Carousel Software CarouselCars System Pricing

Original document September 1,2001
Modified August 1, 2004, December 2008, February 2009, October 2011, March 2012
Modified February 2013, January 2015, March 2015, January 2016

This document will describe the Carousel Software CarouselCars program's pricing structure.

We charge by the number of cars you sell in a calendar month. The more cars you sell, the more we get. The fewer cars you sell in a month, the less you pay. The Date Sold field of the Completion Tab of the Deal Program determines the date when a car is sold.

We have a declining charge per incremental car, based on how many cars are sold in a month. For instance, for the first car sold that month we charge $10. For the 35th car sold that month, we charge only $3. The actual breakpoints are shown below. Note that prices are accumulative.

For cars that are sold to a wholesaler, we charge only 50% of the rate of a car sold at retail, because that kind of transaction uses fewer resources of our program. However, we first group all the retail cars sold that month, and then group all the wholesale cars sold. That would mean if you sold 30 retail cars and 5 wholesale cars, the first Retail car would still be $10, but the last wholesale car would be only $1.50 (50% of the $3 price for the 35th retail car).

Our price breakpoints (in cars sold in a month) are as follows:

Cars 1-5:	$10.00 each
Cars 6-15:	$6.00 each
Cars 16-30:	$5.00 each
Cars 31-50:	$3.00 each
Cars 51-70:	$2.00 each
Cars 71-1000	$1.00 each

The last page of this document shows the total Retail cost for each of the first 100 cars sold in a lot in one month.

There is a Setup Fee of up to $250. For this, we will install the software, provide one hard copy and multiple PDF versions of the manuals, train your personnel in its use, set up your printer forms (and test them on your printer), provide you with a backup method, and do lots of handholding and visiting for the first few days after your installation. **The monthly fee starts on the first full month after installation.**

Note that you are required to supply one or more computers for this to run on (MS Windows 2000 or above). You must have a hard copy printer (like an Okidata 320 turbo and cables) to print multi part preprinted forms. You should have a laser or inkjet printer for reports and scanned documents. You will need a USB Flash drive for backing up your database. We can refer you to a company where you can get the printer if you wish.

There will be a minimum charge of $25/month for the use of this program. Note that this is a minimum charge, not an add on to the price list.

Due to the funny laws of the State of Washington, we must charge sales tax for this stuff if you are located in the state of Washington. We do not charge sales tax for those dealers that are out of state (eg Idaho) if sold by us in Washington state. (If it is sold by our Idaho representative, then Idaho sales tax has to be charged to Idaho dealers.) You may be responsible for paying a Use Tax in those states however. As of July 2008, the sales tax rate is the tax rate at your site, not our offices. The sales tax will be reported for your tax location.

You can run Report 100 in the Admin program at any time to see what your bill is, for any month. It includes our mailing address for where to send the check, and an itemized list of the cars sold that month. We will expect you to send us a check on or about the 15th of each month for the previous month's usage. After all, we can't charge you based on usage till we know what that usage is. If we do not get a check by the end of the month, then we will contact you, and we will have to charge a late fee of $25 in addition to the regular monthly charge. Any bounced checks would generate an additional $25 fee. If we do not get a check, the program will stop working after about three months. We will send you a magic number that will permit the program to work for another three months after receiving the check.

After installation, we will upgrade the software as changes are made to it over time, with no extra cost to you. We will provide cell phone numbers so that you can contact us at any time with questions or problems. We will likely visit your site from time to time to make sure you are having no problems and to make updates to your system. There is no charge for any problems or questions related to the use of our software.

Our software can run on all the computers (up to ten) in a network of computers in your office, for no extra charge. It will run on a larger number of workstations if you purchase a Server from Microsoft. However, it can only run at one site (retail location) per license. Multiple retail locations require separate licences. However, we will sometimes agree to multiple sites in the same city for an additional fee of $50 per extra site.

Our software interfaces with Quickbooks. You must buy a copy of Quickbooks yourself if you wish to use that feature (about $150 at Costco). We will provide some training for how our software works with Quickbooks, but we are not in the Quickbooks Training business. If you wish to have our staff train you in how to use Quickbooks, this will be at an extra cost.

There are two legal documents that must be signed. One is a License Agreement, that essentially reiterates in legal language what I have said above (eg, you can use this only at one site, and the program will cease operation if the monthly fees are not paid, and there is a Whole lot of big capital letters indicating that we are not liable for anything if something screws up). This also indicates that you are dealing with Carousel Software LLC, and not the two of us personally. There is also a Serv ice Agreement that indicates that you pay me a monthly fee, based on the price list, and I deliver the software and updates to you, and keep it alive. It also allows either of us to kiss the other goodby with appropriate notice.

	Carousel	F&I System	Pricelist	February	2009	
Cars sold	Price Level	total		Cars sold	Price level	total
1	$10.00	$10.00		51	$2.00	$247.00
2	$10.00	$20.00		52	$2.00	$249.00
3	$10.00	$30.00		53	$2.00	$251.00
4	$10.00	$40.00		54	$2.00	$253.00
5	$10.00	$50.00		55	$2.00	$255.00
6	$6.00	$56.00		56	$2.00	$257.00
7	$6.00	$62.00		57	$2.00	$259.00
8	$6.00	$68.00		58	$2.00	$261.00
9	$6.00	$74.00		59	$2.00	$263.00
10	$6.00	$80.00		60	$2.00	$265.00
11	$6.00	$86.00		61	$2.00	$267.00
12	$6.00	$92.00		62	$2.00	$269.00
13	$6.00	$98.00		63	$2.00	$271.00
14	$6.00	$104.00		64	$2.00	$273.00
15	$6.00	$110.00		65	$2.00	$275.00
16	$5.00	$115.00		66	$2.00	$277.00
17	$5.00	$120.00		67	$2.00	$279.00
18	$5.00	$125.00		68	$2.00	$281.00
19	$5.00	$130.00		69	$2.00	$283.00
20	$5.00	$135.00		70	$2.00	$285.00
21	$5.00	$140.00		71	$1.00	$286.00
22	$5.00	$145.00		72	$1.00	$287.00
23	$5.00	$150.00		73	$1.00	$288.00
24	$5.00	$155.00		74	$1.00	$289.00
25	$5.00	$160.00		75	$1.00	$290.00
26	$5.00	$165.00		76	$1.00	$291.00
27	$5.00	$170.00		77	$1.00	$292.00
28	$5.00	$175.00		78	$1.00	$293.00
29	$5.00	$180.00		89	$1.00	$294.00
30	$5.00	$185.00		80	$1.00	$295.00
31	$3.00	$188.00		81	$1.00	$296.00
32	$3.00	$191.00		82	$1.00	$297.00
33	$3.00	$194.00		83	$1.00	$298.00
34	$3.00	$197.00		84	$1.00	$299.00
35	$3.00	$200.00		85	$1.00	$300.00
36	$3.00	$203.00		86	$1.00	$301.00
37	$3.00	$206.00		87	$1.00	$302.00
38	$3.00	$209.00		88	$1.00	$303.00
39	$3.00	$212.00		89	$1.00	$304.00
40	$3.00	$215.00		90	$1.00	$305.00
41	$3.00	$218.00		91	$1.00	$306.00
42	$3.00	$221.00		92	$1.00	$307.00
43	$3.00	$224.00		93	$1.00	$308.00
44	$3.00	$227.00		94	$1.00	$309.00
45	$3.00	$230.00		95	$1.00	$310.00
46	$3.00	$233.00		96	$1.00	$311.00
47	$3.00	$236.00		97	$1.00	$312.00
48	$3.00	$239.00		98	$1.00	$313.00
49	$3.00	$242.00		99	$1.00	$314.00
50	$3.00	$245.00		100	$1.00	$315.00