

3.2.1.1.Revenue (BOQ)

Revenue (BOQ) refers to the **Bill of Quantities (BOQ)**. It is a detailed document used in construction and project management to outline the estimated quantities of materials, labor, and overhead costs needed for a project.

It can be viewed in Estimation mode or Project structure mode.

- **Project Structure**

This mode presents the hierarchical breakdown of a project by organizing tasks and work components. It displays task codes (e.g., 1, 1.1, 1.2) along with task names and descriptions, providing a clear view of the project’s scope and how work is grouped and sequenced. This mode is essential for organizing and understanding the overall project structure and task relationships.

Code	Item	Content	Quantity	UOM	Price	VAT, %	Cost	Overhead	Total Cost	Markup, %	Markup Amount	Amount
Project							60,210.00	10,000.00	70,210.00	30.000	21,063.01	
1	GF - Majlis						60,210.00	10,000.00	70,210.00	30.000	21,063.01	
1.1	Supply and installation of ...	Supply and installation of wallpaper	1.000	Roll	1,470.43	5%	970.00	161.10	1,131.10	30.000	339.33	
1.2	Supply and delivery of center table	Supply and delivery of center table. Size: ...	2.000	Nos	8,671.02	5%	11,440.00	1,900.02	13,340.02	30.000	4,002.01	
1.3	LED TV 46" wide Samsung	Supply, customize and installation of full height ...	1.000	Pcs	36,381.87	5%	24,000.00	3,986.05	27,986.05	30.000	8,395.82	
1.4	Supply, customize and delivery of ...	Supply, customize and delivery of 3-seater sof...	2.000	Nos	18,039.34	5%	23,800.00	3,952.83	27,752.83	30.000	8,325.85	

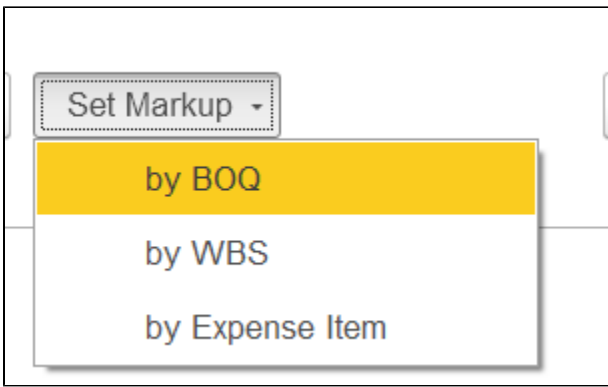
- **Estimation**

This mode focuses on the detailed financial aspects of the project. It is used to adjust specific line-level details, allowing precise entry and modification of costs, overhead, VAT, and markup for each task.

#	Code	R...	P	Project Task	Item	Content	Quantity	UOM	Unit Cost	Cost	Overhead	Total Cost	Markup, %	Markup Amount
1	1.1	<input type="checkbox"/>	Not A...	GF - Majlis	Supply and installation ...	Supply and installation of wallpaper	1.000	Roll	1,131.10	970.00	161.10	1,131.10	30.000	339.33
2	1.2	<input type="checkbox"/>	Not A...	GF - Majlis	Supply and delivery of ...	Supply and delivery of center table. Size: ...	2.000	Nos	6,670.01	11,440.00	1,900.02	13,340.02	30.000	4,002.01
3	1.3	<input type="checkbox"/>	Not A...	GF - Majlis	LED TV 46" wide ...	Supply, customize and installation of full height ...	1.000	Pcs	27,986.05	24,000.00	3,986.05	27,986.05	30.000	8,395.82
4	1.4	<input type="checkbox"/>	Not A...	GF - Majlis	Supply, customize ...	Supply, customize and delivery of 3-seater sof...	2.000	Nos	13,876.42	23,800.00	3,952.83	27,752.83	30.000	8,325.85

Markup Functionality

The system calculates revenue for each estimation line by applying a markup—either a percentage or a fixed amount—to the entered cost.



a) Based on BOQ: The markup is applied to individual line items as specified in the Bill of Quantities (BOQ). The relevant percentages are entered in the dialog box and subsequently applied to each corresponding item.

Markup, %	Markup Amount	I	I	Amount Excl. VAT	VAT, %	VAT Amount
40.000						79.
40.000						933.
40.000						1,959.
40.000	11,101.13			38,853.96	5%	1,942.

Please, enter percentage

OK
Cancel

b) Based on WBS: This option applies markup according to the Work Breakdown Structure (WBS). In the dialog box, either a markup amount or percentage can be specified, which is then allocated to the corresponding project tasks. Distinct markup values can be assigned to each task individually.

Markup to Costs by WBS

Project Task	Total Cost (Excl VAT)	Markup Amount	Markup, %	Amount Incl. Markup
GF - Majlis	70,210.00	29,999.99	42.729	100,209.99
<input type="button" value="Apply Changes"/> <input type="button" value="Close"/>				

c) Based on Expense Item:

This option enables markup to be applied to specific expense items. Both the markup amount and percentage can be adjusted as needed.

Markup to Costs by Expense Items

Expense Item	Amount Excl. VAT	Markup Amount	Markup, %	Amount Incl. Markup
Cost of Materials	54,070.00	23,103.53	42.730	77,173.53
Labor Costs	3,700.00	1,580.96	42.730	5,280.96
Other Operating Expenses	1,440.00	615.32	42.730	2,055.32
Sub Contract	1,000.00	427.29	42.730	1,427.29
<Overhead>	10,000.00	4,272.89	42.729	14,272.89
<input type="button" value="Apply Changes"/> <input type="button" value="Close"/>				

Freeze Revenue Amounts

In practice, once revenue is agreed with a client, it should remain fixed, even if internal costs change. To support this, the Estimation Document includes a **"Freeze Revenue Amounts"** button that modifies the system's recalculation behavior.

The screenshot shows the 'Estimation' tab in the software. The 'Revenue (4)' section is active, and the 'Freeze Revenue Amounts' button is highlighted with a red box. Below the button is a table with the following data:

	Quantity	UOM	Unit Cost	Cost	Overhead	Total Cost	Markup, %	Markup Amount	I	I	Amount Excl. VAT	VAT, %	VAT Amount	Price
stallation of	1.000	Roll	1,131.10	970.00	161.10	1,131.10	30.000	339.33			1,470.43	5%	73.52	
elivery of Size: ...	2.000	Nos	6,670.01	11,440.00	1,900.02	13,340.02	30.000	4,002.01			17,342.03	5%	867.10	
mize and full height ...	1.000	Pcs	27,986.05	24,000.00	3,986.05	27,986.05	30.000	8,395.82			36,381.87	5%	1,819.09	
mize and reater sof...	2.000	Nos	13,876.42	23,800.00	3,952.83	27,752.83	30.000	8,325.85			36,078.68	5%	1,803.93	

At the bottom of the interface, summary statistics are displayed:

Discount: 0.00 | Revenue: 91,273.01 AED | Overhead: 10,000.00 AED
 Costs: 60,210.00 AED | Profit: 21,063.01 AED

If the **Freeze Revenue Amounts** button is pressed:

- Revenue amounts in parent estimation lines are locked and no longer update automatically.
- Cost and markup values continue to recalculate as needed.
- This applies to both manual cost changes and overhead reallocations.

Example:

If a revenue value of 1,450.15 is frozen, and overheads are amended and adjusted using the "Allocate Overhead Costs" function, the revenue will remain unchanged, as seen when comparing the screenshots. Only the overheads, total cost, and markup will be updated accordingly.

The screenshot shows the same software interface as the previous one, but with the 'Freeze Revenue Amounts' button highlighted. The table below shows the updated data, with the revenue value for the first row highlighted in a red box:

	Quantity	UOM	Unit Cost	Cost	Overhead	Total Cost	Mark...	Markup ...	Discount, %	Discount	Amount ...	VAT, %	VAT Amo...	Price
	1.000	Roll	1,115.50	970.00	145.50	1,115.50	30.000	334.65			1,450.15	5%	72.51	1,450.15
	2.000	Nos	6,578.00	11,440.00	1,716.00	13,156.00	30.000	3,946.80			17,102.80	5%	855.14	8,551.40
D lighting[Size:	1.000	Pcs	27,600.00	24,000.00	3,600.00	27,600.00	30.000	8,280.00			35,880.00	5%	1,794.00	35,880.00
m L x 900mm	2.000	Nos	13,685.00	23,800.00	3,570.00	27,370.00	30.000	8,211.00			35,581.00	5%	1,779.05	17,790.50

Project Estimates MEPE25-0000001 dated 5/4/2025 8:05:15 PM *

Main Approvals History of Approval History of Object Status Changes Taken Decisions

Post and close Save Post Generate Settings Fill by Templates Change Cost Set Markup More actions

Main Revenue and Costs (4) Overhead (1)

Estimation Project Structure

Revenue (4)

Add Allocate Overhead Costs Import BOQ From File Freeze Revenue Amounts Search (Ctrl+F) More actions

	Quantity	UOM	Unit Cost	Cost	Overhead	Total Cost	Mark...	Markup ...	Discount, %	Discount	Amount ...	VAT, %	VAT Amo...	Price	Total Am...
	1.000	Roll	1,131.10	970.00	161.10	1,131.10	28.207	319.05			1,450.15	5%	72.51	1,450.15	1,522.66
	2.000	Nos	6,670.01	11,440.00	1,900.02	13,340.02	28.207	3,762.78			17,102.80	5%	855.14	8,551.40	17,957.94
	1.000	Pcs	27,986.05	24,000.00	3,986.05	27,986.05	28.207	7,893.95			35,880.00	5%	1,794.00	35,880.00	37,674.00
	2.000	Nos	13,876.42	23,800.00	3,952.83	27,752.83	28.207	7,828.17			35,581.00	5%	1,779.05	17,790.50	37,360.05

Import BOQ from file

This feature simplifies the process of entering BOQ data by importing it from an Excel file instead of manually typing each line.

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Main Approvals History of Approval History of Object Status Changes Taken Decisions

Post and close Save Post Generate Settings Fill by Templates Change Cost Set Markup

Main Revenue and Costs (4) Overhead (1)

Estimation Project Structure

Revenue (4)

Add Allocate Overhead Costs Import BOQ From File Freeze Revenue Amounts Search (Ctrl+F)

Import from Excel

Please select a file (*.xls, *.xlsx, *.ods).

Alternatively, you can copy the data and paste it to the table below.

	1	2	3	4	5	6	7	8	9
1	Hierarchy Code	WBS Code	Is Group	Item Code	Description	Full Description	Quantity	UOM	Comment Only
5									
6									
7									
8									
9									
10									

The imported Excel file (or pasted data) must match these columns:

1. **Hierarchy Code** – Code indicating the level or structure of the BOQ item in the project hierarchy.
2. **WBS Code** – Work Breakdown Structure code for organizing work packages.
3. **Is Group**–Boolean (yes/no or 1/0) to indicate if the item is a group header.
4. **Item Code** – Unique code for the BOQ item.
5. **Description** – Short description of the item.
6. **Full Description** – Detailed description of the item (optional).
7. **Quantity** – Number of units required.
8. **UOM** – Unit of Measure (e.g., m², kg, hr).
9. **Comment Only** – Optional notes for reference only (not used in calculation).

Comment line (BOQ)

This option is intended solely for adding comments to the print form without entering any financial or quantity data. It is available within the revenue line. When the checkbox is enabled, the task, unit cost, and markup fields are cleared, and the respective column values are marked as 'Not Applicable.' Only the project task, item, and comment fields remain editable. The comment entered in the content column will appear in the print form.

Project Estimates MEPE23-0000004 dated 8/17/2023 11:45:27 AM *

Main Approvals History of Approval History of Object Status Changes Taken Decisions

Post and close Save Post Generate Settings Fill by Templates Change Cost Set Markup More actions ?

Main Revenue and Costs (2) Overhead

Revenue (2)

Add Allocate Overhead Costs Import BOQ From File Freeze Revenue Amounts Search (Ctrl+F) More actions

#	I	P	Project Task	Item	Content	Quantity	UOM	Unit Cost	Cost	Overhead	Total Cost	Markup, %	Markup Amount	Amount
1	<input checked="" type="checkbox"/>		Bill No : 01 - PRELIMIN...	Provide and maintain ...	The contractor shall provide and maintain ...	1.000	Item	Not Applicable	Not Applicable	Not Applicable	Not Applicable	Not Applicable	Not Applicable	
2	<input type="checkbox"/>							212.00	212.00		212.00	100.000	212.00	

Since this line is for comments only, the following fields will be cleared: Costs, Markup, Amounts. Continue?

Yes No

Revenue (1)

Add Allocate Overhead Costs Import BOQ From File Freeze Revenue Amounts Search

#	I	P	Reason	Project Task	Item	Content
1	<input checked="" type="checkbox"/>			Bill No : 01 - PRELIMINARIES	Provide and maintain tempora...	The contractor shall provide and maintain temporary sheds for the storage of materials, tools, and tackle and the use of all persons employed on the Site. Those used for the storage of cement and other perishable materials and the like are to be weatherproofed at all times

Code	Description	Qty	UOM	Rate (AED)	Amount (AED)
1	Bill No : 01 - PRELIMINARIES				
	The contractor shall provide and maintain temporary sheds for the storage of materials, tools, and tackle and the use of all persons employed on the Site. Those used for the storage of cement and other perishable materials and the like are to be weatherproofed at all times	1	Item		
1.1	Walls				