The Margin

It is important to see the **Margin** between trip-related revenues and the cost - this way the operator knows whether to increase fees, or cut the cost.

When creating an aircraft pricing in Leon, it is now possible to define the **Cost** for each fee of the aircraft.

In a section Sales > Fees, when creating aircraft fees (or editing existing fees), Leon shows a separate column **Cost**. Here you can insert a value of the cost. The currency of the cost is the same as the price's currency. Items with no cost added will show as No margin

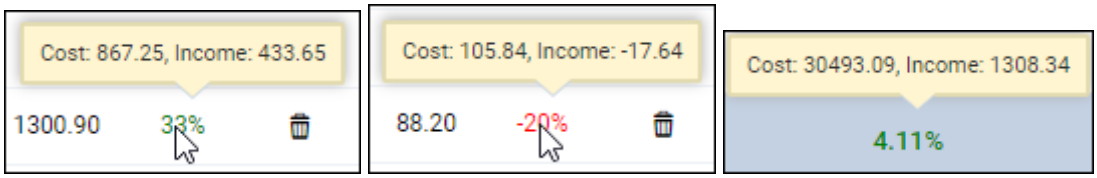


The margin of the quote in Leon sales panel

Label	Unit	Price	Cost	Unit
Trip Startup Fee	trip	1500	1200	EUR
Ferry Block Fee	ferry block hour	4000	3500	EUR
PAX Block Fee	PAX block time	4800	4500	EUR
Fuel Block Fee	block hour	1500	1350	EUR
Pax Leg Fee	PAX leg	200	150	EUR
Fuel Stop Fee	fuel stop	2200	1750	EUR

Once the cost values have been added, in the quote's edition page Leon will show a new column **Margin** with percenage values.

If the cost is **lower** than the price, Leon will show the margin value in green. If the cost is **higher** than the price, Leon will show it in red. Hover the mouse over the margin's value to view details. At the bottom of the page Leon will show a total margin value.



From:
https://wiki-draft.leonsoftware.com/ - **Leonsoftware Wiki**

Permanent link:
https://wiki-draft.leonsoftware.com/updates/requests-quotes-new-functionality-margin-has-been-added

Last update: **2021/02/01 12:28**