

Training Certification	
Online Course	\$ 100.00
Test	\$ 50.00
Certificate	\$ 50.00
Total	\$ 200.00

Notes:
Numbers in Green can be changed for variable pricing
Numbers in Red have gone below their base cost

Staff Testing		
Frequency of Test	2	per week
Staff to be tested	10	total
Total Tests	20	per week
	200	tests per month
	8	boxes per month
Test Cost	\$ 26.56	per test
Cost	\$ 26.56	per test
Total Cost	\$ 5,311.50	

Single Test			Box of 25		
Wholesale	\$ 6.55		\$ 163.75	Wholesale	
Software	\$ 1.00		\$ 200.00	Software	
Markup	\$ 20.01	265%	\$ 433.94	Markup	
Distributor	\$ 26.56		\$ 597.69	Distributor	

75% Gross Margin

Customer Testing		
Date Range	5	Days
Total to be tested	10	Daily
Total Tests	50	per week
	500	tests per month
	20	boxes per month
Test Cost	\$ 11.83	per test
SubTotal	\$ 11.83	per test
Recouped	\$ 5.91	per test
Subtotal	\$ 2,956.25	per test
Initial Cost	\$ 5,912.50	Total
Final Cost	\$ 2,956.25	Grand Total

Single Test			Box of 25		
Wholesale	\$ 6.55		\$ 163.75	Wholesale	
Software	\$ 2.00		\$ 2.00	Software	
Markup	\$ 3.28	50%	\$ 81.88	Markup	
Distributor	\$ 11.83		\$ 247.63	Distributor	
Markup	\$ 5.91	50%	\$ 123.81	Markup	
Retail	\$ 17.74		\$ 371.44	Retail	