

Enterprise - Gross Profit Calculator


Last Modified on 10/06/2022 10:17 am CDT

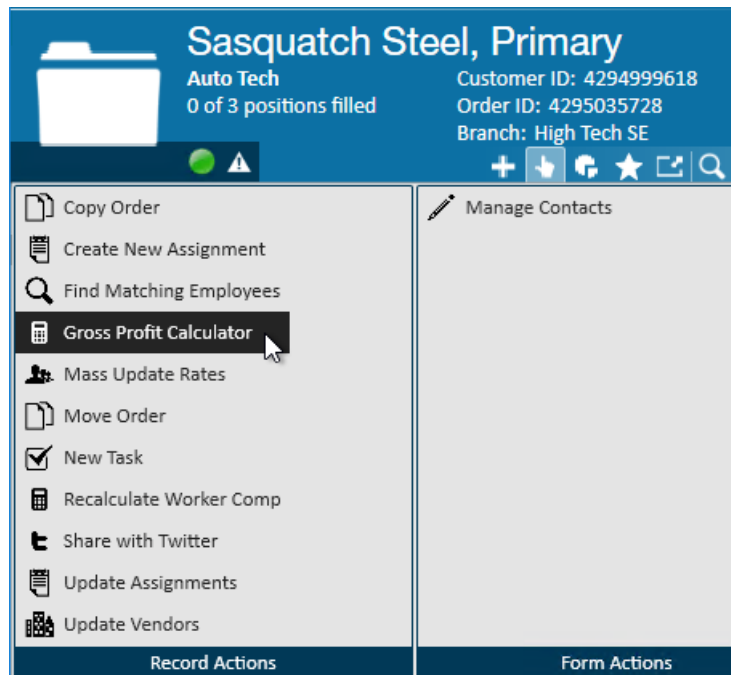
What is the Gross Profit Calculator?

The Gross Profit (GP) calculator is a tool that can be used to provide an approximation of gross profit (sales minus all costs directly related to those sales) for a given scenario.

Note The gross profit calculator provides an approximation, and not an exact figure. The calculations provided by the GP calculator are not exact due to many factors such as taxes, etc, it is not possible to predict GP exactly.

Accessing GP Calculator

The Gross Profit Calculator can be utilized at the customer, order, or assignment level by navigating to the desired record >  > Gross Profit Calculator.



Customer Record

Accessing the GP Calculator on the customer record allows you to estimate profits when determining rate for a new order or contract. This is a great sales tool to ensure the rates being determined will still leave a profit for your staffing company.

Order & Assignment Record

Accessing the GP Calculator on the order or assignment record allows you to estimate profits for that particular order. It can pull in worker comp codes, pay, & bill rates for the order you are viewing. If you updated pay/bill rates, etc. to find the best GP rates, you can update your order or assignment accordingly.

Utilizing the GP Calculator

Within the calculator, different criteria can be entered to determine Gross Profit results.

The screenshot shows the 'gross profit calculator' interface. It is divided into several sections: 'calculator options', 'regular', 'overtime', 'doubletime', and 'ot plan'. The 'calculator options' section includes dropdowns for 'Worker Comp' (8810) and 'SUTA Juris' (MNSUTA), checkboxes for 'Use SUTA', 'Use FUTA', 'Use State FUTA CR', and 'Use Branch', and a table of burden rates. The 'regular' section shows 'Pay Rate' (\$22.00) and 'Bill Rate' (43), resulting in a 'GP %' of 38.07, 'GP Amount' of \$0.00, and 'Markup' of 1.9545. The 'overtime' section shows 'Overtime Pay' (\$33.00) and 'Overtime Bill' (\$64.50), resulting in a 'GP Overtime %' of 38.18, 'Overtime GP Amount' of \$0.00, and 'Overtime Markup' of 1.9545. The 'doubletime' section shows 'Doubletime Pay' (\$44.00) and 'Doubletime Bill' (\$86.00), resulting in a 'GP Doubletime %' of 38.24, 'Doubletime GP Amount' of \$0.00, and 'Doubletime Markup' of 1.9545. The 'ot plan' section has 'Hours Per Week' (0), 'Number of Weeks' (1), and 'Overtime Plan' (PlanSTD). The 'expenses' section shows 'No Records Found'. A status bar at the bottom left shows '0' and a warning icon.

Calculator Options

This close-up screenshot shows the 'calculator options' section. It features two dropdown menus: 'Worker Comp' with the value '8810' and 'SUTA Juris' with the value 'MNSUTA'. Below these are four checkboxes, all of which are checked: 'Use SUTA', 'Use FUTA', 'Use State FUTA CR', and 'Use Branch'. To the right of these options is a table with four rows of burden rates: 'Initial Burden' (0.100300), 'Additional Burden' (0.095235), 'Branch Burden' (0.0150), and 'Total Burden' (0.210535).

- **Worker Comp Code** - this is populated from the default worker comp code for the customer or the worker comp code selected on the order/assignment record. This can be updated by selecting a different worker comp code from the drop down. (see [Administrator Manual](#) for information on how to set up worker comp code burden rates).
- **SUTA Juris** - populates from the default worksite for the customer or the worksite selected on the order/assignment record.

- **Initial Burden** - by default includes FICA, FUTA, MED, SUTA, & State FUTA. Utilize the check boxes under SUTA Juris to exclude SUTA, FUTA, or State FUTA.
- **Branch Burden** - If your admin has set a burden rate on the Branch in administration than that amount will be shown here based on the branch associated with this record. This can be turned off by unchecking the Use Branch option. (see [How to Create Branches](#))
- **Additional Burden** - this field is for any additional burden rates you would like to add. If a particular customer has a higher cost (ex. requires onsite rep, etc.), you can work with TempWorks Support to set up a configuration to allow you to automatically set an additional burden rate for particular customers.
- **Total Burden** - the accumulation of Initial, Additional, & Branch burden amounts.

Regular, Overtime, & Doubletime

Entering in regular pay & bill rates will automatically calculate the overtime & doubletime rates. If you are utilizing the GP Calculator on the order or assignment record, pay & bill rates will populate based on the rates entered on the record:

regular	
Pay Rate	\$22.00
Bill Rate	\$50.00
overtime	
Overtime Pay	\$33.00
Overtime Bill	\$75.00
doubletime	
Doubletime Pay	\$44.00
Doubletime Bill	\$100.00

GP %

Pay & Bill rates must first be established before GP% can be calculated.

regular			
Pay Rate	\$22.00	GP %	47.03
Bill Rate	\$50.00	GP Amount	\$0.00
		Markup	2.2727

The Calculation that establishes the GP% is $(\text{Bill Rate} - \text{Pay Rate} - (\text{Pay Rate} * \text{Initial Burden}) - (\text{Pay Rate} * \text{Workers Comp})) / \text{Bill Rate}$.

A green GP% is a positive amount:

GP %	47.03
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A red GP% is a negative amount:

GP % -30.02

A yellow GP % is a low amount and can be configured for a specific range by contacting TempWorks Support:

GP % 6.09

OT Plan, Expenses & GP Amounts

To calculate GP Amounts, enter the estimated number of hours per week and number of weeks for the customer, order, or assignment. Remember to select the correct overtime plan for OT & DT calculations.

ot plan

Hours Per Week	<input type="text" value="45"/>
Number of Weeks	<input type="text" value="1"/>
Overtime Plan	<input type="text" value="PlanSTD"/>

Note If you have a person who is FLSA exempt and choose NoOT Overtime Plan for example, then when you put in "45" hours for the calculation, it will all be straight time instead of overtime.

Regular, OT, and DT amounts will be calculated:

regular			
Pay Rate	<input type="text" value="\$22.00"/>	GP %	<input type="text" value="47.03"/>
Bill Rate	<input type="text" value="\$50.00"/>	GP Amount	<input type="text" value="\$925.54"/>
		Markup	<input type="text" value="2.2727"/>
overtime			
Overtime Pay	<input type="text" value="\$33.00"/>	GP Overtime %	<input type="text" value="47.03"/>
Overtime Bill	<input type="text" value="\$75.00"/>	Overtime GP Amount	<input type="text" value="\$176.36"/>
		Overtime Markup	<input type="text" value="2.2727"/>
doubletime			
Doubletime Pay	<input type="text" value="\$44.00"/>	GP Doubletime %	<input type="text" value="47.03"/>
Doubletime Bill	<input type="text" value="\$100.00"/>	Doubletime GP Amount	<input type="text" value="\$0.00"/>
		Doubletime Markup	<input type="text" value="2.2727"/>

Expenses

Any expenses you would like to factor in to Gross Profit can be added by selecting the '+' icon in the expenses section. You will be prompted to enter in an amount as well as a description. *This will affect the GP amounts.*

contacts

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+ add expense ? X

Amount \$15.00

Description Badge Fees

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