

Pricing & margins

The right price, the right margin, on every quote.

COMPANYMESH · QUOTE D-2026-221 · INTERNAL VIEW

Quote profitability

Margin 31%

LINE	COST	SALE	MARGIN	INDICATOR
Counter	3,120	4,800	35%	Optimal
Furniture ×6	5,040	7,200	30%	Optimal
Installation	1,560	1,950	20%	Acceptable
Transport	420	390	-8%	At risk
Total	10,140	14,340	29%	Optimal

Negative transport margin

Actual cost €420 · invoiced €390
Suggestion: €460

Apply

The right price, the right margin, on every quote.

Setting the right price means knowing your real cost, your delivery costs and your target margin. The Pricing module brings this information together and guides your sales reps: recommended price, possible discounts, alerts when a quote drops below the profitability threshold.

Profitability under control

Margins calculated line by line and across the whole quote.

Guided sales reps

Optimal, acceptable or risky price, shown live.

Consistent discounts

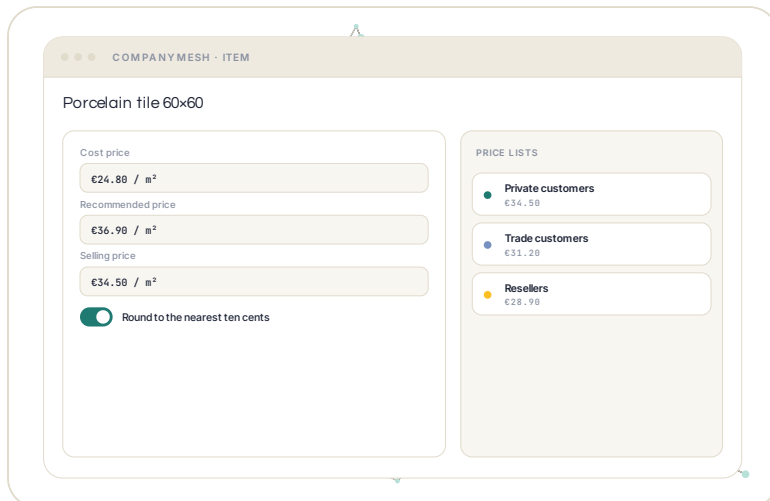
Volume tiers and price lists per customer type.

Prices always up to date

History, scheduled increases and supplier prices tracked.

In this module

- 1 Several prices per product
- 2 Live margin calculation
- 3 Volume-based pricing
- 4 Sales decision support
- 5 History and scheduled increases
- 6 Commissions and fees



1

Several prices per product

Cost, recommended, sold: everything is clear.

Each item carries its purchase price, recommended price and actual selling price. Separate price lists can apply depending on customer type, brand or sales channel.

What it enables

- Cost, recommended and selling prices
- Price lists per customer segment
- Multiple supplier prices per item
- Automatic commercial rounding

2 Live margin calculation

See profitability before you send.

In the quote, the margin on each line, on transport and on the total is shown in real time, visible internally only. Any change to a price or discount updates everything instantly.



What it enables

- Product margin, delivery margin and overall margin
- Display restricted to authorised profiles
- Updates on existing quotes
- Margin export by period

QUANTITY	UNIT PRICE	DISCOUNT	SHOWN TO CUSTOMER
1 to 9 bags	€18.99	—	Visible
10 to 49 bags	€17.48	-8%	Visible
50 to 99 bags	€16.19	-15%	Visible
1 pallet (48)	€15.50	-18%	Hidden

3 Volume-based pricing

Reward volume, automatically.

Define quantity tiers with their price or discount. The right tier applies automatically in quotes and orders, and can be shown to the customer.

What it enables

- Quantity-tier price grids
- Automatic application in quotes and orders
- Optional display to the customer
- Compatible with margin calculation

4 Sales decision support

Optimal, acceptable or risky price.

Margin targets colour-code every price: green, orange or red. An alert warns the sales rep before a quote below the threshold is sent, and a summary shows each rep's practices.

Quotes below threshold				Target 28%
JM	D-2026-224 · Julie M.	Margin 19% · discount 18%	At risk	€9,800
MD	D-2026-225 · Marc D.	Margin 23%	Acceptable	€22,400
JM	D-2026-226 · Julie M.	Margin 34%	Optimal	€4,150
MD	D-2026-227 · Marc D.	Margin 30%	Optimal	€12,700

Alert before sending

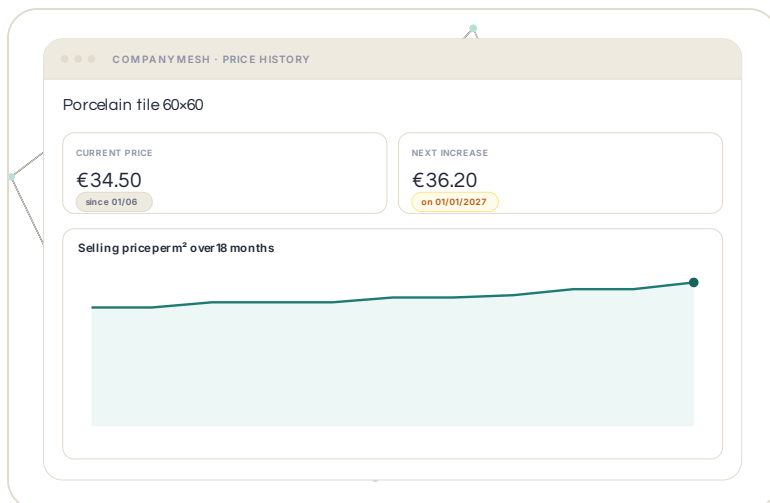
Margin 19% < target 28%

Suggested price: €10,900

[Adjust](#) [Request approval](#)

What it enables

- Margin targets per family or customer
- Alert below the recommended threshold
- Visual indicators on every line
- Summary view per sales rep



5 History and scheduled increases

Anticipate price changes.

Every price change is logged with its context. An increase can be scheduled for a specific date: it applies automatically, with no re-keying.

What it enables

- Full price history
- Prices scheduled by date
- Updates after supplier feedback
- Excel import / export for annual negotiations

6 Commissions and fees

Your remuneration, calculated without errors.

For brokerage or intermediary businesses, a percentage commission is added on goods and transport. The rate is set per deal, within the limits you define.

COMPANYMESH - DEAL

PROPOSAL
Deal 2026-418
6% commission

Tiles 60x60 - 42 m²	1,449.88
Haulage (0.6t x €83)	49.88
Delivery dept 83 - 6 pal.	652.88
6% mandate commission	129.85
Total excl. VAT	2,279.85

SETTINGS

- **Rate**
6% (from 0.1 to 30%)
- **Base**
Goods + haulage
- **Display**
Separate line

What it enables

- Configurable percentage commission
- Choice of calculation base (goods, transport...)
- Minimum and maximum limits
- Detail shown on the customer document or not

Example — Search-mandate commission calculated on goods and haulage, from 0.1% to 30%.

TAILORED

Adapted to your business

Price per m², per pallet, per tonne or per hour, mandate commission, transport included or not: we model **your** way of calculating a price, including its rounding and exceptions. You set the margin targets, by product family or by customer.

This module never arrives alone

We install it, tune it to your rules and train your teams. And when part of your trade fits no box, we build it.

01

A workshop per profile

At least an hour with every job concerned, to set the screens against real working days.

02

The missing module

A need nobody covers becomes a real module, designed for you and maintained like the rest.

03

Tuning as you go

One more field, one less step, an automation: the tool is adjusted while you use it.

CONNECTORS

Available integrations

Compatible with the tools you already use:

Price list import

Excel / CSV

Supplier APIs

EDI

Accounting

Inqom

Exact Online

Pennylane

Odoo

E-commerce

WooCommerce

Shopify

PrestaShop

Non-exhaustive list: other tools can be connected to suit your needs.

Works with

crm.quotes **Quotes & sales proposals**

erp.catalog **Product catalogue**

erp.suppliers **Suppliers & purchasing**

erp.logistics **Orders, delivery & transport**

ops.dashboard **Dashboards & search**

Let's talk about your future tool

Tailored demo, by appointment.

companymesh.eu
simon@devlooper.io
+32 490 46 81 17