

Markup Percent Override

This feature prevents a salesperson from reducing a markup percentage on Sales Orders or Contract Jobs below a default percent. Only someone with Software for Hardware administrative level authority will be allowed to drop the markup percent lower than the default.

How it works:

1. Launch Software for Hardware.
2. From the Logo screen click *File*.
3. Choose *Optional Settings*.
4. Select *Company*.
5. The Company Options screen appears.

| <u>Discount/Labor/Markup %</u> | |
|-------------------------------------|-------|
| Contract Job Default Markup Percent | 40.00 |
| Contract Job Minimum Markup Percent | 35.00 |
| Sales Order Default Markup Percent | 40.00 |
| Sales Order Minimum Markup Percent | 30.00 |
| Reseller Discount Percent | 10.00 |
| Installation Labor Rate Per Hour | 75.00 |

6. There are two fields in the *Discount/Labor/Markup %* section that pertain to this enhancement. They are *Contract Job Minimum Markup Percent*, and, *Sales Order Minimum Markup Percent*.
7. Enter your minimum markup percent for both fields then click *Save*.
8. In the example above, if a salesperson enters a percentage under the minimum markup of 30% for a Sales Order the following message will appear:

