



Select the Yes button to update all your labor operations to be taxable.

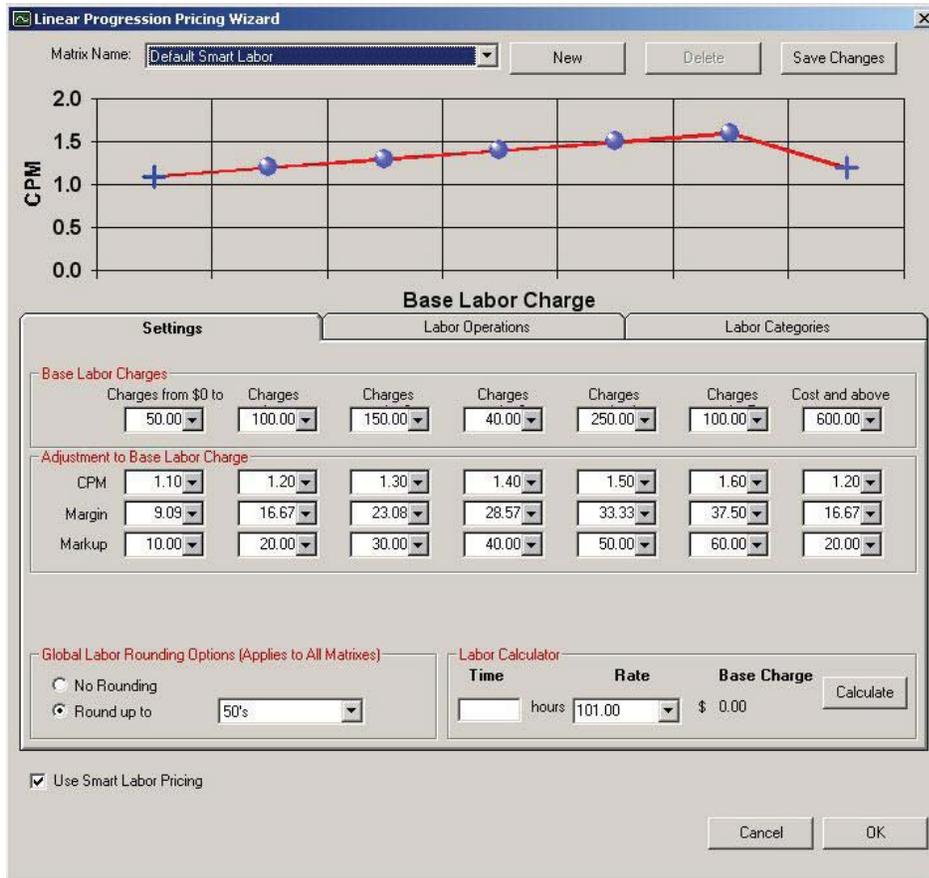
Smart Labor Pricing

The user has the ability to markup labor charges based on different types of work. For example, you can mark up labor charges an extra 30% for a transmission rebuild.

Smart Labor pricing gives the user the ability to set labor pricing using cost ranges by type of work. You will now be able to markup labor charges based on different types of work. For example, you can mark up labor charges an extra 30% for a transmission rebuild that you normally charge \$295 or an extra 10% for a transmission rebuild that you normally charge \$495.

The concept of linear pricing is instead of adding more matrix levels which would make it very difficult to maintain, the linear pricing method uses a stair step effect where the markup percentage is a gradual progression.

Setting up Matrixes



Define the base labor charge ranges. If there are certain types of labor that will have different pricing, decide which categories and/or operations will be priced differently and separate matrixes can be created. Select the New button to add a new price matrix.

Select the drop down window to edit other matrixes.



Select the New button to create a new matrix for different types of labor. It is recommended when naming new matrixes to use a descriptive enough name so you can identify the correct matrix when editing (Example: Transmission Rebuild Labor or Brake Labor). Select the Save Changes button to save the matrix.

The first item to configure is the base labor ranges. Enter the dollar values to define the matrix. With Linear Pricing, the levels are infinite. It is a gradual stair step effect where halfway is 50%. It's usually a progression down but it doesn't have to be.

The next step of establishing the pricing matrix is to set the cost plus multipliers for each range. The base charge will be marked up this amount. To complete the pricing matrix, enter the cost plus multiplier, the

margin, or the markup that is desired for each pricing level. Entering one of these values will cause the others to be calculated. Once the information has been entered, select Save Changes to save and remain in this screen or select Save to save and exit.

Setting the Global Rounding Option applies to all labor and parts matrixes (see Set Pricing Method).

No Rounding



Round up to: Select the drop down window to select the number you wish to round prices up to.

Select the Use Smart Labor Pricing check box to turn on Smart Labor Pricing.



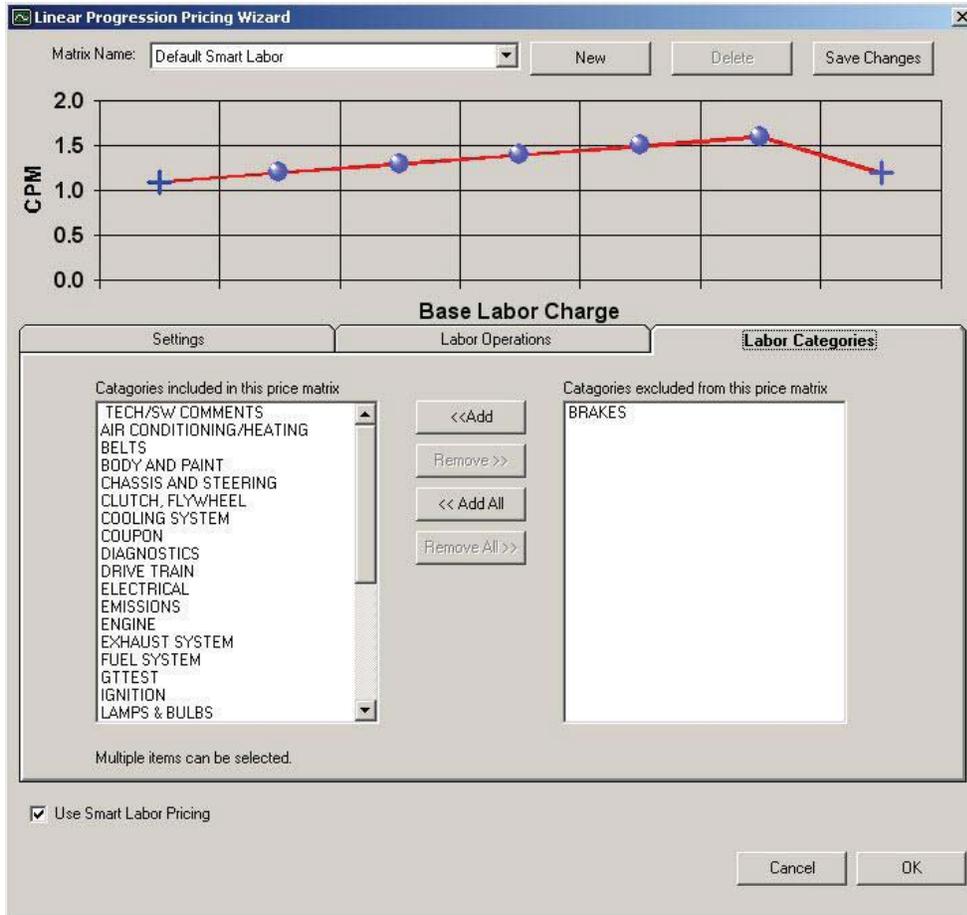
When in doubt you are able to enter a sample time and labor rate to get a base charge. Select the Calculate button to see what charge would be calculated using the currently saved matrix.



You will see a window that shows you step by step how the charge was calculated.



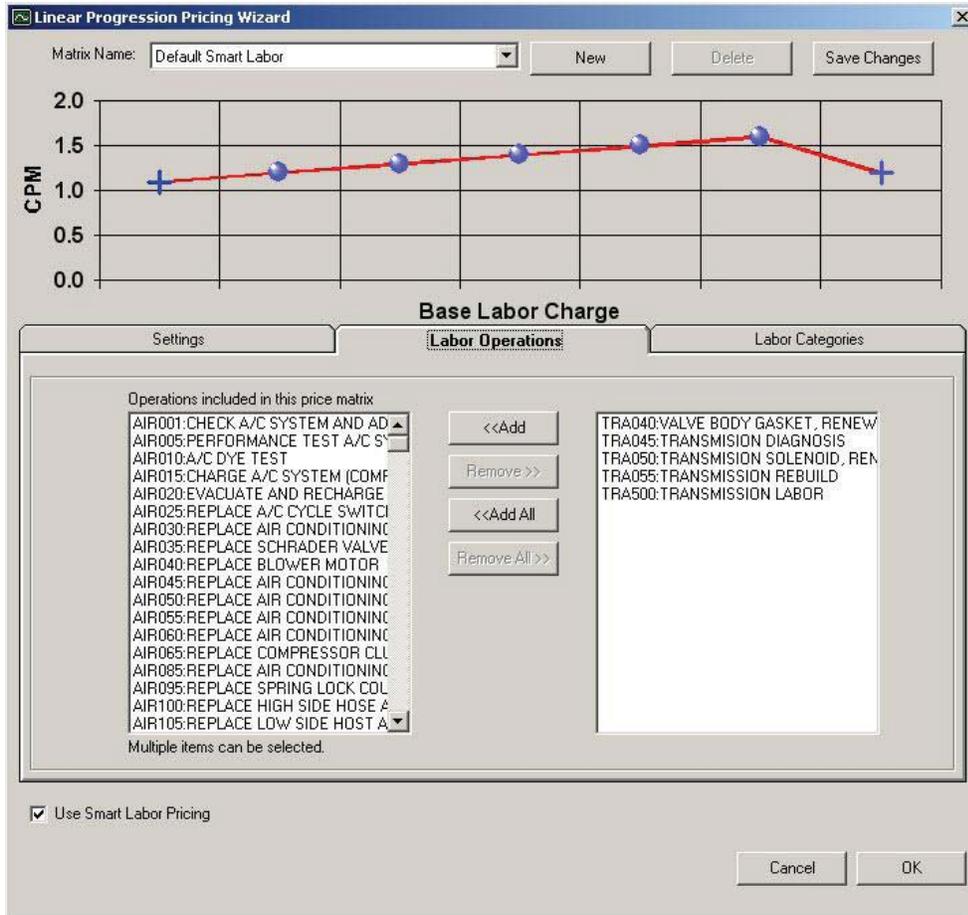
Next, select the labor categories that are to be included in the matrix. Individual categories may have their own matrix.



Labor Categories on the Included list will be assigned to this matrix.

Labor Categories on the Excluded list will be removed from this matrix.

If you only want to include one or more labor operations within a category and not the entire category, here you can select the labor operations that are to be included in the matrix. Individual operations may have their own matrix.



Labor Operations on the Included list will be assigned to this matrix.

Labor Operations on the Excluded list will be removed from this matrix.

Labor Categories

R.O. Writer™ comes with some labor categories pre-defined. These can be added to, modified, or deleted, depending on the particular circumstances. The purpose is to identify the labor categories for the things that are routinely performed. As with the labor operations, certain tasks can be predefined, so as to minimize what has to be input on the repair order.

Take some time to think about how your shop operates, and decide what categories make sense for you. Up to three characters may be used as the code to identify each category.

To add a labor category, select the Add button. Enter the code and name, then select the Save button. Once the information has been saved, select the Cancel button to exit.