

# Price List User Guide



## To our residential roofing contractors,

Our goal is to provide you with the resources you need to optimize your SumoQuote experience. We hope that these examples and explanations help you brainstorm some interesting ideas for how SumoQuote can help you stand out from the crowd.

We realize that the following line items and samples won't necessarily reflect exactly what you will present in your own quotes, nor should they be. There are some amazing custom marketing pages that you can build for your business and insert into SumoQuote!

To help you understand the logic behind the price list items and samples we loaded into your account, we have created this guide. Price list calculations were built with the idea of converting a signed quote into a work or material order with a single click. The calculations in our samples accommodate a waste percentage with your measurements, while also converting standard measurements to the unit types you will be ordering. An example of this would be automatically converting a square foot measurement on a roof to a per bundle quantity on your Quote Details page.

The following page provides you with examples of how these calculations are built for different types of materials in your quote.

NOTE: you should always review our sample pricing and terms & conditions to ensure that they work for your business. Any content that we provide should be considered SAMPLE ONLY.

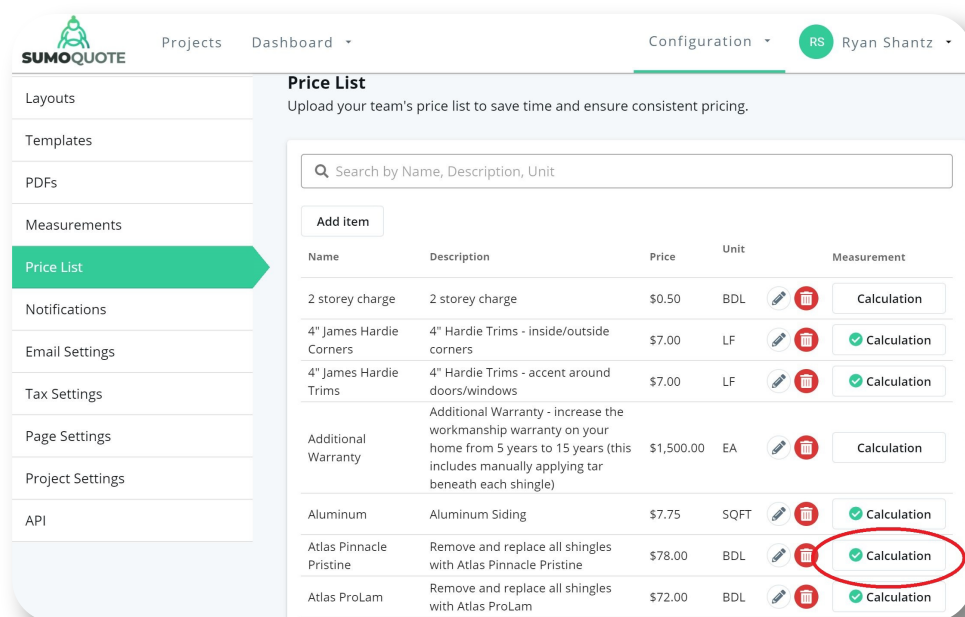
Happy selling!

- Team Sumo"



To work on these price list items in your account, simply go to:  
Configuration – Account Settings – Price List.

By structuring your quotes from price list items, you will be able to take advantage of all sorts of features in SumoQuote that aren't available to those building their quotes from a single line item. Here is the location of where you can add Calculations to your price list items.



And here is where you enter the formulas for your Calculations. Remember, our formulas work just like Excel, except rather than using "B3" or "C18" in your calculations you can use the names of your Measurements (ie. Total Roof Area or Suggested Waste Percentage).

See the next page to see some common Calculation formulas for your quotes.

# Common Residential Roofing Calculations

## Field Shingles

Convert from square foot to per bundle (recommended).

Calculation:  $[@totalroofarea * (1+@suggestedwastepcentage)/33]$

*Assumes that there are 33 square feet in a bundle. This typically works for 3 bundle squares and would need to be adjusted if it was a 4 or 5 bundle square.*

Convert from square foot to per SQ.

Calculation :  $[@totalroofarea * (1+@suggestedwastepcentage)/100]$

*Assumes that there are 100 square feet in a square.*

## Starter Shingles

Convert from linear foot to per bundle.

Calculation:  $[((@totalleaves + @totalrakes) * (1+@suggestedwastepcentage))/100]$

*Assumes that there are 100 linear feet per bundle.*

## Ridgecap Shingles

Calculation:  $[(@totalhip * 1.1)/28]$

*Assumes that there are 28 linear feet per bundle of ridge.*

*Assumes a standard 10% waste for ridgecap.*

## Drip-edge

Convert from linear feet to per piece.

Calculation:  $[(@totalleaves * 1.1)/10]$

*Assumes that a standard piece of drip-edge is 10'.*

*Assumes a standard 10% waste for drip-edge.*

## Valley Metal

Calculation:  $[(@totalvalleys * 1.2)/10]$

*Assumes that a standard piece of valley metal is 10'.*

*Assumes a standard 20% waste for valley metal.*