

# Opportunity Export

## Top Quotation Upfront Revenue

Upfront revenue is adding all upfront income to the business from a deal. The values taken into account are after upfront discounts.

This includes:

### Service Upfront values

### Service Upfront Commissions

### Service Bonus

### Product upfront values

### Additional Funding

The breakdown of this can be found in the profit breakdown against each quotation.

The screenshot shows a software window titled "Profit & Turnover Breakdown" with several tabs: Profit Summary, Profit Breakdown, Upfront Profit, Turnover, Acquisition Cost, Rebates, and Chart. The "Turnover" tab is active, displaying a table with the following data:

SOURCE	TYPE	VALUE
Bus Pro SIM B 24M 10GB 30%OGR	Service Recurring	£2,400.00
- 9 Get them plan	Service Ongoing Revenue	£1,440.00
EE LB £1150 of Roaming Voice for £1000 Shared (24 Month)	Service Ongoing Revenue	£4,080.00
- 9 Get them plan	Service Upfront Commission	£250.00
EE LB £1150 of Roaming Voice for £1000 Shared (24 Month)	Service Upfront Commission	£3,500.00
- 9 Get them plan	Service Upfront	£100.00
123 Phones MG	Product Upfront	£2,000.00
123 Phones MG	Product Upfront	£100.00
- 9 Get them plan	Service Bonus	£350.00
Quotation	Additional Funding	£5,000.00
Turnover Total		£19,220.00

Below this table is a "TURNOVER & PROFIT SUMMARY" section:

Profit	£15,760.00
Turnover	£19,220.00
Profit as Percentage of Turnover	82.0%

At the bottom is a "GRAND TOTALS" section:

Total Profit	£15,760.00
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A "Close" button is located at the bottom right of the window.

If you want you can double check the values from finance report

## Top Quotation Upfront Profit (Inc Funds)

'Upfront profit (Inc. Funds)' is calculated from all upfront profits taking away upfront discounts and funds applied.

You can find the upfront profit (Inc Funds) in the quotation profit breakdown, Tab Upfront Profit. See image below:

The screenshot shows a window titled "Profit & Turnover Breakdown" with tabs for Profit Summary, Profit Breakdown, Upfront Profit, Turnover, Acquisition Cost, Rebates, and Chart. The "Upfront Profit" tab is active, displaying two sections:

UPFRONT PROFIT (EXC. GENERAL, HARDWARE & BUYOUT FUNDS)	
Upfront Profit excluding Advances	£10,000.00
Upfront Profit including Advances	£11,000.00
UPFRONT PROFIT (INC. GENERAL, HARDWARE & BUYOUT FUNDS)	
Upfront Profit excluding Advances	£8,800.00
Upfront Profit including Advances	£9,800.00

A "Close" button is located at the bottom right of the window.

If you would like to calculate the upfront profits (Inc. Funds) from the finance report simply add up all upfront profit values and take off upfront discounts as well as funds.

### Funds which we are referring to:

Hardware Fund, Buyout Fund, General Fund.

PROFIT SOURCES (PRE DISCOUNT)								
	Upfront Commission	Upfront Margin	Bonuses	Ongoing Revenue (OGR)	Recurring Margin (term)	Additional Funding	Additional Spend	Product Margin
Profit	£3,750.00	£50.00	£350.00	£5,520.00	£0.00	£5,000.00	£2,040.00	£1,060.00
Holdback	£3,750.00	£50.00	£350.00	£4,010.40	£0.00	£5,000.00	£2,040.00	£954.00

Add up upfront profits together

DISCOUNTS, SUBSIDIES & TERMINATIONS							
Hardware Fund	General Fund	Product Discount	Service Upfront Discount	Service Subsidy	Buyout Costs	Deal Termination	Rebate Plans
£400.00	£300.00	£10.00	£50.00	£600.00	£500.00	£150.00	£0.00

Take off upfront discounts and funds

## Top Quotation Upfront Profit (Exc. Funds)

'Upfront profit (Exc. Funds)' is calculated from all upfront profits taking away upfront discounts.

You can find the upfront profit (Exc. Funds) in the quotation profit breakdown, Tab Upfront Profit. See image below:

The screenshot shows a window titled "Profit & Turnover Breakdown" with tabs for Profit Summary, Profit Breakdown, Upfront Profit, Turnover, Acquisition Cost, Rebates, and Chart. The "Upfront Profit" tab is active, displaying two sections:

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Upfront Profit excluding Advances	£8,800.00
Upfront Profit including Advances	£9,800.00

A "Close" button is located at the bottom right of the window.

If you would like to calculate the upfront profits (Exc. Funds) from the finance report simply add up all upfront profit values and take off upfront discounts and Deal Termination.

PROFIT SOURCES (PRE DISCOUNT)								
	Upfront Commission	Upfront Margin	Bonuses	Ongoing Revenue (OGR)	Recurring Margin (Term)	Additional Funding	Additional Spend	Product Margin
Profit	£3,750.00	£50.00	£350.00	£5,520.00	£0.00	£5,000.00	£2,040.00	£1,060.00
Holdback	£3,750.00	£50.00	£350.00	£4,010.40	£0.00	£5,000.00	£2,040.00	£954.00

Add up upfront profits together

  

DISCOUNTS, SUBSIDIES & TERMINATIONS								
	Hardware Fund	General Fund	Product Discount	Service Upfront Discount	Service Subsidy	Buyout Costs	Deal Termination	Rebate Plans
	£400.00	£300.00	£10.00	£50.00	£600.00	£500.00	£150.00	£0.00

Take off upfront discounts

### Top Quotation Recurring Revenue (1st Month Total)

This value is calculated from Service recurring monthly sell price. The values take into account variable pricing and subsidy. Due to possible different terms against each tariff the recurring revenue could differ after period of time. For example, if customer is on a rolling contract or 12 months term for specific tariffs. This value can be found in the quotation builder

£100.00	£1	Sub Total	£2,200.00
		Delivery	£0.00
		Total Tax	£440.00
		Recurring Billed	£1,400.00
		Recurring Equiv	£1,375.00
		Total Up Front	£2,640.00

1 - 5 of 5 items

Total Recurring	Deal Profit
£1,400.00	£15,760.00

The breakdown of the recurring equivalent can also be viewed in the finance report per tariff in Rec Net column:

The Recurring Sell price minus the subsidy per month. Note the subsidy displayed below is against full term. Therefore, it would be £600 / 24 = £25 subsidy per month.

SERVICES (21)																	
Qty	Category	Class	Supplier	Service	Term	UF Buy	UF Sell	Disc	Rec Buy	Rec Sell	Comm	Bonus	Subsidy	Rec Net	OGR%	OGR/Term	Net Comm
10	Additional Sharer		ACME Future Telecom	- 9 Get them plan	24m	£10.00	£15.00	£50.00	N/A	£30.00	£250.00	£350.00	£600.00	£275.00	20.00%	£1,440.00	£-350.00
1	Voice Bolt-On Roaming (Shared)	New	EE	EE LB £1150 of Roaming Voice for £1000 Shared (24 Month)	24m	£0.00	£0.00	£0.00	N/A	£1,000.00	£3,500.00	£0.00	£0.00	£1,000.00	17.00%	£4,080.00	£3,500.00
10	Voice (Single)	New	EE	Bus Pro SIM B 24M 10GB 30%OGR	24m	£0.00	£0.00	£0.00	£10.00	£10.00	£0.00	£0.00	£0.00	£100.00	0.00%	£0.00	£0.00
21						£100.00	£150.00	£50.00	£100.00	£1,400.00	£3,750.00	£350.00	£600.00	£1,375.00	-12.00%	£5,520.00	£3,150.00

### Top Quotation Recurring Profit (1st Month OGR)

Recurring profits from OGR per month are calculated as follows:

$$(\text{Recurring Sell Price} * \text{OGR \%} * \text{Qty}) - \text{Subsidy}$$

See example below:

SERVICES (21)

Qty	Category	Class	Supplier	Service	Term	UF Buy	UF Sell	Disc	Rec Buy	Rec Sell	Comm	Bonus	Subsidy	Rec Net	OGR%	OGR/Term	Net Comm
10	Additional Sharer		ACME Future Telecom	- 9 Get them plan	24m	£10.00	£15.00	£50.00	N/A	£30.00	£250.00	£350.00	£600.00	£275.00	20.00%	£1,440.00	-£350.00
1	Voice Bolt-On Roaming (Shared)	New	EE	EE LB £1150 of Roaming Voice for £1000 Shared	24m	£0.00	£0.00	£0.00	N/A	£1,000.00	£3,500.00	£0.00	£0.00	£1,000.00	17.00%	£4,080.00	£3,500.00
10	Voice (Single)	New	EE										£0.00	£100.00	0.00%	£0.00	£0.00
21													£0.00	£1,375.00	~12.00%	£5,520.00	£3,150.00

Recurring profit = (Rec Sell \* OGR % \* Qty) - Subsidy  
 £30 \* 20% \* 10 = £60 - 25 subsidy = £35  
 £1000 \* 17% \* 1 = £170 - 0 subsidy = £170  
**Recurring Profit = £205**

### Top Quotation Recurring Profit (1st Month Wholesale)

Recurring profits from Recurring Margins are calculated as follow:

$$(\text{Recurring Sell Price} - \text{Recurring Buy Price}) * \text{Qty}$$

See example below:

SERVICES (4)

Qty	Category	Class	Supplier	Service	Term	UF Buy	UF Sell	Disc	Rec Buy	Rec Sell	Comm	Bonus	Subsidy	Rec Net	OGR%	OGR/Term	Net Comm
3	Voice (Single)	Upgrade	EE	Bus Pro SIM B 24M 10GB 30%OGR	24m	£0.00	£0.00	£0.00	£10.00	£15.00	£0.00	£0.00	£0.00	£45.00	0.00%	£0.00	£0.00
1	Additional Sharer		ACME Future Telecom	- 9 Get them plan	24m	£10.00	£15.00	£5.00	N/A	£30.00	£25.00	£35.00	£0.00	£30.00	20.00%	£144.00	£25.00
4												£0.00	£35.00	£75.00	~10.00%	£144.00	£25.00

(Recurring Sell - Recurring Buy) \* Qty = **Recurring Profit Margin**  
 (£15 - £10) \* 3 = £5 \* 3 = **£15**

PRODUCTS (2)

### Top Quotation Recurring Profit (1st Month Total)

Total Recurring profit is adding both types of recurring profits together:

**Recurring Margin Profit + Recurring OGR Profit**

OR

**Top Quotation Recurring Profit (1st Month OGR) + Top Quotation Recurring Profit (1st Month Wholesale)**

	Top Quotation Recurring Profit (1st Month OGR)	Top Quotation Recurring Profit (1st Month Wholesale)	Top Quotation Recurring Profit (1st Month Total)
)	205	0	205
)	6	15	21
)	4.42	0	4.42
)	0	0	0

## Annual Recurring Revenue

Annual Recurring Revenue is calculated as follows:

### Top Quotation Recurring Revenue (1st Month Total) \* 12

Top Quotation Recurring Revenue (1st Month Total)	Top Quotation Recurring Profit (1st Month OGR)	Top Quotation Recurring Profit (1st Month Wholesale)	Top Quotation Recurring Profit (1st Month Total)	Annual Recurring Revenue	Annual Recurring Profit
1350	205	0	205	16200	2460
70	6	15	21	840	211
179	4.42	0	4.42	2148	92.4

## Annual Recurring Profit

Annual Recurring Profit is calculated as follows:

### Top Quotation Recurring Profit (1st Month Total) \* 12

Top Quotation Recurring Profit (1st Month Total)	Annual Recurring Revenue	Annual Recurring Profit	Top Quotation Profit
205	16200	2460	1576
21	252	211	211
4.42	53.04	92.4	92.4

## Top Quotation Profit

Top quotation profit is an overall profit of the deal which includes all profits and takes off all funds and discounts applied.

The deal profit is displayed in the quotation builder.

Total Recurring £1,400.00	Deal Profit £15,760.00
Created by mary.hill at 15:52 on 20-May-2019, updated 16d ago.   Authorisation   Duplicate	

In the finance report the deal profit is shown at the very bottom of the page. Note the HB (Holdback) value is not presented in the opportunity export.

Profit
£15,760.00
HB: £14,144.40

## Top Quotation Turnover

Top Quotation Turnover is calculated from the upfront and recurring revenue taking off upfront and recurring discounts. Top quotation turnover is displayed in deal profit breakdown:

TURNOVER SOURCE BREAKDOWN		
SOURCE	TYPE	VALUE
Bus Pro SIM B 24M 10GB 30%OGR	Service Recurring	£2,400.00
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Quotation	Additional Funding	£5,000.00
<b>Turnover Total</b>		<b>£19,220.00</b>

  

TURNOVER & PROFIT SUMMARY	
Profit	£15,760.00
Turnover	£19,220.00
Profit as Percentage of Turnover	82.0%

  

GRAND TOTALS	
Total Profit	£15,760.00

## Top Quotation Turnover (1st Year)

Top Quotation Turnover (1st Year) is calculated as follows:

Annual Recurring Revenue + Top Quotation Upfront Revenue

Top Quotation Upfront Revenue	Top Quota	Top Quota	Top Quota	Top Quota	Top Quota	Top Quota	Top Quota	Annual Recurring Revenue	Annual Rec.	Top Quotati	Top Quotati	Top Quotation Turnover (1st Year)
125	115	115	0	0	0	0	0	0	0	115	125	125
180	180	180	20	3.4	0	3.4	240	40.8	261.6	261.6	420	420
<b>11300</b>	<b>8800</b>	<b>10000</b>	<b>1350</b>	<b>205</b>	<b>0</b>	<b>205</b>	<b>16200</b>	<b>2460</b>	<b>15760</b>	<b>19220</b>	<b>27500</b>	<b>27500</b>
2470	1610	2310	70	6	15	21	840	252	2114	3694	3310	3310
170	170	170	179	4.42	0	4.42	2148	53.04	92.48	276.08	2318	2318