

How to calculate your offer? Using SmaC (Smart calculator)

1. In order to calculate the overall price of your proposal you can use the SmaC-calculate your offer sign as the arrow points out!

The screenshot shows the Metals Hub Marketplace interface. At the top, there is a navigation bar with the Metals Hub logo, 'Hub', 'Marketplace', a notification bell, and 'Metals Hub GmbH'. Below this is a header section with fields for Status (Active), Marketside (RFO (Buy)), Company (Eickhoff Gieß...), Product (LCFeCr), Size (10 - 50 mm), Content (Cr 65 % - 100 %), Quantity (12,000 kg LCFeCr), and Price (- EUR/kg Cr). A 'Quick Proposal' section is visible, containing a 'Price *' field set to 'EUR/kg Cr', an 'Incoterms' dropdown set to 'DDP - Delivered Duty Paid', a 'Binding Validity' field, and a 'Non-Binding' toggle. A 'Submit Proposal' button is located at the bottom of this section.

2. Fill in the missing information (price, quantity, storage location, interest rate and payment terms). Notice that some of them are already filled by default.

The screenshot shows the 'SmaC - Calculate your offer' modal window. A blue arrow points to the 'Price *' input field. The modal contains the following fields and a summary table:

- Price * (input field): EUR/kg Cr
- Incoterms: FCAC - Free Carrier (Cleared)
- Quantity * (input field): 12,000
- Unit (dropdown): kg
- Base (dropdown): LCFeCr
- Storage Location * (dropdown): C. Steinweg Handelsveen BV, Parme...
- Interest Rate * (input field): 2 %
- Payment terms * (dropdown): 30 days

	EUR/kg Cr	Total EUR
FCAC	n/a	n/a
+ Trucking	n/a	n/a
+ Deferred Payment	n/a	n/a
= DDP	n/a	n/a

Buttons at the bottom: Cancel, Calculate, Copy into Proposal, Credit Insurance.

3. Now it is time to calculate our final DDP cost.

SmaC - Calculate your offer

Price * 1.14 EUR/kg Cr ⓘ

Incoterms
FCAC - Free Carrier (Cleared) ⓘ

Quantity * 12,000 Unit: kg Base: LCFeCr ⓘ

Storage Location *
C. Steinweg Handelsveen BV, Parme... ⓘ

Interest Rate * 2 % ⓘ Payment terms * 30 days ⓘ

	EUR/kg Cr	Total EUR
FCAC	n/a	n/a
+ Trucking	n/a	n/a
+ Deferred Payment	n/a	n/a
= DDP	n/a	n/a

Buttons: Cancel, Calculate, Proposal, Credit Insurance

4. To know how much would cost to insurance this transaction, please click on the credit insurance bottom as the blue arrow shows.

SmaC - Calculate your offer

Price * 1.14 EUR/kg Cr ⓘ

Incoterms
FCAC - Free Carrier (Cleared) ⓘ

Quantity * 12,000 Unit: kg Base: LCFeCr ⓘ

Storage Location *
C. Steinweg Handelsveen BV, Parme... ⓘ

Interest Rate * 2 % ⓘ Payment terms * 30 days ⓘ

	EUR/kg Cr	Total EUR
FCAC	1.14	11,286.00
+ Trucking	0.05	451.50
+ Deferred Payment	0.00	19.29
= DDP	1.19	11,756.79

Buttons: Cancel, Calculate, Copy into Proposal, Credit Insurance

- Euler Hermes is our insurance partner, and in this case he can insured the 90% of this value by 25.06 euros as you can see in the image below. Finally, you can select “copy into proposal” to add the final value to your proposal.

SmaC - Calculate your offer

Price * 1.14 EUR/kg Cr ⓘ

Incoterms FCAC - Free Carrier (Cleared) ⓘ

Quantity * 12,000 Unit kg Base LCFeCr ⓘ

Storage Location * C. Steinweg Handelsveen BV, Parme... ⓘ

Interest Rate * 2% ⓘ Payment terms * 30 days ⓘ

	EUR/kg Cr	Total EUR
FCAC	1.14	11,286.00
+ Trucking	0.05	451.50
+ Deferred Payment	0.00	19.29
= DDP	1.19	11,756.79
Credit Insurance	0.00	25.06

Credit insurance cover available from Euler Hermes. Please contact us via support@metals-hub.com

Buttons: Cancel, Calculate, Copy into Proposal, Credit Insurance