

Cash planning

<i>inputs</i>		8.6
betaaltermijn (dagen)	60	9

Cash-out

product	week 13	week 14	week 15	week 16	week 17
1 FFP2 maskers	5.1.1c				
2 Protectiejassen					
3 Spatbrillen					
4 Schorten					
5 Chirurgische maskers					
6 Lange handschoenen					
7 Sterilium					
8 Testkits Corono					
Handling fees					
Additionele kosten					
Total	11,538,888	36,995,856	48,611,250	36,471,900	36,471,900

Cash-in

product	13	14	15	16	17
product	week 13	week 14	week 15	week 16	week 17
1 FFP2 maskers	-	-	-	-	-
2 Protectiejassen	-	-	-	-	-
3 Spatbrillen	-	-	-	-	-
4 Schorten	-	-	-	-	-
5 Chirurgische maskers	-	-	-	-	-
6 Lange handschoenen	-	-	-	-	-
7 Sterilium	-	-	-	-	-
8 Testkits Corono	-	-	-	-	-
Total	-	-	-	-	-
delta	-11,538,888	-36,995,856	-48,611,250	-36,471,900	-36,471,900

week 18	week 19	week 20	week 21	week 22	week 23	week 24
5.1.1c						
36,471,900	36,471,900	36,471,900	36,471,900	36,471,900	36,471,900	36,471,900

18	19	20	21	22	23	24
week 18	week 19	week 20	week 21	week 22	week 23	week 24
-	-	-	-	-	5.1.1c	
-	-	-	-	-		
-	-	-	-	-		
-	-	-	-	-		
-	-	-	-	-		
-	-	-	-	-		
-	-	-	-	-		
-	-	-	-	-		
-36,471,900	-36,471,900	-36,471,900	-36,471,900	-36,471,900	4,500,549	11,352,663

week 25	week 26
	-#VALUE!
	-#VALUE!
	-#VALUE!
	-#VALUE!
	-#VALUE!
	-#VALUE!
	-#VALUE!
	-#VALUE!
5.1.1c	-
	-
	-#VALUE!

	25	26
week 25	week 26	
5.1.1c		
34,389,937	34,389,937	
34,389,937	#VALUE!	

Impact model P&L

inputs

salesprice opslag %	
inkoopprijs increase %	3
volume increase %	0
contingency	5
markup Mediq/OneMed %	
additionele kosten %	

mark-up inkopers

Revenues

product	13	14	15
	week 13	week 14	week 15
1 FFP2 maskers		5.1.1c	
2 Protectiejassen			
3 Spatbrillen			
4 Schorten			
5 Chirurgische maskers			
6 Lange handschoenen			
7 Sterilium			
8 Testkits Corono			
Total	-	40,972,449	47,824,563

Costs all-in (CoGS, mark-up, additionele kosten)

product	week 13	week 14	week 15
1 FFP2 maskers		5.1.1c	
2 Protectiejassen			
3 Spatbrillen			
4 Schorten			
5 Chirurgische maskers			
6 Lange handschoenen			
7 Sterilium			
8 Testkits Corono			
Mark-ups			
Additionele kosten			
Contingency (stock, credit, delivery, quality)			
Total	981,854	41,464,526	53,477,075
profit/loss	-981,854	-492,077	-5,652,512

CoGS

#DIV/0!

product	week 13	week 14	week 15
1 FFP2 maskers		5.1.1c	
2 Protectiejassen			

3	Spatbrillen			
4	Schorten		5.1.1c	
5	Chirurgische maskers			
6	Lange handschoenen	-	-	-
7	Sterilium	-	-	-
8	Testkits Corono	-	-	-
	Total	-	37,751,977	49,192,500

Mark-up

product	week 13	week 14	week 15
1 Handling OneMed			
2 Handling CB		5.1.1c	
3 Handling Mediq			
4			
5			
6			
7			
8			
Total	85,000	441,193	441,193
		1.1%	0.9%

Additionele kosten

product	13 week 13	14 week 14	15 week 15
1 Facilitaire kosten			
2 Overig			
3 Cargo			
4 PostNL		5.1.1c	
5 Schiphol handling			
6 Contingency			
7			
8			
Total	896,854	1,296,854	1,296,854
		3.2%	2.7%

25,500

	16	17	18	19	20	21	22
	week 16	week 17	week 18	week 19	week 20	week 21	week 22
5.1.1c							
	34,389,937	34,389,937	34,389,937	34,389,937	34,389,937	34,389,937	34,389,937

	week 16	week 17	week 18	week 19	week 20	week 21	week 22
5.1.1c							
	40,924,703	40,924,703	40,924,703	40,924,703	40,924,703	40,924,703	40,924,703
	-6,534,766	-6,534,766	-6,534,766	-6,534,766	-6,534,766	-6,534,766	-6,534,766

	week 16	week 17	week 18	week 19	week 20	week 21	week 22
5.1.1c							

23	24
week 23	week 24
5.1.1c	
34,389,937	34,389,937

week 23	week 24
5.1.1c	
40,924,703	40,924,703
-6,534,766	-6,534,766

25

6

week 23	week 24
5.1.1c	

5.1.1c	
37,237,860	37,237,860

week 23	week 24
5.1.1c	
441,193	441,193
1.3%	1.3%

week 23	week 24
5.1.1c	
1,296,854	1,296,854
3.8%	3.8%

3 vluchten per week tegen hoogste tarief

Input volumes & prijzen

Volumes

product	Actuals week 13	Forecast week 14	Forecast week 15	Forecast week 16
1 FFP2 maskers		5.1.1c		
2 Protectiejassen				
3 Spatbrillen				
4 Schorten				
5 Chirurgische maskers				
6 Lange handschoenen				
7 Sterilium				
8 Testkits Corona				
Total	-	25,204,040	19,375,000	9,735,000

Prijzen

product	Actuals week 13	Forecast week 14	Forecast week 15	Forecast week 16
1 FFP2 maskers		5.1.1c		
2 Protectiejassen				
3 Spatbrillen				
4 Schorten				
5 Chirurgische maskers				
6 Lange handschoenen				
7 Sterilium				
8 Testkits Corona				
Total				

Gerealiseerde inkooprijzen

denk om 3% opslag

product	Actuals week 13	Forecast week 14	Forecast week 15	Forecast week 16
1 FFP2 maskers	5.1.1c			
2 Protectiejassen				
3 Spatbrillen				
4 Schorten				
5 Chirurgische maskers				
6 Lange handschoenen				
7 Sterilium				
8 Testkits Corona				
Total				

Gerealiseerde volumes

product	Actuals week 13	Forecast week 14	Forecast week 15	Forecast week 16
1 FFP2 maskers	5.1.1c			
2 Protectiejassen				
3 Spatbrillen				
4 Schorten				

5	Chirurgische maskers	5.1.1c			
6	Lange handschoenen				
7	Sterilium				
8	Testkits Corona				
Total					

Gerealiseerde orderwaarde (excl. BTW)

product	<i>Actuals</i>	<i>Forecast</i>	<i>Forecast</i>	<i>Forecast</i>
	week 13	week 14	week 15	week 16
1	5.1.1c			
2				
3				
4				
5				
6				
7				
8				
Total				

Forecast

week 24
5.1.1c
25,532,000

UoM
1 stuk
1 stuk
1 stuk
1 stuk
1 stuk
1 stuk
1 liter
1 stuk

Forecast

week 24
5.1.1c

Forecast

week 24

Forecast

week 24

Voorstel vaste prijzen

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	product	marktprijs nieuw	marktprijs regulier	opslag- percentage	huidige inkoop
1	FFP2 maskers				
2	Protectiejassen				
3	Spatbrillen				
4	Schorten			5.1.1c	
5	Chirurgische maskers				
6	Lange handschoenen				
7	Sterilium				
8	Testkits Corono				

voorbeeld-artikel	
1.40	ADEMHALINGSMASKER FFP2 3M
1.40	KP ISOL SCHORT NW/CPE GEEL M
1.20	3M VEILIGHEIDSBRIL OVERZET
1.40	KLINION PROTECT SCHORT WIT PE 125X80CM
1.40	KP MONDMASKER NW GROEN ELAS
1.20	SEMPERMED OK HSCHN SUPREME LTX 7,5 WI
1.20	STERILLIUM MED HDINFEKT 0,5L
1.20	inschatting trade team (2 inschattingen: 16,56 en 15,0). Huidige prijzen.

materiaalnummer
000000000003029524
000000000003025547
000000000003008474
000000000003025537
000000000003025556
000000000003032209
000000000003034994

5.1.1c per 100

Outcome table

€ x1.000.000, cumulative	P&L				Cash					
	Week 1	Week 2	Week 4	Week 8	Week 1	Week 2	Week 4			
Reguliere prijs + 30%										
Reguliere prijs								5.1.1c		
Kostenneutraal										

€ x1.000.000, cumulative	P&L				Cash					
	Week 1	Week 2	Week 4	Week 8	Week 1	Week 2	Week 4			
Reguliere prijs + 40%*										
								5.1.1c		

* voor FFP2 maskers, protectiejassen, schorten, chirurgische maskers

sh
Week 8
5.1.1c

sh
Week 8
5.1.1c

Volumes*first model*

product	week 13	week 14	week 15	week 16	week 17
1 FFP2 maskers	5.1.1c				
2 Protectiejassen					
3 Spatbrillen					
4 Schorten					
5 Chirurgische maskers					
6 Lange handschoenen					
7 Sterilium					
8 Testkits Corona					
Total	12,497,140	20,092,552	20,092,552	20,092,552	25,103,190

Volumes*current*

product	week 13	week 14	week 15	week 16	week 17
1 FFP2 maskers	5.1.1c				
2 Protectiejassen					
3 Spatbrillen					
4 Schorten					
5 Chirurgische maskers					
6 Lange handschoenen					
7 Sterilium					
8 Testkits Corona					
Total	-	25,204,040	19,375,000	9,735,000	25,532,000

Volumes*delta*

product	week 13	week 14	week 15	week 16	week 17
1 FFP2 maskers	5.1.1c				
2 Protectiejassen					
3 Spatbrillen					
4 Schorten					
5 Chirurgische maskers					
6 Lange handschoenen					
7 Sterilium					
8 Testkits Corona					
Total	-12,497,140	5,111,488	-717,552	-10,357,552	428,810

Price*first model*

product	week 13	week 14	week 15	week 16	week 17
1 FFP2 maskers	5.1.1c				
2 Protectiejassen					
3 Spatbrillen					
4 Schorten					
5 Chirurgische maskers					
6 Lange handschoenen					
7 Sterilium					
8 Testkits Corona					
Total					

Price*current*

product	week 13	week 14	week 15	week 16	week 17
1 FFP2 maskers	5.1.1c				
2 Protectiejassen					
3 Spatbrillen					
4 Schorten					
5 Chirurgische maskers					
6 Lange handschoenen					
7 Sterilium					
8 Testkits Corona					
Total					

Price*delta*

product	week 13	week 14	week 15	week 16	week 17
1 FFP2 maskers	5.1.1c				
2 Protectiejassen					
3 Spatbrillen					
4 Schorten					
5 Chirurgische maskers					
6 Lange handschoenen					
7 Sterilium					
8 Testkits Corona					
Total	-2.27	-2.27	-2.27	-2.27	-2.27

Updates

item	input	persoon
Geupdate volumes	Supply & Demand	5.1.2e
UoM toegevoegd	Supply & Demand	
Geupdate inkooprijzen	Inkoop	5.1.2e
Geupdate handling fees	Finance	5.1.2e
Geupdate actuals	Finance	5.1.2e
Geupdate additional costs	Finance	5.1.2e

belangrijkste wijziging	
Verschuiving van FFP maskers naar chirurgische maskers	
geen wijzigingen, alles in stuks behalve sterilium (liters)	
Geen grote prijswijzigingen, alleen op spatbrillen	5.1.1c
Handling fees lager dan 5% assumptie in 1e versie model	
Eerste week nog beperkte uitlevering (P&L), wel cash out	
Additional costs lager dan 5% assumptie in 1e versie model	