

WORKFLOW



PRICING PARAMETERS

Updated | February 2018

DIRECT | Consumer – Supply, Consumer – Supply & Install, Home Builder / Contractor, Commercial

Account Record Type	Account Type	Target Selling Factor	Approval Parameters	
			Sales Rep Max. Selling Factor	Sales Manager Max. Selling Factor
DIRECT – B2C	Consumer – Supply	34 [66]	33 [67]	30 [70]
	Consumer – Supply New Home	31 [69]	30 [70]	29 [71]
	Consumer – Supply & Install	43 [57]	38 [62]	35 [65]
DIRECT – B2B	Volume Home Builder	25 [75]	25 [75]	25 [75]
	Custom Home Builder	29 [71]	27 [73]	26 [74]
	Contractor	32 [68]	31 [69]	30 [70]
	Commercial	26 [74]	26 [74]	26 [74]
	Manufactured Housing	27 [73]	27 [73]	26 [74]

DEALER | Design Gallery, Durabuilt Replacement Experts, Authorized Dealer, Reno / Glass Shop Dealer

Account Record Type	Account Type	Target Selling Factor	Approval Parameters
			Sales Manager Max. Selling Factor
DEALER – B2B	Authorized dealer	30 [70]	29 [71]
	Design Gallery	30 [70]	29 [71]
	Reno / Glass Shop dealer	34 [66]	33 [67]
	Durabuilt Replacement Expert	33 [68]	32 [68]

NOTE: Discount off LIST []

ACCOUNT RECORD TYPES | ACCOUNT TYPES w/ DESCRIPTIONS

B2C – DIRECT | ACCOUNT TYPES

Consumer – Supply & Install
 Consumer – Supply
 Consumer - Supply New Home

DESCRIPTION

Durabuilt Reno
 Retail
 Retail – new home

B2B – DIRECT | ACCOUNT TYPES

Volume Builder
 Custom Builder

DESCRIPTION

Model plans, single and multi-family
 Custom plans, builds one of projects – branded production custom builder, high end / luxury builder and small builders
 Remodeler / renovation contractor
 General Contractor - condos, hotel, apartment retrofit, offices etc.
 Modular housing, RTMs, mobile homes

Contractor
 Commercial
 Manufactured Housing

B2B – DEALER | ACCOUNT TYPES

Design Gallery
 Authorized Dealer
 Durabuilt Replacement Expert
 Reno Dealer / Glass Shop

DESCRIPTION

Durabuilt exclusive partner
 Home Centre / Lumber yard
 Durabuilt exclusive branded replacement partner
 Supply & install w/ showroom or Glass shop

INFLUENCERS | ACCOUNT TYPES

Buying Group
 Architect
 Designer
 Sales Networking

DESCRIPTION

Drafting service / house plan provider
 Associations, Government and other non-buying influencers