

# New features in Requests/Quotes

## 'Costs & margin' quoting method

PRICING

Aircraft Fees: B-ART1

Airport Fees: Medium Jet

Quotation method: Costs & margin

Default margin: 12 %

'Pricing subsection in 'Fleet' settings

It is now possible to quote trips based on 2 different methods:

- **Price based** - already existing method allowing to quote based on price
- **Costs & margin** - new method allowing to quote based on costs and add a margin on top of it

The **default method of quoting can be selected in** the 'Settings' > 'Fleet' section in the 'Sales' tab 'Pricing' subsection (as per screenshot).

If the selected method is 'Costs & margin' you can also select the 'Default margin' for particular aircraft.

**Additionally, you need to remember to insert the 'Cost' values in the 'Aircraft Fees'. The 'Airport fees' are considered as costs.**

## Leon identifier in Avinode



Example of Leon identifier in Avinode

It is possible to set up messaging in a way where the name of the person sending the reply to Avinode will show correctly in Avinode.

In order to set it up, edit your personal profile (click on your name in the top-right corner of Leon) and go to the tab 'User Settings'.

In the field 'Avinode login' insert your personal login to Avinode.

This will connect both systems, so the next time you reply to the Avinode message, your Avinode name will appear.

## New Aircraft Fees

A new set of aircraft fees has been added, as per below:

- **Owner Block Hour Fee** - fee calculated on a total block time of the trip including both Ferry and PAX flights
- **Owner Flight Hour Fee** - fee calculated on the total flight time of the trip including both Ferry and PAX flights
- **Urgent Fee** - applied manually per units
- **Navigational Block Hour Fee** - fee calculated on a total block time of the trip including both Ferry and PAX flights
- **Crew Block Hour Cost Fee** - fee calculated on a total block time of the trip including both Ferry and PAX flights
- **Expenses Block Hour Fee** - fee calculated on a total block time of the trip including both Ferry and PAX flights
- **Discount Ferry Flight** - discount calculated on a total Ferry flight time (*Ferry flight time x discount price = Discount amount*)
- **Day Room Fee** - fee calculated on the total ground time outside ICAO Home Base of the aircraft. **Apply after hh:mmh** allows indicating the number of hours after which the calculations should apply

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