

Detrack Rate Card User Guide

Add Price Modifier

Name of Price Modifier*

E.g Variable Price for 0-9 items, Fuel adjustment factor

1) Calculation settings

Granularity of Pricing logic ⓘ
Item level

Field
Qty

Calculation Type ⓘ
Incremental overage amount

Applicable range ⓘ
>= 1 to < 30

Increment
5

Amount per increment
\$ 2

Lookup Table ⓘ (optional)
Vehicle mode

2) Targeting criterias ⓘ (optional)

Deliver to/Collect From

Group

SKU

Item description
Glass boxes

3) Calculation test

Field (Qty)
15

Lookup Table options (Vehicle mode)
Car

Options are based on the selection made in the Lookup Table field under Calculation Settings.

Calculation

Total = Qty / increment x Amount per increment x Car
= (15/5) x 2 x 3
= \$18

- 💰 I want to charge a unit price of \$10 for order quantities below 10 units
- 💰 When there are 10 or more items, it becomes a fixed price of \$85
- 🚚 There is a fuel adjustment charge of 5% on all my deliveries
- 📍 I want to apply a 50% surcharge on outer regions for additional fuel cost incurred

>50km radius	1x
<50km radius	1.5x

Introduction

Rate Cards

Add Price Modifier

Name of Price Modifier*
Item level - Seafood
E.g Variable Price for 0-9 items, Fuel adjustment factor

1) Calculation settings

Granularity of Pricing logic ⓘ
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>= 1 to < 30

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Vehicle mode

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We want to make pricing and invoicing seamless for your delivery business. With the Rate Cards feature, you can set up custom pricing rules based on factors like quantity, zones, and delivery type.

You can assign multiple pricing rules to a rate card, and then assign designated rate cards to different customers to save time on manual work

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Web Dashboard

Configuring Price Modifiers

💰 I want to charge a unit price of \$10 for order quantities below 10 units

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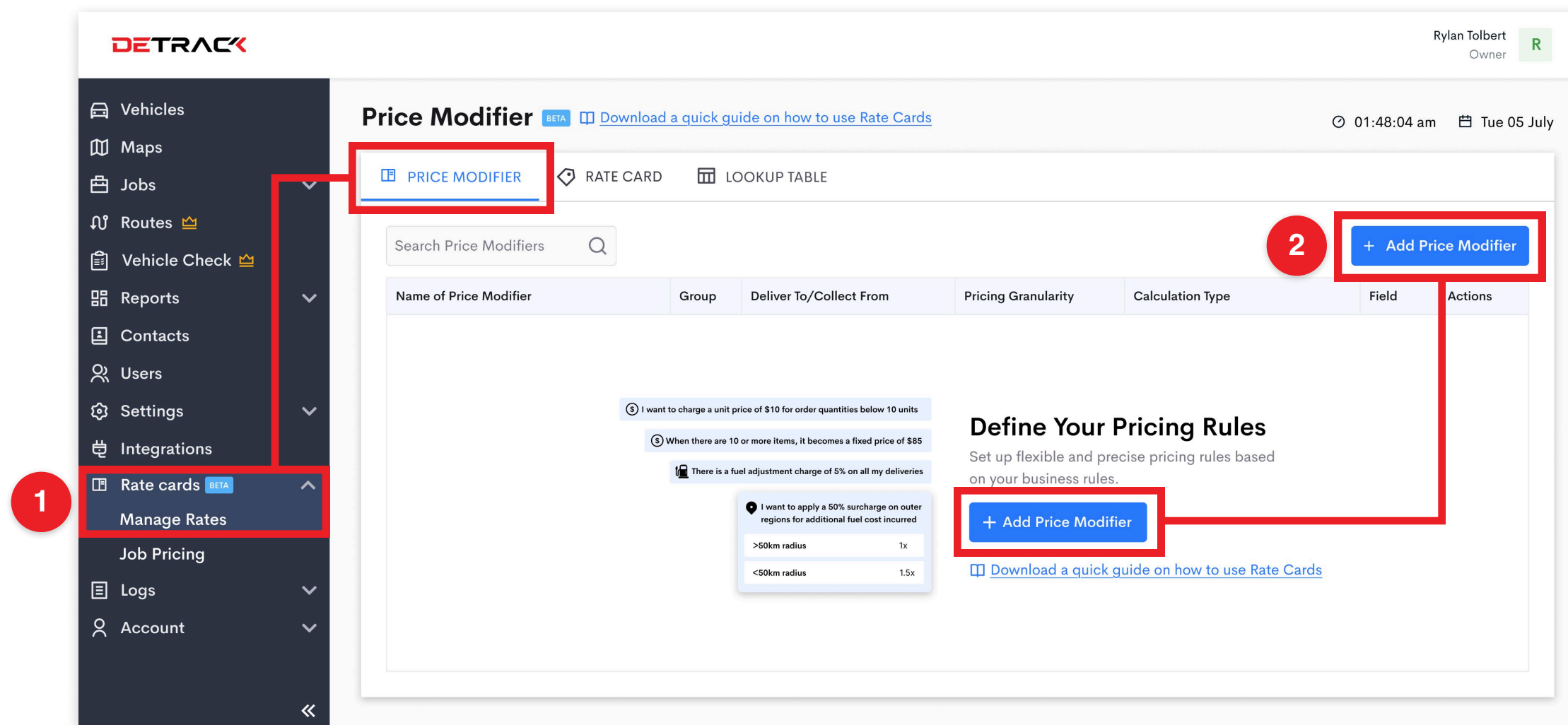
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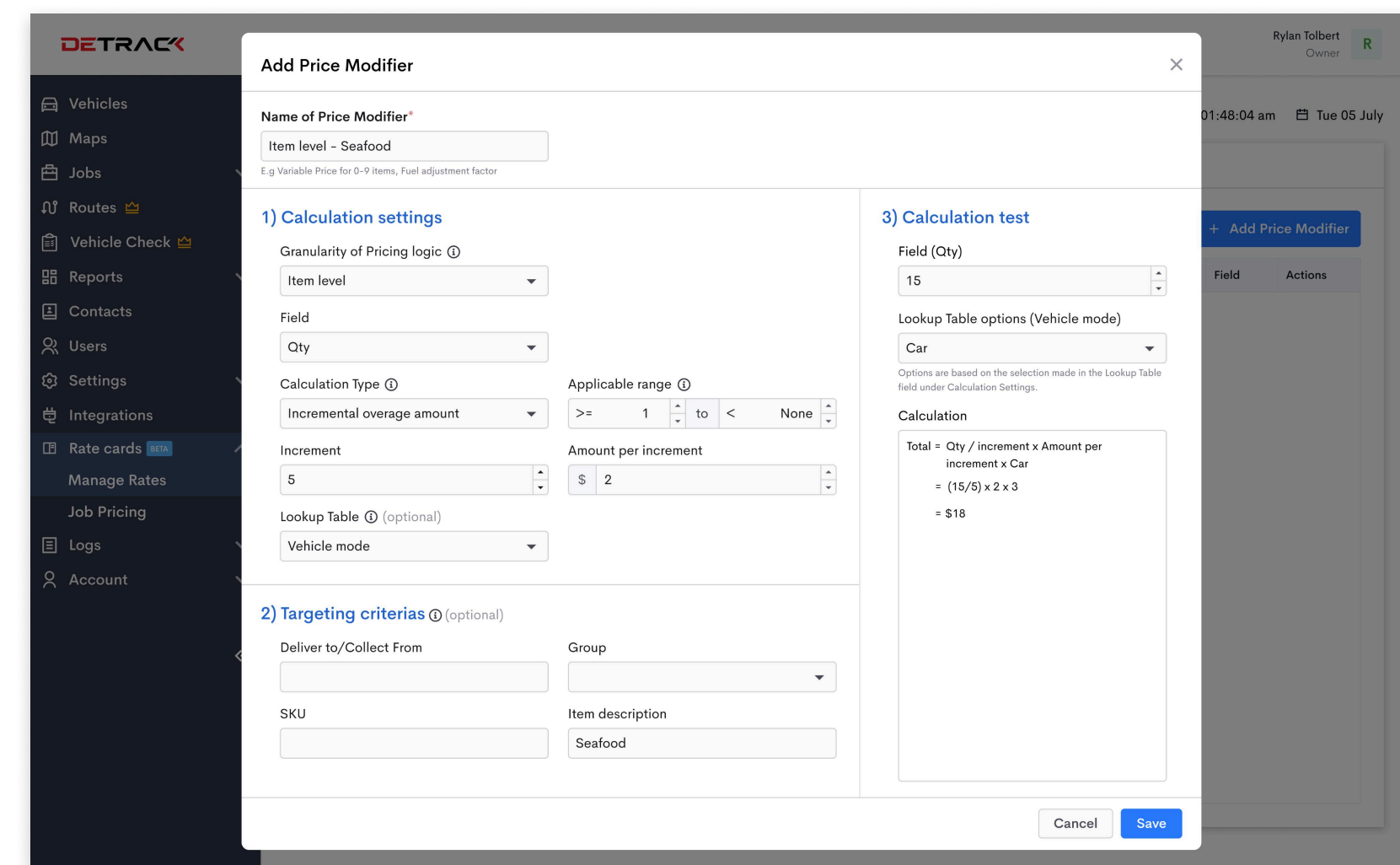
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What is a Price Modifier?

Price modifiers are the building blocks of your Rate Card where you configure your pricing rules. You can attach 1 or more price modifiers to a rate card. Let us now guide you through the different configuration steps:



1. Navigate to **Rate cards > Manage Rates > Price Modifiers**
2. Click **Add Price Modifiers**



In the next few slides, we will guide you on how to configure the price modifiers according to your use case

Understanding all fields in a price modifier

1) Calculation Settings

1. **Granularity of Logic** - This determines the type of field
2. **Field** - This will be the field that you will be using for your pricing rules (eg. Weight, quantity, boxes)
3. **Calculation Type** - You can choose from various options such as fixed, overage or incremental overage
4. **Applicable range** - **You can set a condition for a pricing rule to only take effect from a certain range**
(eg. When quantity is more than 10, charge an fixed amount)
5. **Increment** - Applicable for incremental overage, where you define the increment interval
6. **Amount** - This is the amount you charge per increment. For instance if i set an amount of \$5 per increment of 1, a quantity of 10 will be charged at \$50
7. **Multiply By** - If you have additional surcharge amounts that needs a multiplier, you can use a lookup table to multiply the existing amount. For instance i may have a 2x multiplier for delivery addresses in the outer suburbs

2) Targeting Criteria

You can configure pricing rules to only be applied to a job when these particular criterias are matched. For instnace, i can set the pricing rule to only be applied if the **Item description = 'Glass bottle'** and the **Group = 'Customer ABC'**. The fields available are:

1. Deliver to / Collect From
2. Group
3. SKU
4. Item description

1) Calculation settings

Granularity of Pricing logic ⓘ

Job level

Field

Boxes

Boxes

Cartons

Pieces

Envelopes

Pallets

Bins





Trays

Bundles

Rolls

Weight

Before setting up rate cards, it's important to define what **job fields** the pricing is based on. Different businesses charge based on different factors, such as:

-  **Weight-Based** → Charges depend on the total weight (Field: **Weight**).
-  **Quantity-Based** → Charges depend on the number of items (Field: **Quantity**)
-  **Zone-Based** → Charges depend on the delivery location (To use Zone lookup table)
-  **Distance-Based** → Charges depend on the total delivery distance (*Not available yet*)

Your **job file must contain the correct details** (weight, quantity, zones, etc.), so that the pricing rules of your rate card can apply the right charges.

The fields that you can use are:

- **Job level fields:** Weight, Boxes, Pallets etc.
- **Item level fields:** SKU, item description, quantity, actual quantity etc.

Configure Price Modifiers

Calculation Logic (Fixed, Overage, Incremental, Tiered Incremental)

After you have selected your desired job field, you can define the calculation logic based on your business rules.

Calculation Type ⓘ

Fixed Amount ▼

Here is an explanation of the different calculation types:

Type of Calculation	How It Works	Delivery Example
Fixed Amount	Applies a fixed fee to every job	\$5 fuel surcharge on all deliveries 🚛
Fixed Overage Amount	Applies an extra fee only after a threshold	First 20kg is free , then \$1 per extra kg 📦
Incremental Overage Amount	Applies per unit fee beyond a threshold	First 5km is \$10 , then \$1 per km after that 🚚
Tiered Incremental Overage Amount	Applies different per unit fees based on multiple pre-defined thresholds	First 10km @ \$1/km , next 10km @ \$0.80/km , beyond 20km @ \$0.50/km 🚚
Fixed Percent	Applies a percent surcharge based on the subtotal	If the subtotal is \$100, a 5% fuel surcharge will incur an additional \$5

Price modifiers only apply **when a condition is met**.

Businesses can define **applicable ranges for each price modifier** to control when a rate kicks in.

Applicable range ⓘ

>=	1	↑	to	<	None	↑
		↓				↓

✓ Example: Item Quantity-Based Pricing

- **Price modifier 1:** If items ≤ 10 → Charge a **Fixed** amount of \$15.
- **Price modifier 2:** If items > 10 → Charge a **Fixed** incremental overage **\$2 per item** instead.

Instead of charging extra fees for every job, businesses can set rules so that **modifiers only apply when necessary**.

■ Case study: Courier Pricing Based on Distance

Fixed overage charge

- **For 0-5kg** → Flat fee of \$8

Tiered incremental overage charge

- **6-15kg** → \$1 per kg (Tiered Incremental overage)
- **16-30kg** → \$0.80 per kg (Tiered Incremental overage)
- **Beyond 30kg** → \$0.50 per kg (Tiered Incremental overage)

Fixed Percent

Apply a fuel surcharge of 5%

A delivery of **4kg** would cost: $\$8 \times (1.05) = \8.40

A delivery of **20kg** would cost: $\$0.80 \times 20 \times (1.05) = \16.80

We handle this calculation for you so your operations team don't have to price it manually.

Configure Price Modifiers

Lookup Multipliers (Zone-Based, Vehicle Type)

If you have a different price based on the delivery location zone or the vehicle type used, you can use a lookup table to apply a surcharge multiplier.

Example 1: Delivery Zones

Zone	Base Price	Multiplier	Zone-based price
Downtown (Zone A)	\$10	1.2x	\$12
Suburbs (Zone B)	\$10	1.5x	\$15
Outskirts (Zone C)	\$10	2.5x	\$25

A delivery to the **Outskirts (Zone C)** would have a base price + a **2.5x surcharge applied**.

Configure Price Modifiers

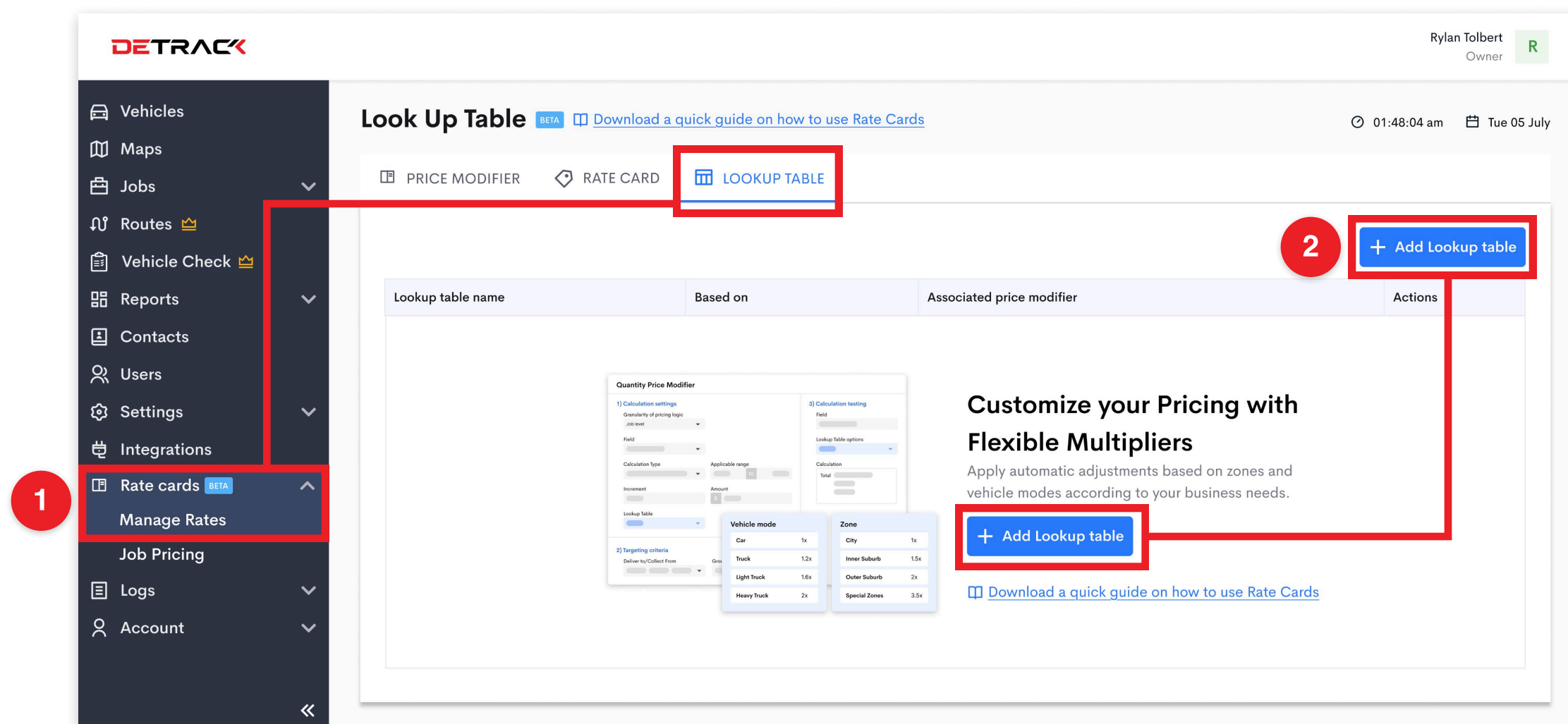
Lookup Multipliers (Zone-Based, Vehicle Type)

Creating Lookup tables

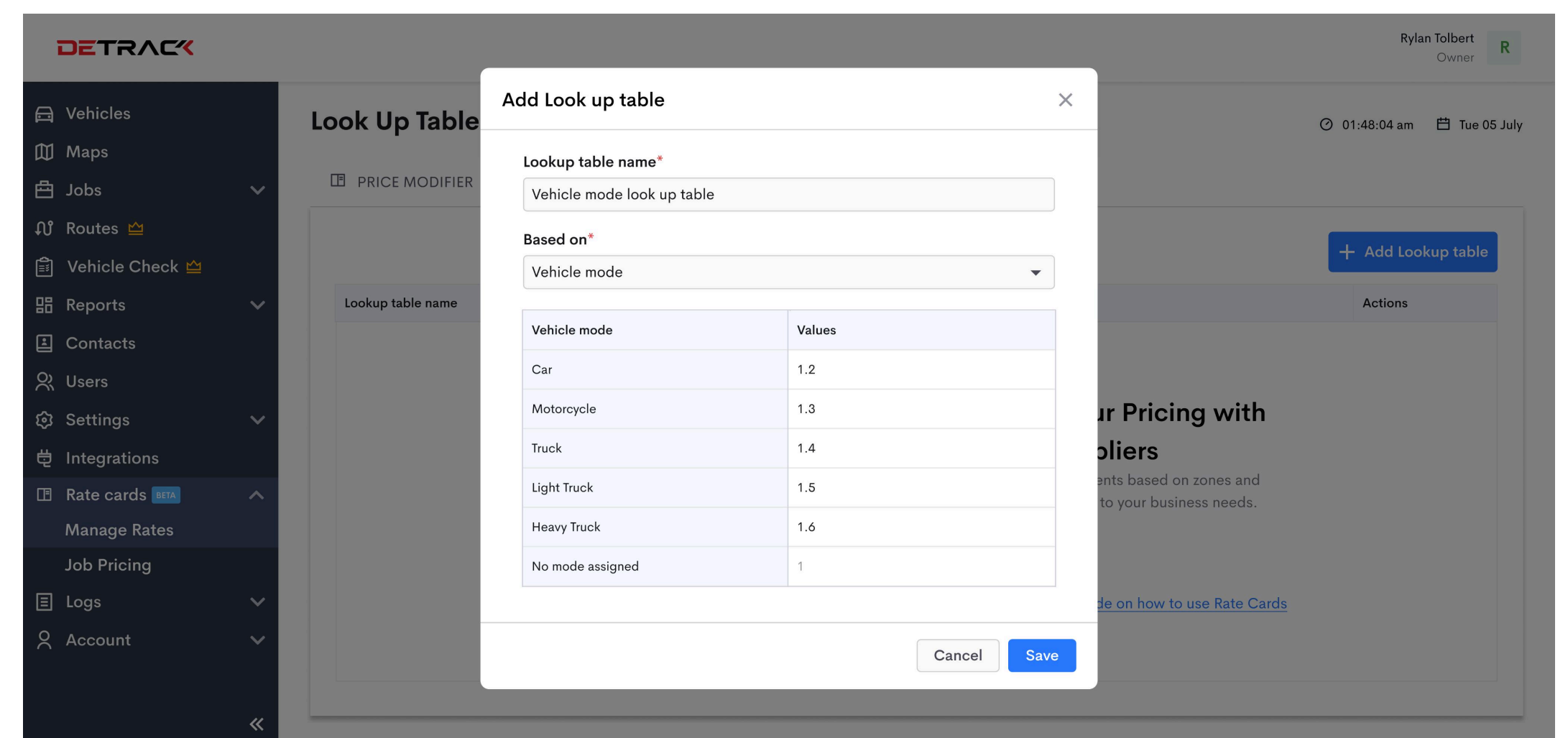
A **Lookup table** contains multiplier values that you can choose to multiply your calculated job price. When created you will be able to select them under the **Lookup Table field** option in **Calculation settings**

A **default value** of **1** is provided for:

- Vehicles without a mode
- Non-geofenced areas



1. Navigate to **Rate cards > Manage Rates > Lookup table**
2. Click '**Add Lookup table**'



3. Name your lookup table
4. Choose Lookup table to be based on **Geofence** or **vehicle mode**
5. Fill in values and click **Save**

Using Lookup tables for Price Modifiers

A **Lookup table** contains multiplier values that you can choose to multiply your calculated job price. Lookup table option will only appear if you have created them

1. In **Calculation Settings**, select an option for the **Lookup Table** field.
2. In **Calculation Test**, **Lookup Table options** will appear based on your selection. You can then choose from the available options within that lookup table.

DETRACK

Add Price Modifier

Name of Price Modifier*
Item level - Seafood
E.g Variable Price for 0-9 Items, Fuel adjustment factor

1) Calculation settings

Granularity of Pricing logic ⓘ
Item level

Field
Qty

Calculation Type ⓘ
Incremental overage amount

Applicable range ⓘ
>= 1 to < None

Increment
5

Amount per increment
\$ 2

Lookup Table ⓘ (optional)
Vehicle mode

2) Targeting criterias ⓘ (optional)

Deliver to/Collect From
Group

SKU
Item description
Seafood

3) Calculation test

Field (Qty)
15

Lookup Table options (Vehicle mode)
Car
Options are based on the selection made in the Lookup Table field under Calculation Settings.

Calculation
Total = Qty / increment x Amount per increment x Car
= (15/5) x 2 x 3
= \$18

Cancel Save

You can design your pricing logic to **apply specific pricing** only to **specific customers or items, or job types**.

2) Targeting criterias ⓘ (optional)

Deliver to/Collect From

Group

SKU

Item description

Examples of Special pricing based on various delivery conditions

- **Fragile Items** → A custom price for **Item Description** of "**Glass boxes**"
- **Specific customers** → Applies a lower overage charge only for when **Group** = '**Customer ABC**' due to a special partnership discount
- **Job Type** → Applies an additional fixed overage charge only for Job Type = 'Priority'

Web Dashboard

Configuring Rate cards

Rate Card for Customer ABC

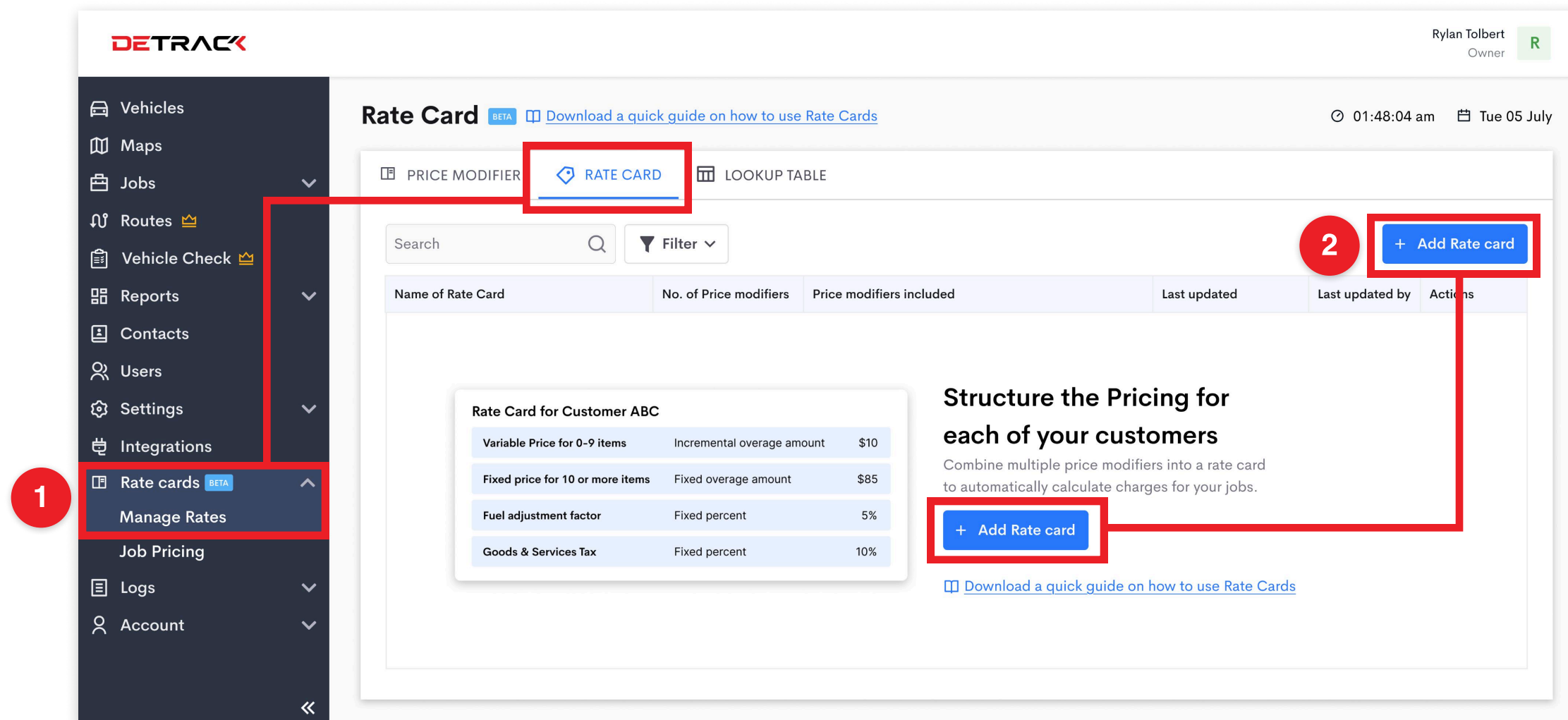
Variable Price for 0-9 items	Incremental overage amount	\$10
Fixed price for 10 or more items	Fixed overage amount	\$85
Fuel adjustment factor	Fixed percent	5%
Goods & Services Tax	Fixed percent	10%

Creating Rate cards

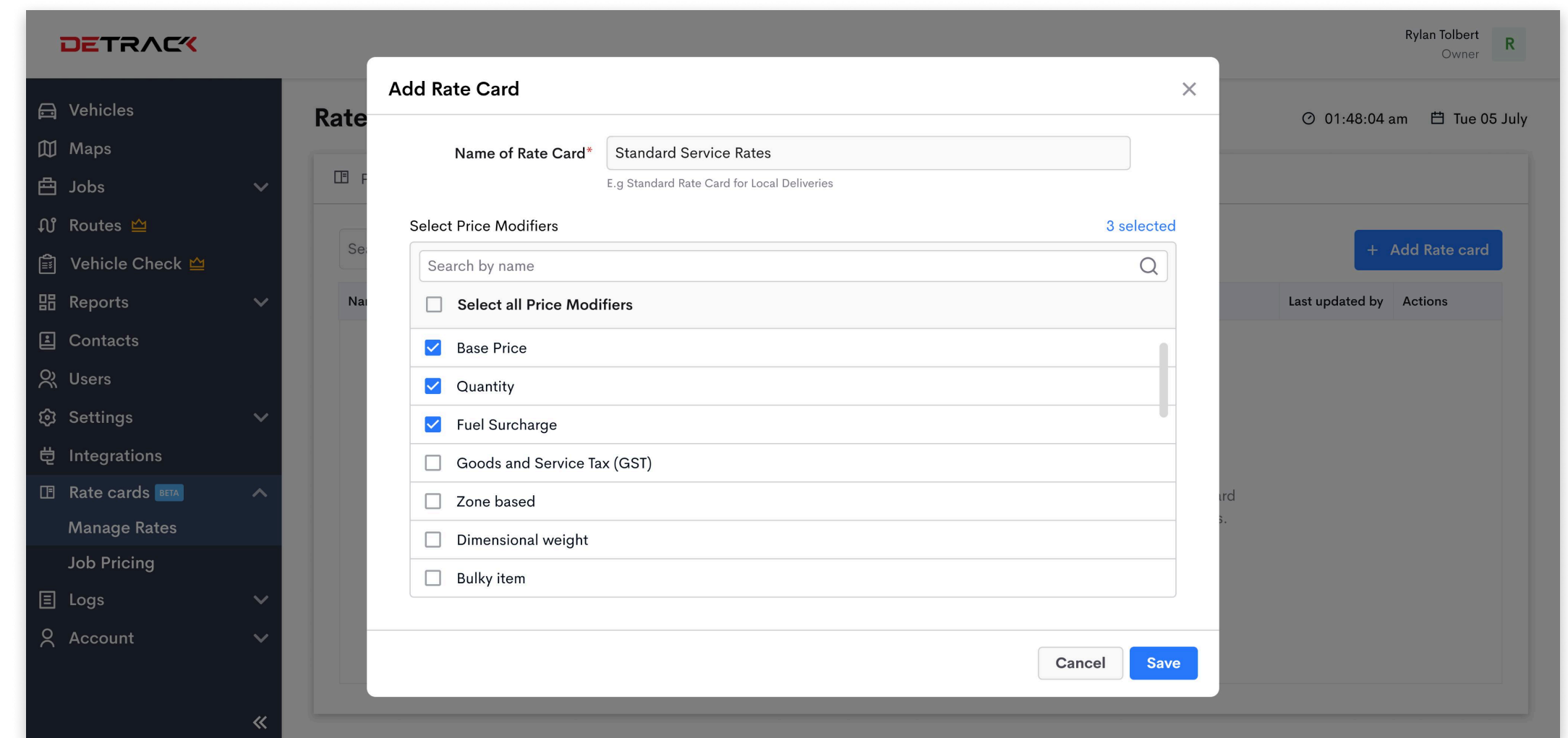
A **Rate Card** is a **combination of multiple Price Modifiers**, with each price modifier containing a pricing rule. You can create specific rate cards to derive job pricing for specific customers.

For example, a rate card can include:

- **Price Modifier 1:** Fixed overage price for quantity < 10
- **Price Modifier 2:** Incremental overage price for quantity \geq 10
- **Price Modifier 3:** Fuel surcharge of **5% of the subtotal**



1. Navigate to **Rate cards > Manage Rates > Rate cards**
2. Click 'Add Rate card'



3. Enter Rate card Name (Example: "Standard Delivery Pricing")
4. Select Price Modifiers
5. **Save** the Rate Card


Web Dashboard

Applying rates to jobs to derive pricing

DO 137

POD Details

Tracking status Completed

POD 

Job Details

Quantity 9

Job pricing for DO 137
(Based on Rate card for Customer ABC)

Variable Price for 0-9 items	\$10
Fixed price for 10 or more items	\$85
<hr/>	
Sub total	\$90
Fuel adjustment factor 5%	\$4.5
Goods Service Tax 10%	\$9.45
<hr/>	
Job Price	\$103.95

Attaching a Rate Card to a Job

Once a Rate Card is created, you can attach rate cards to jobs to apply the relevant job pricing.

The screenshot shows the DETRACK interface. On the left sidebar, the navigation menu is visible with 'Rate cards' (1) expanded to show 'Job Pricing' (2). The main area displays a 'Jobs' table with columns: D.O. No., Address, Deliver To/Collect From, Job Status, Calculation Status, Detrack Job Type, Group, Rate card, and Action. Two jobs are selected with checkboxes: DO 137 and DO 138. A red box highlights the 'Attach Rate card' button (3) in the top right of the table area.

D.O. No.	Address	Deliver To/Collect From	Job Status	Calculation Status	Detrack Job Type	Group	Rate card	Action
<input checked="" type="checkbox"/>	DO 137	344 W Jericho Turnpike, Huntington	Sam	Partially Completed	To be priced	Collection		View details
<input checked="" type="checkbox"/>	DO 138	729 NY-110, Melville, NY 11747	Ben	Completed	To be priced	Delivery		View details
<input type="checkbox"/>	DO 139	334 E Montauk Hwy, Lindenhurst, 11757	Mike	Completed	To be priced	Collection		View details
<input type="checkbox"/>	DO 140	221 Sunrise Hwy, Lindenhurst, NY 11757	Sarah	Partially Completed	To be priced	Delivery		View details

1. Navigate to **Rate cards > Job Pricing > Jobs**
2. Select the relevant jobs
3. Click on '**Attach Rate Card**'

The screenshot shows the 'Attach Rate Card' dialog box. It displays a dropdown menu for 'Select Rate card' with 'Standard Service' selected. Below the dropdown, it states 'Rate card includes these price modifiers: Base Price, Quantity, Distance calculated by zone, Fuel surcharge'. At the bottom, there are two buttons: 'Save' and 'Save & Generate invoice'.

- Select a Rate card
- You can click **Save** or **Save & Generate Invoice**

The system will automatically calculate the total price based on the rate card rules.

*Note: Percentage type modifiers cannot exist alone in a rate card

Applying rates to a job to derive job pricing

Attaching a Rate Card to a Job

Calculation breakdown

Once your rates are calculated for your jobs, you can view the breakdown in the **job details** or in the **invoice view**

DO 137 ✕

Calculation Breakdown
Based on this rate card you have selected, this is the breakdown of the calculations

Rate card: Standard Service

Invoice: 123

Price modifier	Calculation	Price per Price modifier
Item Qty <10 Amount: \$10 Applicable range : 0 < 30	$\$5.0/1.0 * 10.0 * 1.0 \times 1$	\$50.00
Fuel surcharge 5% Amount: 5%	\$0.0	-
Subtotal		\$50.00
Fuel surcharge (5%)		\$2.50
Total Price		\$52.50

Status/Reason	Date/Time	Driver	User	Proof	Map
Info Received	2025-03-24 @ 09:27:21		Tom Emmers	2025-03-24 @ 09:27:21	
Out for delivery	2025-03-24 @ 10:00:04	Ben	Tom Emmers	2025-03-24 @ 10:00:04	
Completed	2025-03-24 @ 11:25:21	Ben		2025-03-24 @ 11:25:21	

POD Details [Shipping Label](#) [↓ POD](#)

Tracking status Completed

POD

[Close](#)

Calculation breakdown according to job

Generating invoice ✕

INV 1047

Rate card: Standard Service Date: 2025-03-25

Price modifiers: Item Qty <10, Item Qty >10, Item description = Meat, Item description = Seafood, Weight <10, Weight >10 No. of jobs: 5

Calculation

Price modifier	Total Price per Price modifier	
Item Qty <10	\$210.00	
Item Qty >10	\$816.00	
Item description = Meat	\$240.00	
Item description = Seafood	\$450.00	
Weight <10	\$75.00	
Weight >10	\$250.00	
Subtotal		\$2041.00
Fuel surcharge (5%)		\$102.05
Total Price		\$2143.05

[Close](#)

Calculation breakdown according to invoice

Generating Invoices from Jobs with Rate Cards

You can generate invoices for multiple jobs that use the same Rate Card.

The screenshot shows the DETRACK Jobs page. The left sidebar has 'Rate cards' and 'Job Pricing' highlighted with a red box and the number 1. In the main content area, two jobs are selected with checkboxes, highlighted with a red box and the number 2. The 'Generate Invoice' button is highlighted with a red box and the number 3.

Date	D.O. No.	Address	Deliver To/Collect From	Job Status	Calculation Status	Detrack Job Type	Group	Rate card	Action
	<input checked="" type="checkbox"/>	DO 137	344 W Jericho Turnpike, Huntington	Sam	Partially Completed	Pending Invoice	Collection	Standard Service	View details
	<input checked="" type="checkbox"/>	DO 138	729 NY-110, Melville, NY 11747	Ben	Completed	Pending Invoice	Delivery	Standard Service	View details
	<input type="checkbox"/>	DO 139	334 E Montauk Hwy, Lindenhurst, 11757	Mike	Completed	Pending Invoice	Collection		View details
	<input type="checkbox"/>	DO 140	221 Sunrise Hwy, Lindenhurst, NY 11757	Sarah	Partially Completed	Pending Invoice	Delivery		View details

1. Go to the Job List
2. Select multiple jobs with the same Rate Card
3. Click '**Generate Invoice**'

The screenshot shows the 'Generating invoice' modal dialog. It contains the following information:

- Provide an invoice number: INV 1047
- Contact Name: Ben
- Email: BenEmmers@logistics.com
- Rate card: Standard Service
- Price modifiers: Base Price, Quantity, Distance, Calculated by Zone, Fuel Surcharge
- Date: 01/11/2024
- No. of jobs: 5

The 'Generate invoice' button is located at the bottom right of the dialog.

4. Review and confirm the invoice details
5. View the generated invoice


In the future, we are looking to build an invoice export feature, as well as to integrate it with various accounting softwares



Thank you!

Need more advanced assistance?

 [Book a call](#) with our onboarding specialist

 Drop us an email @ support@detrack.com