



Price Increases in CTB+ Quote Plus

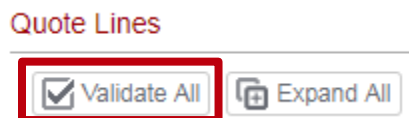
Background:

CTB Quote Plus is a cloud-based software with automatic updates – customers do not need to download and/or apply any updates. When a user logs in they receive the most up to date experience each time. The same holds true when Milgard has a Price Increase:

- Once the increase takes effect, **ALL** subsequent quotes, line item edits, or new line items on older quotes will receive the most recent price increase.
- This could be a new On Factor or an updated List Price depending on the nature of the increase.
- On Factors are updated automatically on the Effective Date, no need for manual adjustments by Outside Sales.

Updating Quotes in CTB Quote Plus:

CTB Quote Plus does not require a user to update a quote, however it is a best practice before quote submission to Milgard. To update a quote to the latest and greatest, a user just needs to press one button: **Validate All**. Pressing Validate All will rerun all lines on your quote with the latest rules and ensure your quote is fully up to date – **including pricing**.



Questions?

If you have any feedback or questions please contact your Milgard Sales Representative.