party Content Cost =			Contingency for	Options =	8.0%)
Local Cost =	\$500		Cost of Bank Fees &	& Bonds =		
Sales Order Type = Country of Import =	InterComp UK (IC	pany)	InterCo is DDU, Ret (Preferred), Named Pla	tail Order is ace of Destii	DAP nation, Prepa	id
MTS-Mpls Cost of Ship & Export=	-		<u>MTS-Affiliate</u> Co	ost of Ship &	k Import = \$	500
Costing Date: 2-Feb-22		Print Date:	7-Jun-22			Current FY Rates
Application Engineer: Kevin Jones		PE:	Randy Strop	Quotation:		-



Cost Tool Knowledge Article

CTA_8002 v1.00; 8 June 2022

Revision:

Author:

Doug Stuyvenberg

Important

The Phase 1 Inflation Worksheet replaces the Pricing Page's "Enter Inflation Adder". Do not use this field.

Pricing ? Williams F1 Transmission Test System v4.06, 10/22/202												
40/50/10 Pay Terms Costed with See من "ASG_Cost-Main"	Exchange Rate = 0.79352 GBP/USD	9-Jun-22	SO Type = Inter (I	Company to UK C)	InterCo is DDU, Reta (Preferred), Named I Prepaid	all Order is DAP Place of Destinat	tion,					
Notes												
0.0 %Adders & Foreign Currency												
							1					
Select Currency GBP	Latest Currency Ex	change Rate (G	BP per USD)=	0.79352	Rate Date=	9-Jun-2022						
	Prior Currency E	xchange Rate (C	GBP per USD)=	0.74217	Prior Rate Date=	21-Oct-2021						
Pay Terms % Adder = Calculated in the "Terms" Sheet		40/50/10 Pay	Terms (MTS St	tandard)								
Enter # Adder for Negotiation			Fatas Futas d									
"Cushion"		Se	e "Rates" Page for E	Ext Warranty Values.								
Enter Inflation Adder			Enter	Misc Taxes >			1					
1.0 Main Do Not	Use 📃			1.0 Total =	\$5,471,349	4,341,625	GBP					
2.0 Software				2.0 Total =			GBP					
3.0 Third-Party Content				3.0 Total =	\$803,452	637,555	GBP					
4.0 Options - Cost Based			Reset Margins				GBP					
5.0 Options - Price Listed				5.0 Total =			GBP					
6.0 Shipping and Export (From "Shipping" Wor	(ksheet)			6.0 Total =	\$48,619	38,581	GBP					
7.0 Bank Fees (From "Bank_Fees" Worksheet")				7.0 Total =			GBP					
8.0 Price Summary & Stats (1.0-7.0)			Т	otal Price =	\$6,323,421	5,017,761	GBP					