

Message from Julie

Hey guys,

I hope this message finds you well!

Don't give up team, we have a good lead to recover from the Covid. Unfortunately, it still put a huge financial pressure on us, so we have to make the next contract efficient and profitable! Prior to COVID, we were able to have some contracts at 5% margin, but unfortunately, our minimum margin rate for the incoming contract should be at 10%.

However, I know that the market is super stressed at the moment. The other companies are very aggressive on their pricing. Before, our reputation allowed us to expect some contract up to 50% of margin. However, I know that we have to contest with huge cuts and we shouldn't propose anything above 30%: otherwise, the clients risk to fly away.

Have a nice day!

Julie

Policy: Pricing estimation per day

Outcomes per month:

- Renting the office: 3 000 €
- Other fees: 4 200 €

Salaries per month:

- The charge at the scale of the company is 50% of the employee salaries

As a reminder:

On the general outcomes, we are dividing them by the number of days in the month (in average we are using 30). Then we divide it on each employee equally.

About the salary, according to the holidays, sick-leave and so... we are considering that there is 17 working days per month.

Following this instruction, you should find the daily rates to sum to have the daily rate we can apply to the missions ;)