

A FULL-COST ASSESSMENT

Does the Money Work on *Your Next Project?*

The question isn't factory price. It's whether the **full landed cost** leaves a margin worth having. ProLink models every cost before you commit — so you can decide with the real numbers in front of you.

FULL COST STACK — NOTHING HIDDEN

01	Factory production
02	Export & documentation
03	Sea freight
04	Port, customs-related costs & local transport
05	ProLink management fee
06	Spare raw materials allowance
07	Contingency / site allowance

A lower factory price only matters if the full landed cost still improves your margin, competitiveness, or capacity.

LOCAL ROUTE VS PROLINK ROUTE

COST AREA	LOCAL ROUTE	PROLINK ROUTE
Factory / production	\$ _____	\$ _____
Freight, port & customs-related costs <i>Indicative: sea freight ~A\$2,900/20ft or ~A\$5,800/40ft + port, customs & AU warehouse delivery ~A\$2,000 · subject to market rates</i>	—	\$ _____
ProLink management fee	—	\$ _____
Spare raw-material allowance <i>Matching panels, finishes & basic hardware for local repair flexibility</i>	—	<i>Project-specific</i>
Contingency	\$ _____	\$ _____
Estimated total cost	\$ _____	\$ _____
Quoted price to client	\$ _____	\$ _____
Estimated project margin	\$ _____	\$ _____

Send us the project. We'll complete this model with real numbers.

WHEN IT WORKS — AND WHEN IT DOESN'T

<p>USUALLY WORTH MODELLING</p> <ul style="list-style-type: none"> ✓ Design is fixed and specified ✓ Local quote leaves little margin ✓ Complex or high-cost components ✓ Enough lead time to plan ahead 	<p>WORTH A CONVERSATION</p> <ul style="list-style-type: none"> • Designer-specified feature elements • Budget-sensitive prestige work • Selected components within a local job 	<p>USUALLY NOT SUITABLE</p> <ul style="list-style-type: none"> × Urgent or short-lead jobs × Design still being finalised × Small one-off items × Low-spec or rental fit-outs
<p>MORE MARGIN</p> <p>Keep the client price unchanged. Recover the margin the local quote couldn't deliver.</p>	<p>SHARPER QUOTE</p> <p>Keep your target margin intact. Submit a more competitive price and win the job.</p>	<p>RUN THE NUMBERS</p> <p><i>If offshore doesn't make sense, we'll tell you to keep the job local.</i></p>