

Contract Summary
For Property Management Co.

CONFIDENTIAL

<i>Weekly Hours</i>	<u>600.0</u>
<i>Weekly Billings (excluding Holiday billings)</i>	<u>\$ 11,804</u>
<i>Blended Straight Time Pay Rate</i>	<u>\$ 13.05</u>
<i>Blended Straight Time Bill Rate</i>	<u>\$ 19.51</u>
<i>Overtime Bill Rate</i>	<u>\$ 29.06</u>
<i>Holiday Bill Rate</i>	<u>\$ 29.26</u>
<i>Effective Pay Rate</i>	<u>\$ 13.36</u>
<i>Effective Bill Rate</i>	<u>\$ 19.67</u>
<i>Effective Direct Labor Ratio</i>	<u>67.9%</u>
<i>Effective Markup</i>	<u>147.2%</u>
<i>Total Annual Revenue (from hourly billings) *</i>	<u>\$ 613,785</u>
<i>Vehicle and Other Pass Through Billings</i>	<u>\$ -</u>
<i>Total Annual Contract Revenue *</i>	<u>\$ 613,785</u>
<i>Direct Expense</i>	<u>\$ 521,742</u>
<i>Vehicle and Other Pass Through Costs</i>	<u>\$ -</u>
<i>Total Annual Costs *</i>	<u>\$ 521,742</u>
<i>Contributory Profit</i>	<u>\$ 92,043</u>
<i>Profit as a % of Revenue</i>	<u>15.0%</u>
<i>Contributory Profit Per Hour</i>	<u>\$ 2.95</u>
<i>Working Capital Requirement</i>	<u>\$ 64,501</u>
<i>Payback of Working Capital (weeks)</i>	<u>36.4</u>

* Total Contract Amounts if Contract is for Temporary Coverage

ABC Security Inc.

Proposal for: Property Management Co.

Help

Bill Rate Components

