Beyond - Gross Profit Calculator

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.

Therefore, it is not possible to predict GP exactly.

This article covers the following:

1. Setting Up Permissions
2. Accessing the Gross Profit Calculator
3. Utilizing the Gross Profit Calculator

Setting Up Permissions

If you are utilizing default Security Groups, you will be able to access the Gross Profit Calculator within Beyond.

Note If you utilize custom Security Groups with Advanced Permissions, you will need to add the Access to the "Gross Profit Calculator" forms to the Security Groups that require the functionality:

For more information on creating custom Security Groups with Advanced Permissions, please see the following article titled "Beyond - Creating Security Groups with Advanced Permissions".

Accessing the Gross Profit Calculator

The Gross Profit Calculator can be utilized at the customer, job order, assignment, or rate sheet level.

For customers, job orders, or assignments, you can access the Gross Profit Calculator by navigating to the desired record > Snapshot card > Gross Profit Calculator.

For Rate Sheets, these can be accessed by navigating to B Menu > Records > Rate Sheets.

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.

| ∧ Snapshot			
ACCOUNT VIEW		**MASTER VIEW**	
Last Payment	--	YTD Sales	0.00
Balance Due	33,440.00	AR Balance	33,440.00
Credit Limit	0.00	Lifetime Sales	33,440.00
Status	Active >	Sales Trailing	0.00
Gross Profit Calculator >			

Job 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.

∧ Snapshot	
Customer 123 Nursing - Credit	Job Title QA Auditor
Job Order Id 4295035765	Branch zzHigh Tech Canada
Pay Rate 20.00	Bill Rate 30.00
Status Unfilled >	Date Opened 6/28/2019
Job Order Duration Indef	Supervisor --
Supervisor Office Phone --	**Gross Profit Calculator >**

∧ Snapshot			
Assignment Id	4302380805	Status	Open >
Employee Id	4295085332	Job Order Id	4295034972
Branch	High Tech NE	Temp Phone	--
Pay Rate	15.22	Bill Rate	20.00
Employer	High Tech & Staffing Services, Inc	**Gross Profit Calculator >**	

Rate Sheet Record

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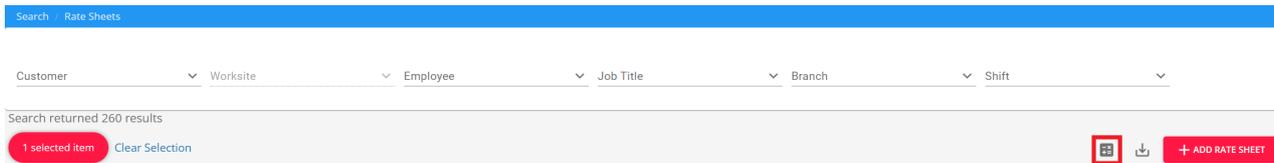
Utilizing the Gross Profit Calculator

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

Calculator Options

- **Worker Comp:** 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.

- **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 Enterprise Administration, then 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.

- **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.

Calculate by Amount

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

25.00

Bill Rate

35.00

GP %

14.09%

Pay Rate

GP Amount

0.00

Markup

1.4000

Overtime

Overtime Pay Rate

37.50

Overtime Bill Rate

52.50

GP Overtime %

14.09%

Overtime Pay Rate

Overtime GP Amount

0.00

Overtime Markup

1.4000

Doubletime

Doubletime Pay Rate

50.00

Doubletime Bill Rate

70.00

GP Doubletime %

14.09%

Doubletime Pay Rate

Doubletime GP Amount

0.00

Doubletime Markup

1.4000

Calculate by Percentage

Additionally, you have the option to calculate the rates and Gross Profit amounts by selecting the "Calculate By Percentage" tab:

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

GP %

14.09%

GP Amount

CALCULATE BY AMOUNT	CALCULATE BY PERCENTAGE

Regular

Pay Rate
25.00

Bill Rate
35.00

GP %
14.09% ✓   Pay Rate ⌄

GP Amount
0.00

Markup
1.4000

Overtime

Overtime Pay Rate
37.50

Overtime Bill Rate
52.50

GP Overtime %
14.09% ✓   Overtime Pay Rate ⌄

Overtime GP Amount
0.00

Overtime Markup
1.4000

Doubletime

Doubletime Pay Rate
50.00

Doubletime Bill Rate
70.00

GP Doubletime %
14.09% ✓   Doubletime Pay Rate ⌄

Doubletime GP Amount
0.00

Doubletime Markup
1.4000

- A green GP% is a positive amount.
- A red GP% is a negative amount.
- A yellow GP% is a percentage between 5% and 10%.

Like calculating by amount, as the gross profit percentages are changed, all values will recalculate accordingly.

- **Bill Rate:** In the dropdown to the right make sure the option is changed to Pay Rate. Updating the GP Percent or Pay Rate input will auto calculate Bill Rate inputs based on those values:

CALCULATE BY AMOUNT	CALCULATE BY PERCENTAGE

Regular

Pay Rate
25.12

GP %
35% ✓   Pay Rate ⌄

GP Amount

- **Pay Rate:** In the dropdown to the right make sure the option is changed to Bill Rate. Updating the GP Percent or Bill Rate input will auto calculate Pay rate inputs based on those values:

Regular

Pay Rate
15.55

Bill Rate
25.66

GP %
17.5% ✓   Bill Rate ⌄

GP Amount
0.00

Markup
1.6502

Note The Calculation that establishes the GP% is (Bill Rate - Pay Rate - (Pay Rate * Initial Burden) - (Pay

Rate*Workers Comp)) / Bill Rate.

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

45

Number of Weeks

1

Overtime Plan

PlanSTD   ⌄

Once the values have been entered, the Regular, OT, and DT amounts will be calculated:

CALCULATE BY AMOUNT	**CALCULATE BY PERCENTAGE**

Regular

Pay Rate

25.00

Bill Rate

35.00

GP %

14.09%   ✓

Pay Rate   ⌄

GP Amount

197.26

Markup

1.4000

Overtime

Overtime Pay Rate

37.50

Overtime Bill Rate

52.50

GP Overtime %

14.09%   ✓

Overtime Pay Rate   ⌄

Overtime GP Amount

36.99

Overtime Markup

1.4000

Doubletime

Doubletime Pay Rate

50.00

Doubletime Bill Rate

70.00

GP Doubletime %

14.09%   ✓

Doubletime Pay Rate   ⌄

Doubletime GP Amount

0.00

Doubletime Markup

1.4000

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.

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.

> ***Note*** This will affect the GP amounts.

Expense

Amount	Description	
250	Additional Expense	⋮

Rows per page: 20 ▼   1 of 1   ‹ 1 ›

Related Articles