Quantifying Your Annual Software Publishing Costs
(All Information strictly confidential)

Company:

A. What is your annual spending on S/W Publishing?

B. The following are areas of opportunity to reduce costs. Please estimate your annual spending in these areas:

Order Administration Labor
$__________________________
Purchasing/Buyer Labor
$__________________________
Material Planning Labor
$__________________________
Inventory Control and Incoming Inspection
$__________________________
Material Purchase:
  Media
  Documentation
  Packaging (folding carton, corrugated)
  Inserts, License envelopes
  Labels
$__________________________
Annual Capital Spending/Depreciation on Replication Equipment
$__________________________
Maintenance and Service Contract on Replication Equipment
$__________________________
Media Replication Labor
$__________________________
Capital Spending/Depreciation on Documentation Duplication and Printing Equipment
$__________________________
Annual $ You Scrap in Obsolescence Print Media, and Packaging
$__________________________
Warehousing and Manufacturing Spending
$__________________________
Power, Heating, Insurance, Taxes on Manufacturing and Administrative Space
$__________________________
Information Management and S/W Engineering Labor
$__________________________
Engineering Labor to Support Manufacturing and Distribution:
  Inbound freight from vendor
  Oubound freight to customer
$__________________________
Other_______________________________
$__________________________
TOTAL Current Estimate of Spending
$__________________________