



Clean Lines + Elegant Design.

European Styling.

European Hardware.

Full Access Construction.

American Made to Order.

Made by Bentwood.

Premium Materials.

Durable Finish.

Value Based Pricing.

System Engineering.

Waste Free Clean Conscience.

Hand Built + Precision Technology.

1400+ Door / Finish Combinations.

Quick Week Lead Time.

# Harmoni Pricing Program & Dealer Training Tutorial

How to accurately configure, quote and  
order your Harmoni order



- Welcome to this introduction of the “harmoni” Online Pricing & Ordering Program. The following information will help you gain a working understanding of this system and how it can benefit you and your customer.
- Since the system is Cloud based, you may access your account from any computer running Internet Explorer.
- This system works with most browsers, however if you encounter problems you may want to revert to Internet Explorer.
- If you have any questions or comments, Contact: Customer Service at (972) 227-6855 or [customerservice@harmonikitchens.com](mailto:customerservice@harmonikitchens.com) and we will be happy to assist you in any way we can...now let's get started!

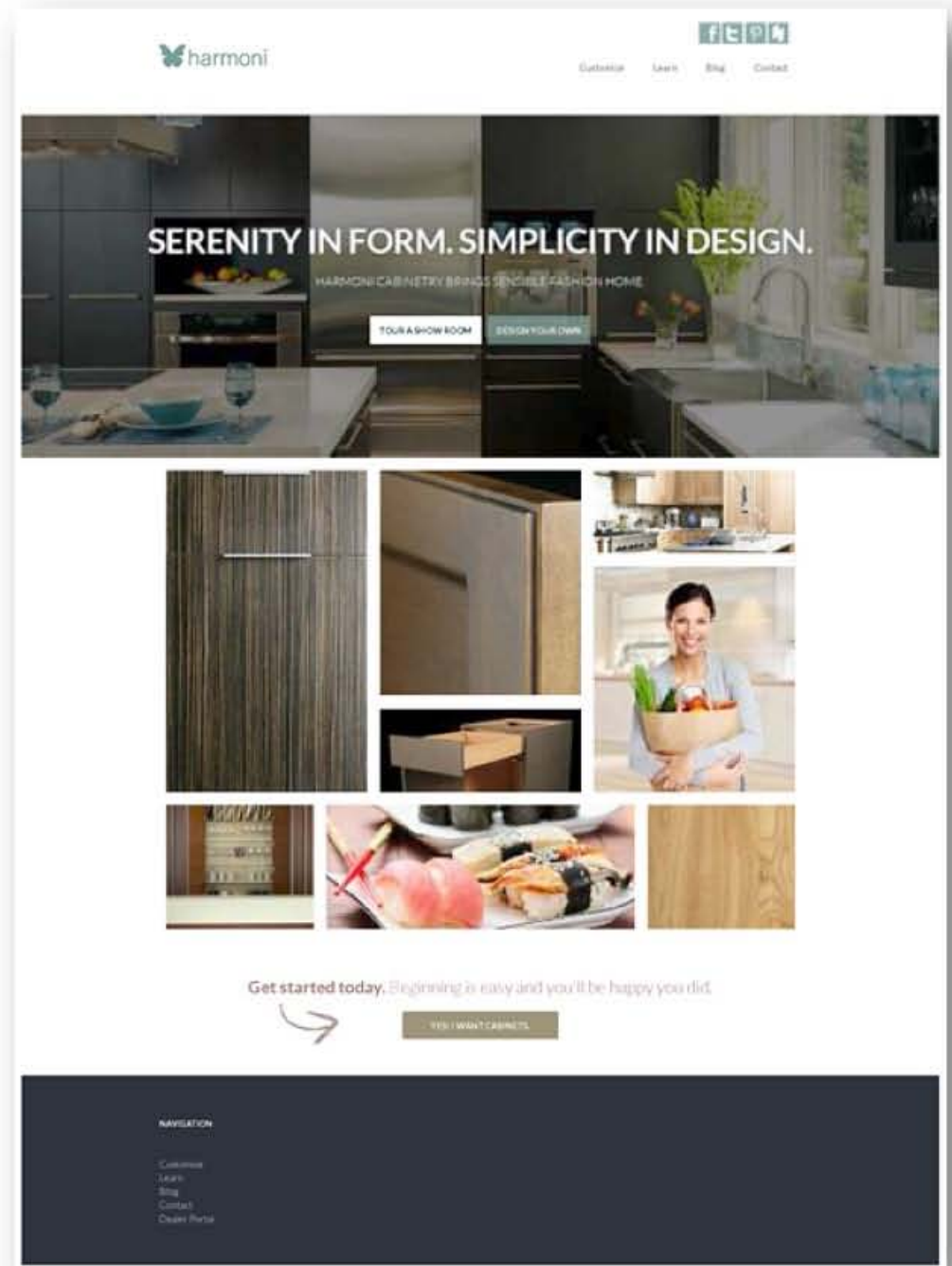


- **Step One:** Access the Harmoni Website and select the 'Dealer Portal' link at the bottom of the page

<http://harmonikitchens.com/>

#### NAVIGATION

Customize  
Learn  
Blog  
Contact  
Dealer Portal





- **Step Two:** Enter the unique **User Name** and **Password** (assigned when your account was established)



This section of the site is reserved for dealers of the Harmoni product line. If you are a dealer, please login.

### Existing Users Login

Username	<input type="text"/>
Password	<input type="password"/>

☐ Remember me

Forgot username / password? [Click here to reset](#)  
New User? [Click here to register](#)



- **Step Three:** To Access the Pricing Program, Select the 'Pricing Calculator' Tab at the Top



**Welcome to the Dealer Dashboard.**

Here you can find valuable files and tools to help you with our Harmoni product line.  
Choose a menu item to get started.

(Note: The Pricing Program Application Will Open in a New Window)



- Step Four: Select the 'Create New Harmoni Job' tab



The screenshot shows the Harmoni web application interface. At the top is the Harmoni logo. Below it is a horizontal line, followed by a text prompt: "Should you have any questions or suggestions for improvement please let us know at [ask@harmonikitchens.com](mailto:ask@harmonikitchens.com)." Below this are two links: "Create New Harmoni Job" and "View Archived Jobs". A blue arrow points to the "Create New Harmoni Job" link. Below the links is a table with the following headers: "Product Line", "Status", "Job Name", "Order #", "Designer", "Last Updated", and "Net Cost". The table body is currently empty. At the bottom of the interface is the copyright notice: "© 2013 Harmoni Kitchens Inc. All rights reserved."

Should you have any questions or suggestions for improvement please let us know at [ask@harmonikitchens.com](mailto:ask@harmonikitchens.com).

[Create New Harmoni Job](#) ☐ [View Archived Jobs](#)

				<a href="#">Product Line</a>	<a href="#">Status</a>	<a href="#">Job Name</a>	<a href="#">Order #</a>	<a href="#">Designer</a>	<a href="#">Last Updated</a>	<a href="#">Net Cost</a>
--	--	--	--	------------------------------	------------------------	--------------------------	-------------------------	--------------------------	------------------------------	--------------------------

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- **Step Five:** Begin by completely filling out the Job Information Section.

▼ **Job Information**    Active Harmoni Job - Last Updated 1/13/2015 11:14:01 AM EST    [Return To Jobs List](#)

Order Number	<input type="text" value="PO#1234"/>	1	Job Name*	<input type="text" value="Pricing Training Order"/>	2
Designer	<input type="text" value="Mac"/>	3	Contact Phone #	<input type="text" value="972-227-6855"/>	4
Requested Delivery	<input type="text" value="12/15/2014"/>	5	Retail Multiplier	<input type="text"/>	6
Tentative Closing*	<input type="text" value="10/21/2014"/>	8	Closing Likelihood*	<input type="text" value="75%"/>	9
Ship To Contact	<input type="text" value="Chris"/>	10	Ship To Street	<input type="text" value="1020 California Lane"/>	
Ship To City	<input type="text" value="San Diego"/>		Ship To State/Zip	<input type="text" value="CA"/> <input type="text" value="92102"/>	
Net Cost [Freight]	<input type="text" value="\$4,805.82"/>	11	Retail Cost	<input type="text" value="\$0.00 plus Freight"/>	
Comments	<input type="text" value="Please Ship with Island"/>				

[Save Job Information](#)   [Submit Job](#)   [Cost Summary](#)   [List Summary](#)

► **Job Default Options**

► **Product List**

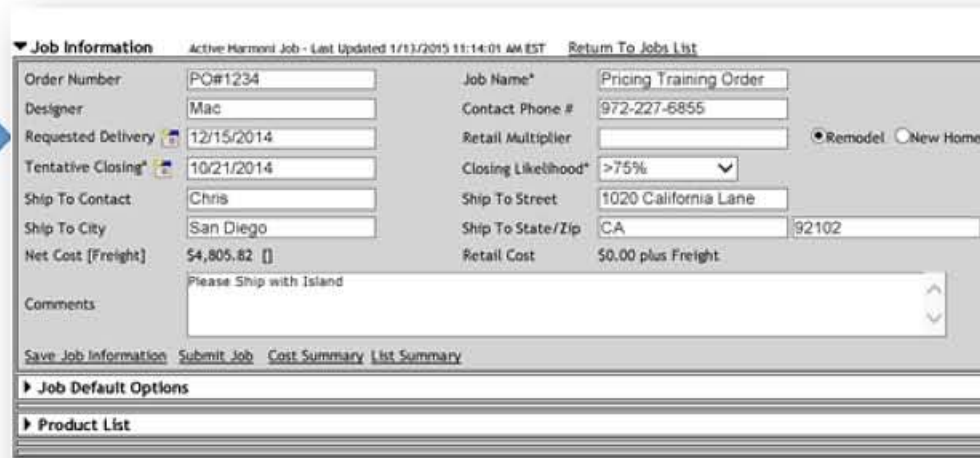
(Note: A detailed explanation of each field is shown in the next slide)

## Required Information

1. Order Number - This number is for the Dealer's Reference and will not correspond with the harmoni Order Number.
2. Job Name - The Dealers reference for the project.
3. Designer - The person responsible for the project and to whom all correspondence would be directed.
4. Contact Phone - A phone number that the Designer can be reached.
5. Requested Delivery - Date you estimate delivery based on current lead time as published in the weekly Dealer bulletin.
6. Retail Multiplier - This field can be used to automatically produce a calculated value based on the list price of the items in the order.
7. Remodel or New Home - For factory use in tracking market trends.
8. Tentative Closing - Date you expect to sign a contract with your client and receive a deposit. This information is useful to the factory for managing resources and balancing production.
9. Closing Likelihood - A value qualifying your expectation of ordering the job.
10. Ship to Contact - Person responsible for scheduling the delivery, and insuring personnel are available to unload the order.
11. Ship to Address – The exact location of delivery including: Street Address, City, State and Zip Code



- Selecting the calendar icon opens a calendar window that will allow you to pick dates.



▼ Job Information    Active Harmoni Job - Last Updated 1/13/2015 11:14:01 AM EST    [Return To Jobs List](#)

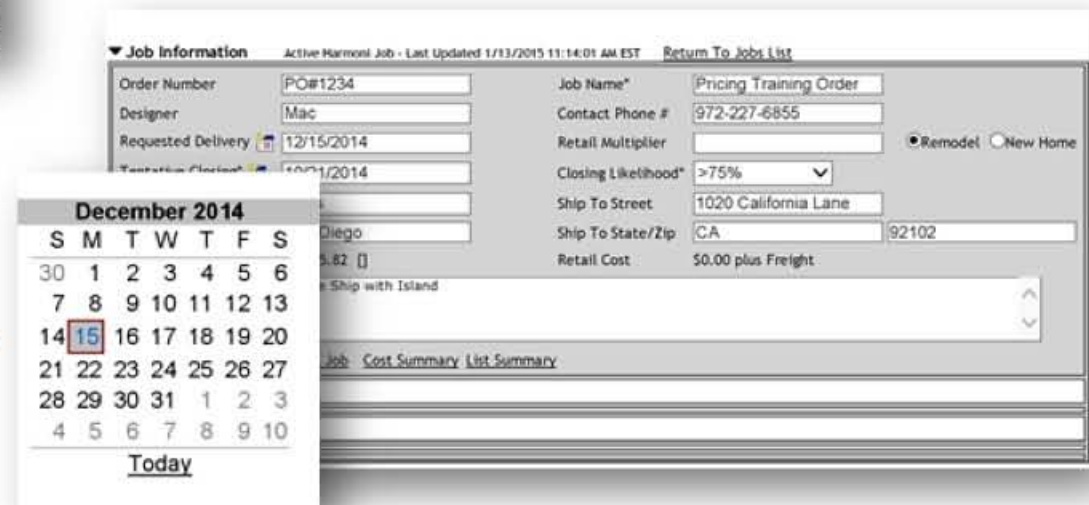
Order Number	PO#1234	Job Name*	Pricing Training Order
Designer	Mac	Contact Phone #	972-227-6855
Requested Delivery	12/15/2014	Retail Multiplier	<input type="text"/> • Remodel <input type="radio"/> New Home
Tentative Closing*	10/21/2014	Closing Likelihood*	>75% ▼
Ship To Contact	Chris	Ship To Street	1020 California Lane
Ship To City	San Diego	Ship To State/Zip	CA 92102
Net Cost [Freight]	\$4,805.82	Retail Cost	\$0.00 plus Freight
Comments	Please Ship with Island		

[Save Job Information](#) [Submit Job](#) [Cost Summary](#) [List Summary](#)

► Job Default Options

► Product List

- Remember to keep the Current Lead Time in mind.



▼ Job Information    Active Harmoni Job - Last Updated 1/13/2015 11:14:01 AM EST    [Return To Jobs List](#)

Order Number	PO#1234	Job Name*	Pricing Training Order
Designer	Mac	Contact Phone #	972-227-6855
Requested Delivery	12/15/2014	Retail Multiplier	<input type="text"/> • Remodel <input type="radio"/> New Home
Tentative Closing*	10/21/2014	Closing Likelihood*	>75% ▼
Ship To Contact	Chris	Ship To Street	1020 California Lane
Ship To City	San Diego	Ship To State/Zip	CA 92102
Net Cost [Freight]	\$4,805.82	Retail Cost	\$0.00 plus Freight
Comments	Please Ship with Island		

[Save Job Information](#) [Submit Job](#) [Cost Summary](#) [List Summary](#)

► Job Default Options

► Product List

**December 2014**

S	M	T	W	T	F	S
30	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31	1	2	3
4	5	6	7	8	9	10

Today

- Remember to select the 'Save Job Information' tab before exiting or continuing.



▼ Job Information    Active Harmoni Job - Last Updated 1/13/2015 11:14:01 AM EST    [Return To Jobs List](#)

Order Number	<input type="text" value="PO#1234"/>	Job Name*	<input type="text" value="Pricing Training Order"/>
Designer	<input type="text" value="Mac"/>	Contact Phone #	<input type="text" value="972-227-6855"/>
Requested Delivery	<input type="text" value="12/15/2014"/>	Retail Multiplier	<input type="text" value=""/>
Tentative Closing*	<input type="text" value="10/21/2014"/>	Closing Likelihood*	<input type="text" value="75%"/>
Ship To Contact	<input type="text" value="Chris"/>	Ship To Street	<input type="text" value="1020 California Lane"/>
Ship To City	<input type="text" value="San Diego"/>	Ship To State/Zip	<input type="text" value="CA"/> <input type="text" value="92102"/>
Net Cost [Freight]	<input type="text" value="\$4,805.82"/>	Retail Cost	<input type="text" value="\$0.00 plus Freight"/>

Comments:

[Save Job Information](#)   [Submit Job](#)   [Cost Summary](#)   [List Summary](#)

► Job Default Options

► Product List

(Note: Once saved, the next widow will open)



- **Step Six:** Completely fill out the 'Job Default Options' Section.

▼ Job Information    Active Harmoni Job - Last Updated 1/13/2015 11:14:01 AM EST    [Return To Jobs List](#)

Order Number	<input type="text" value="PO#1234"/>	Job Name*	<input type="text" value="Pricing Training Order"/>
Designer	<input type="text" value="Mac"/>	Contact Phone #	<input type="text" value="972-227-6855"/>
Requested Delivery	<input type="text" value="12/15/2014"/>	Retail Multiplier	<input type="text"/> • Remodel <input type="radio"/> New Home
Tentative Closing*	<input type="text" value="10/21/2014"/>	Closing Likelihood*	<input type="text" value="75%"/>
Ship To Contact	<input type="text" value="Chris"/>	Ship To Street	<input type="text" value="1020 California Lane"/>
Ship To City	<input type="text" value="San Diego"/>	Ship To State/Zip	<input type="text" value="CA"/> <input type="text" value="92102"/>
Net Cost [Freight]	<input type="text" value="\$4,805.82"/>		
Comments	<input type="text" value="Please Ship with Island"/>		

[Save Job Information](#) [Submit Job](#) [Cost Summary](#) [List Summary](#)

▼ Job Default Options

Construction*	<input type="text" value="(Please select)"/>	Interior*	<input type="text" value="(Please select)"/>	Drawer System*	<input type="text" value="(Please select)"/>
Hinge*	<input type="text" value="(Please select)"/>				
Wood*	<input type="text" value="(Please select)"/>				
Wall Door Style*	<input type="text" value="(Please select)"/>				
Base Door Style*	<input type="text" value="(Please select)"/>				
Drawer Front Style*	<input type="text" value="(Please select)"/>				
Finish*	<input type="text" value="(Please select)"/>				

[Save Default Job Options](#)

► Product List

(Note: A detailed explanation of each field is shown in the next slide)

## Required Information

1. Construction Options Include: Frameless, Push-to-Open, and C-Channel
2. Interior Options Include: White Melamine, Beech Melamine, and Wood Veneer Core Plywood
3. Drawer System Options Include: Euro Joint - Soft Close, and ArciTech – Soft Close
4. Hinge Options are determined by Construction Selection
5. Wood Options Currently Include: 7 Hardwoods, 9 Exotic Veneers, 10 Designer HPLs, and 10 Thermally Fused Melamine Styles
6. Door and Drawer Front Styles Currently Include: 12 Modern Styles, 11 Transitional Styles, and 5 Traditional Styles
7. Finish Options Vary by Wood Specie and Currently Include: 20 Stains, 17 Paints, and 11 Hand Crafted Specialty Finishes
  - Each option you select filters the next option's available selections. For example, selecting an Exotic Veneer Wood Specie eliminates 5-Piece doors and fronts from the Door and Drawer Front Drop-Down Menus

(Note: For detailed descriptions of each option, please see the Specification Section of the Harmoni Catalog.)





White Laminate Interior



Beech Laminate Interior



Wood Veneer Interior



Full Access Soft Close



Full Access Push to Open



Full Access Soft Close



Full Access Soft Close



Full Access Push to Open



Full Access Push to Open



Full Access for Hardware



Full Access No Hardware



Full Access Channel

Thermo Laminate	Alder	Cherry	Maple	Pine	Walnut	White Oak	Designer HPL	Special Veneers
503 White	Walnut	Walnut	Hickory	Bamboo White	Walnut	Walnut	502	Walnut & Oak
529	Sandstone	Sandstone	Cherry White	Sealstone	Peppercorn	Seal	602	Red C Walnut
533	Platinum	Platinum	Walnut	Cotton	Golfball	Platinum	606	Old Antique
648	Cherry	Cherry		White	Urban Bronze	Sandstone	508	Old Oak
609	Pecan Shell	Pecan Shell		Isle	Iron Ore	Cypress	611	Walnut
632	Antique Bronze	Antique Bronze		Brown Vandyke	Lacquer	Natural	601	Fig Wood
604	Merlot	Merlot		Blue		Hickory	604	Old Buckskin
579 Black	Java	Java		Green Maple		Rose	605	Old Mahogany
609	Seal	Seal		Antique Bronze		Antique Bronze	644	Walnut Sap
607				Grey		Spanish Brown	605	
				Blue		Seal		





▼ Job Information

Active Harmoni Job - Last Updated 1/13/2015 11:14:01 AM EST [Return To Jobs List](#)

Order Number	PO#1234	Job Name*	Pricing Training Order
Designer	Mac	Contact Phone #	972-227-6855
Requested Delivery	12/15/2014	Retail Multiplier	<input type="radio"/> Remodel <input type="radio"/> New Home
Tentative Closing*	10/21/2014	Closing Likelihood*	>75% ▼
Ship To Contact	Chris	Ship To Street	1020 California Lane
Ship To City	San Diego	Ship To State/Zip	CA 92102
Net Cost [Freight]	\$4,805.82 []	Retail Cost	\$0.00 plus Freight
Comments	Please Ship with Island		

[Save Job Information](#)
[Submit Job](#)
[Cost Summary](#)
[List Summary](#)

▼ Job Default Options

Construction\* Frameless ▼
Interior\* Beech Melamine ▼
Drawer System\* Euro Joint - Soft Close ▼

Hinge\* Concealed Frameless Sensys ▼
Wood\* Paint Grade ▼
Wall Door Style\* Portofino ▼
Base Door Style\* Portofino ▼
Drawer Front Style\* Portofino ▼
Finish\* Bleached Linen ▼

[Save Default Job Options](#)

▶ Product List

- Remember to select the 'Save Default Job Options' tab before exiting or continuing.



(Note: Once saved, the next widow will open)



- **Step Seven:** Entering Items to Create Your Cabinet Order.

▼ **Job Information** Active Harmoni Job - Last Updated 1/13/2015 1:54:34 PM EST [Return To Jobs List](#)

Order Number	PO#1234	Job Name*	Pricing Training Order
Designer	Mac	Contact Phone #	972-227-6855
Requested Delivery	12/15/2014	Retail Multiplier	<input type="text"/> • Remodel <input type="radio"/> New Home
Tentative Closing*	10/21/2014	Closing Likelihood*	>75% ▼
Ship To Contact	Chris	Ship To Street	1020 California Lane
Ship To City	San Diego	Ship To State/Zip	CA 92102
Net Cost (Freight)	\$0.00 <input type="checkbox"/>	Retail Cost	\$0.00 plus Freight
Comments	<div>Please Ship with Island</div>		

[Save Job Information](#) [Submit Job](#) [Cost Summary](#) [List Summary](#)

▼ **Job Default Options**

Construction*	Frameless ▼	Interior*	Beech Melamine ▼	Drawer System*	Euro Joint - Soft Close ▼
Hinge*	Concealed Frameless Sensys ▼				
Wood*	Paint Grade ▼				
Wall Door Style*	Portofino ▼				
Base Door Style*	Portofino ▼				
Drawer Front Style*	Portofino ▼				
Finish*	Bleached Linen ▼				

[Save Default Job Options](#)

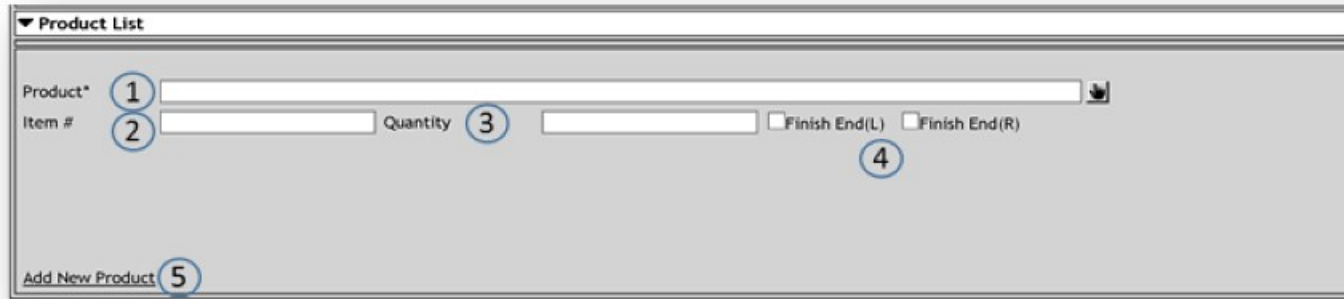
▼ **Product List**

Product*	<div>1 <input type="text"/></div>			
Item #	<div>2 <input type="text"/></div>	Quantity	<div>3 <input type="text"/></div>	<div>4 <input type="checkbox"/> Finish End(L) <input type="checkbox"/> Finish End(R)</div>

[Add New Product](#)

5

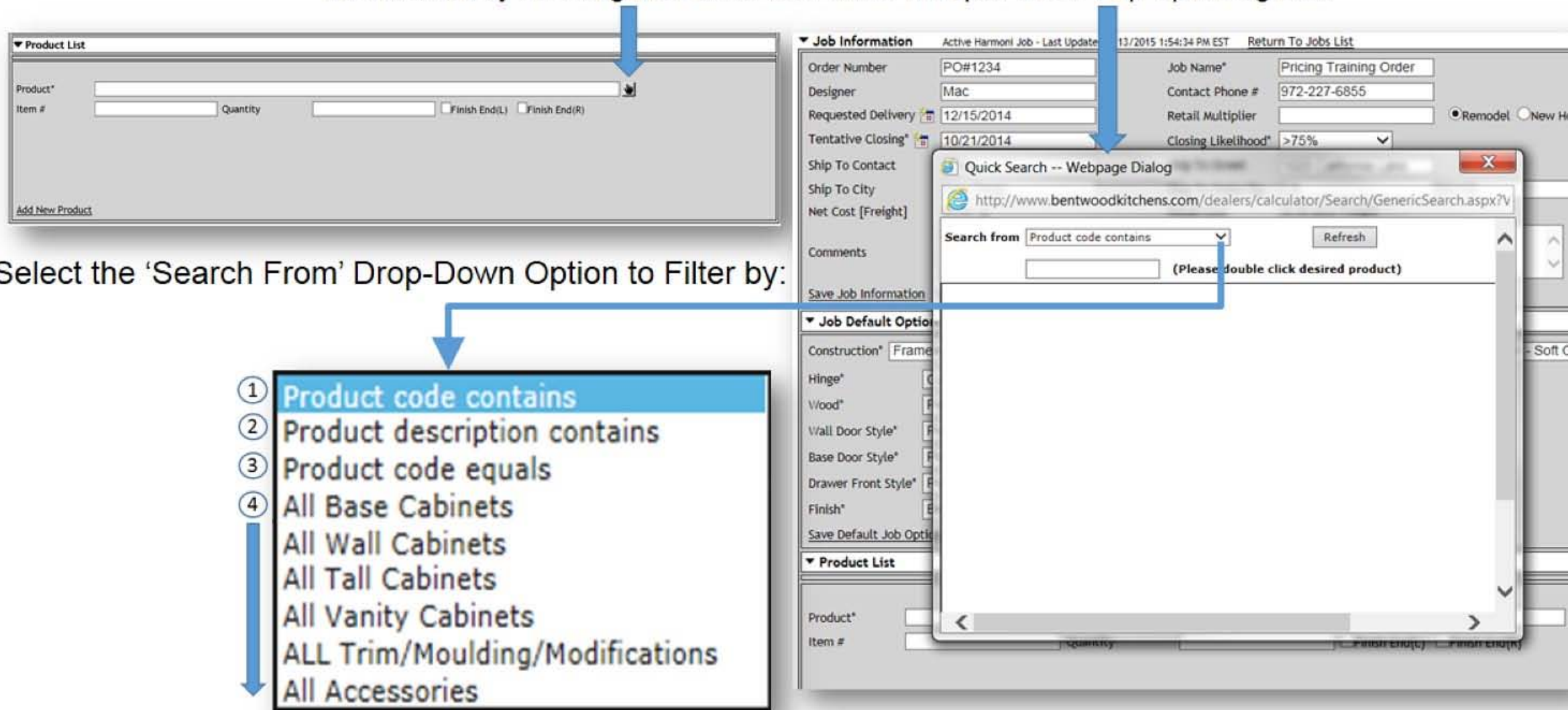
(Note: A detailed explanation of each field is shown in the next slide)

A screenshot of a software interface titled 'Product List'. It contains several input fields and checkboxes. The fields are labeled 'Product\*' (with a magnifying glass icon), 'Item #', 'Quantity', and two checkboxes labeled 'Finish End(L)' and 'Finish End(R)'. At the bottom left is a button labeled 'Add New Product'. Five blue circles with numbers 1 through 5 are overlaid on the form to indicate the sequence of steps: 1 is over the 'Product\*' field, 2 is over the 'Item #' field, 3 is over the 'Quantity' field, 4 is over the 'Finish End(R)' checkbox, and 5 is over the 'Add New Product' button.

1. Enter the Nomenclature for the Desired Product
2. Assign a Number to Your Product that Corresponds to Your Design
3. Enter a Quantity for the Item You Have Entered
4. You May Use Checkboxes to Indicate Finished End(s) if Applicable
5. Select the 'Add New Product' Tab to Enter Product

Important Note: If you are not familiar with the exact nomenclature, You may enter the first few letters and/or numbers and hit the 'Enter' key for a list of all product matching your entry.  
For Example: 'B3D' will pull up All Three Drawer Base Cabinet options.  
Additional search functions are shown on the next page.

If you do not know any of the product nomenclature, additional search features can be accessed by selecting the Pointer Icon which will open a new Pop-Up Dialog Box.



Product List

Product\* [ ]  
Item # [ ] Quantity [ ] ☐ Finish End(L) ☐ Finish End(R)

Add New Product

Job Information

Active Harmoni Job - Last Update: 13/2015 1:54:34 PM EST Return To Jobs List

Order Number PO#1234 Job Name\* Pricing Training Order  
Designer Mac Contact Phone # 972-227-6855  
Requested Delivery 12/15/2014 Retail Multiplier   
Tentative Closing\* 10/21/2014 Closing Likelihood\* >75%  
Ship To Contact   
Ship To City   
Net Cost [Freight]   
Comments   
Save Job Information

Job Default Options

Construction\* Frame  
Hinge\*   
Wood\*   
Wall Door Style\*   
Base Door Style\*   
Drawer Front Style\*   
Finish\*   
Save Default Job Options

Product List

Product\* [ ]  
Item # [ ] Quantity [ ] ☐ Finish End(L) ☐ Finish End(R)

Quick Search -- Webpage Dialog

http://www.bentwoodkitchens.com/dealers/calculator/Search/GenericSearch.aspx?v

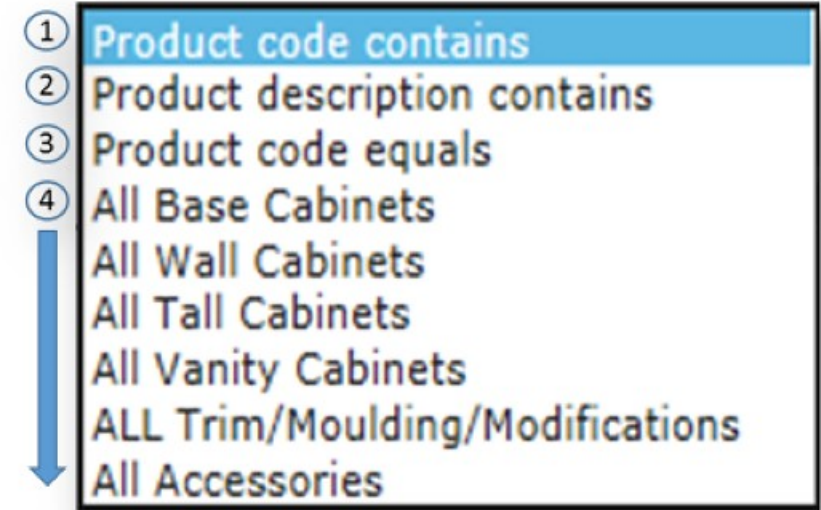
Search from Product code contains Refresh  
 (Please double click desired product)

- 1 Product code contains
- 2 Product description contains
- 3 Product code equals
- 4 All Base Cabinets
- All Wall Cabinets
- All Tall Cabinets
- All Vanity Cabinets
- ALL Trim/Moulding/Modifications
- All Accessories

(Note: A detailed explanation of each field is shown in the next slide)



1. This option allows you to filter to all products with nomenclature containing the specific information you enter. For Example: Entering 'B3D' will show all versions of Three Drawer Base Cabinetry.
2. This option allows you to filter to all products with descriptions containing the specific information you enter. For Example: Entering 'Panel' will show all product with the word 'Panel' in the description.
3. This option allows you to filter to the product with the exact nomenclature you enter.
4. Selecting any of the 'All Options' allows you to filter to all products within that Category.







- **Step Eight:** Creating Your Cabinet Order.

▼ Job Information    Active Harmoni Job - Last Updated 1/13/2015 2:42:05 PM EST    [Return To Jobs List](#)

Order Number	PO#1234	Job Name*	Pricing Training Order
Designer	Mac	Contact Phone #	972-227-6855
Requested Delivery	12/15/2014	Retail Multiplier	<input type="radio"/> Remodel <input type="radio"/> New Home
Tentative Closing*	10/21/2014	Closing Likelihood*	>75%
Ship To Contact	Chris	Ship To Street	1020 California Lane
Ship To City	San Diego	Ship To State/Zip	CA 92102
Net Cost [Freight]	\$0.00	Retail Cost	\$0.00 plus Freight
Comments Please Ship with Island			

[Save Job Information](#)   [Submit Job](#)   [Cost Summary](#)   [List Summary](#)

▼ Job Default Options

Construction*	Frameless	Interior*	Beech Melamine	Drawer System*	Euro Joint - Soft Close
Hinge*	Concealed Frameless Sensys				
Wood*	Paint Grade				
Wall Door Style*	Portofino				
Base Door Style*	Portofino				
Drawer Front Style*	Portofino				
Finish*	Bleached Linen				

[Save Default Job Options](#)

▼ Product List

Product\* B21L - Base Cabinet

Item # 1    Quantity 1    ☒ Finish End(L)   ☐ Finish End(R)

[Add New Product](#)

▼ Job Information    Active Harmoni Job - Last Updated 1/14/2015 8:46:24 AM EST    [Return To Jobs List](#)

Order Number	PO#1234	Job Name*	Pricing Training Order
Designer	Mac	Contact Phone #	972-227-6855
Requested Delivery	12/15/2014	Retail Multiplier	<input type="radio"/> Remodel <input type="radio"/> New Home
Tentative Closing*	10/21/2014	Closing Likelihood*	>75%
Ship To Contact	Chris	Ship To Street	1020 California Lane
Ship To City	San Diego	Ship To State/Zip	CA 92102
Net Cost [Freight]	\$399.23	Retail Cost	\$0.00 plus Freight
Comments Please Ship with Island			

[Save Job Information](#)   [Submit Job](#)   [Cost Summary](#)   [List Summary](#)

▼ Job Default Options

Construction*	Frameless	Interior*	Beech Melamine	Drawer System*	Euro Joint - Soft Close
Hinge*	Concealed Frameless Sensys				
Wood*	Paint Grade				
Wall Door Style*	Portofino				
Base Door Style*	Portofino				
Drawer Front Style*	Portofino				
Finish*	Bleached Linen				

[Save Default Job Options](#)

▼ Product List

#	Qty	Code	Description	Fronts	BD	WDoors	Dwr Pulls	Door Pulls	Cubes	FE-L	FE-R	Price
1	1.00	1	B21L Base Cabinet	1	1	0	1	1	12	<input checked="" type="checkbox"/>		399.23
Total:				1	1	0	1	1	12			\$399.23

Product\* 2TB21 - DOUBLE Waste Bin Trash Pull-Out - DOES NOT INCLUDE CABINET

Item # 1.01    Quantity 1    ☐ Finish End(L)   ☐ Finish End(R)

[Add New Product](#)

Once you have selected your product, accessorize and/or modify by assigning a sub-number to your attachments.

For example: If item #1 (B21L) is to have a Trash Can Pull-Out, the Pull-Out would be item #1.01.

All items added under cabinet #1 (1.01, 1.02, 1.03 etc.) would be applied to cabinet #1.

Quick Search -- Webpage Dialog

http://www.bentwoodkitchens.com/dealers/calculator/Search/GenericSearch.aspx?Value=dim&Sele

Search from Product code contains

(Please double click desired product)

DIM-HBID-30 - Harmoni-Base Cabinet Increase Depth up to 30" deep - specify cabinet box depth - Drawer Box(s) and/or Access

DIM-HTID-30 - Harmoni-Tall Cabinet Increase Depth up to 30" deep - specify cabinet box depth - Drawer Box(s) and/or Access

DIM-HWID-25 - Harmoni-Wall Cabinet Increase Depth up to 25" deep - specify cabinet box depth - Drawer Box(s) and/or Access

DIM-TID-27 - Increase DEPTH of a TALL cabinet to 27" Deep

DIM-BRD - Reduce DEPTH - (Specify Final Dimension of Cabinet)

DIM-WRD - Reduce DEPTH - (Specify Final Dimension of Cabinet)

DIM-TRD - Reduce DEPTH - (Specify Final Dimension of Cabinet)

DIM-BRH - Reduce HEIGHT - (Specify Final Dimension of Cabinet)

DIM-WRH - Reduce HEIGHT - (Specify Final Dimension of Cabinet)

DIM-TRH - Reduce HEIGHT - (Specify Final Dimension of Cabinet)

DIM-BRW - Reduce WIDTH - (Specify Final Dimension of Cabinet)

DIM-WRW - Reduce WIDTH - (Specify Final Dimension of Cabinet)

DIM-TRW - Reduce WIDTH - (Specify Final Dimension of Cabinet)

First Previous Page 1 of 1 Next Last

Job Information Active Harmoni Job - Last Updated 1/14/2015 9:47:16 AM EST Return To Jobs List

Order Number PO#1234 Job Name Pricing Training Order

Designer Mac Contact Phone # 972-227-6855

Requested Delivery 12/15/2014 Retail Multiplier  Remodel ☐ New Home

Tentative Closing 10/21/2014 Closing Likelihood >75%

Ship To Contact Chris Ship To Street 1020 California Lane

Ship To City San Diego Ship To State/Zip CA 92102

Net Cost (Freight) \$679.36 Retail Cost \$0.00 plus Freight

Please Ship with Island

Comments

Save Job Information Submit Job Cost Summary List Summary

Job Default Options

Construction Frameless Interior Beech Melamine Drawer System Euro Joint - Soft Close

Hinge Concealed Frameless Sensys

Wood Paint Grade

Wall Door Style Portofino

Base Door Style Portofino

Drawer Front Style Portofino

Finish Bleached Linen

Save Default Job Options

Product List

#	Qty	Code	Description	Fronts	BDoors	WDoors	Dwr Pulls	Door Pulls	Cubes	FE-L	FE-R	Price
1.00	1	B21L	Base Cabinet	1	1	0	1	1	12			399.23
1.01	1	2TB21	DOUBLE Waste Bin Trash Pull-Out - DOES NOT INCLUDE CABINET	0	0	0	0	0	0			280.13
Total	2			1	1	0	1	1	12			\$679.36

Product DIM-BRW - Reduce WIDTH - (Specify Final Dimension of Cabinet)

Item # 1.02 Quantity 1 Finish End(L) Finish End(R)

Dimension 20.875 (Enter final w, h or d for cabinet)

Add New Product

All Dimensional Modifications are under the prefix 'DIM' and can be accessed by simply keying 'DIM' into the Product field and hitting the Enter key. Select the desired dimensional modification and double-click to add.

Assign your Dimension Modification to the cabinet number which it will be applied.

Key in the desired final dimension into the Dimension field in decimal form, and Add New Product to complete.



## • Step Eight Continued

Some items, like Wainscot Paneling, Configurable Appliance Cabinets, and Loose Doors require the submittal of Panel and/or Appliance Cut-Out Forms. These Forms are available at the back of each section of the Harmoni Catalog. Your Order cannot be processed until all required forms are received.

▼ Job Information Active Harmoni Job - Last Updated 1/14/2015 9:19:50 AM EST [Return To Jobs List](#)

Order Number: PO#1234 Job Name: Pricing Training Order  
Designer: Mac Contact Phone #: 972-227-6855  
Requested Delivery: 12/15/2014 Retail Multiplier: ☐ Remodel ☐ New Home  
Tentative Closing: 10/21/2014 Closing Likelihood: >75%  
Ship To Contact: Chris Ship To Street: 1020 California Lane  
Ship To City: San Diego Ship To State/Zip: CA 92102  
Net Cost [Freight]: \$2,740.25 Retail Cost: \$0.00 plus Freight  
Comments: Please Ship with Island

[Save Job Information](#) [Submit Job](#) [Cost Summary](#) [List Summary](#)

▼ Job Default Options

Construction: Frameless Interior: Beech Melamine Drawer System: Euro Joint - Soft Close  
Hinge: Concealed Frameless Sensys  
Wood: Paint Grade  
Wall Door Style: Portofino  
Base Door Style: Portofino  
Drawer Front Style: Portofino  
Finish: Bleached Linen

[Save Default Job Options](#)

▼ Product List

	#	Qty	Code	Description	Fronts	BDors	WDors	Dwr Pulls	Door Pulls	Cubes	FE-L	FE-R	Price
	1.00	1	B21L	Base Cabinet	1	1	0	1	1	12	<input checked="" type="checkbox"/>	<input type="checkbox"/>	399.23
	1.01	1	2TB21	DOUBLE Waste Bin Trash Pull-Out - DOES NOT INCLUDE CABINET	0	0	0	0	0	0	<input type="checkbox"/>	<input type="checkbox"/>	280.13
	1.02	1	DIM-BRW	Reduce WIDTH - (Specify Final Dimension of Cabinet)	0	0	0	0	0	0	<input type="checkbox"/>	<input type="checkbox"/>	0.00
	2.00	1	WAINSCOT3-S	THREE Panel Wainscot - (MAXIMUM HEIGHT = 42" / MAXIMUM WIDTH = 72") must provide required form!	0	3	0	0	0	2	<input type="checkbox"/>	<input type="checkbox"/>	353.37
	3.00	1	OCD3096-C	Double Oven Cabinet w/ 1" Drawer (Configured as per request / Provide Appliance Cut-Out Form)	1	0	2	1	2	40	<input type="checkbox"/>	<input type="checkbox"/>	1513.30
	4.00	1	TDOOR-LOOSE	Single Tall Door (Shipped Loose) Use Panel Form and provide exact dimensions. (does not include hinging) (up to 24" wide x 66" tall)	0	2	0	0	0	2	<input type="checkbox"/>	<input type="checkbox"/>	194.22
	Total:	6			2	6	2	2	3	56			\$2,740.25

Product:   
Item #:  Quantity:  ☐ Finish End(L) ☐ Finish End(R)

[Add New Product](#)





- Step Nine: Submitting Forms.



### Appliance Overlay Cut Out Order Form

Use One form for each Appliance

Dealership Name Harmoni Training

Date 1/15/2015

Designer Name Mac

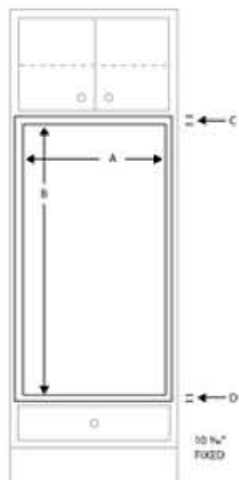
Phone 972-227-6855

Project Name Pricing Training

Provide dimensions of Appliance Overlay

Overlay Panels are manufactured with 0.0625" (1/16") reveal on sides, and 0.125" (1/8") top and bottom (typical door clearances).

Left and Right dimensions of panel must be least 1.375" (1 1/8")



Use for **OCD** Oven Cabinets

Cabinet # <u>3</u>		
A	Width of Appliance Cutout	27
B	Height of Appliance Cutout	50.25
C	Top Rail of Panel *	1.5
D	Bottom Rail of Panel *	2.125

\* 1.375" minimum

Email or Fax Form to:  
customerservice@harmonikitchens.com • 972-227-5267

Items requiring forms should be submitted complete. Indicate the item number your form applies to, the specific nomenclature of the item, and fill in all dimension fields as shown in the examples.

Email or Fax Form to:  
customerservice@harmonikitchens.com • 972-227-5267



### Panel Order Form

Use for Loose Doors, Applied Doors,  
Appliance Panels, Wainscot or  
Cut-to-Size Paneling

Dealership Name Harmoni Training

Date 1/15/2015

Designer Name Mac

Phone 972-227-6855

Email customerservice@harmonikitchens.com

Project Name Pricing Training

Original Job Number # PO1234  
(If Service Order or Replacement Item)

Item # (from Pricing Program)	Item Code (from Pricing Program)	Width	Height	WBR? * (Y / N)
2	WAINSCOT3-S	40	30.5	N
4	TDOOR-LOOSE	23.75	61.875	N

\* Wide Bottom Rail (WBR) adds 4 1/2" to the bottom rail of a wainscot panel.

Note: Loose Doors are NOT bored for hinges unless they are a replacement. Door hardware is NOT provided.

Email or Fax Form to:  
customerservice@harmonikitchens.com • 972-227-5267



- **Step Ten:** Printing Quotes and Orders.

Once you have entered all your cabinets, trim molding and accessories, you may create a printable copy of the quote to review. Two options are provided, “Cost Summary” and “List Summary”.

The screenshot displays the 'Job Information' section of the Harmoni software. At the top, it indicates 'Active Harmoni Job - Last Updated 1/14/2015 9:19:50 AM EST' and provides a 'Return To Jobs List' link. The form is divided into two columns for input fields. The left column includes fields for Order Number (PO#1234), Designer (Mac), Requested Delivery (12/15/2014), Tentative Closing (10/21/2014), Ship To Contact (Chris), Ship To City (San Diego), Net Cost [Freight] (\$2,740.25), and a Comments box containing 'Please Ship with Island'. The right column includes fields for Job Name\* (Pricing Training Order), Contact Phone # (972-227-6855), Retail Multiplier, Closing Likelihood\* (>75%), Ship To Street (1020 California Lane), Ship To State/Zip (CA 92102), and Retail Cost (\$0.00 plus Freight). Below the comments box, there are two blue arrows pointing down to the 'Cost Summary' and 'List Summary' links in the navigation bar. The navigation bar also includes 'Save Job Information' and 'Submit Job'. Below the job information section is the 'Job Default Options' section, which contains several dropdown menus for Construction\* (Frameless), Interior\* (Beech Melamine), Drawer System\* (Euro Joint - Soft Close), Hinge\* (Concealed Frameless Sensys), Wood\* (Paint Grade), Wall Door Style\* (Portofino), Base Door Style\* (Portofino), Drawer Front Style\* (Portofino), and Finish\* (Bleached Linen). A 'Save Default Job Options' link is located at the bottom of this section. The 'Product List' section is partially visible at the very bottom.

Job Information	
Order Number	PO#1234
Designer	Mac
Requested Delivery	12/15/2014
Tentative Closing	10/21/2014
Ship To Contact	Chris
Ship To City	San Diego
Net Cost [Freight]	\$2,740.25
Comments	Please Ship with Island
Job Name*	Pricing Training Order
Contact Phone #	972-227-6855
Retail Multiplier	
Closing Likelihood*	>75%
Ship To Street	1020 California Lane
Ship To State/Zip	CA 92102
Retail Cost	\$0.00 plus Freight

Navigation: [Save Job Information](#) [Submit Job](#) [Cost Summary](#) [List Summary](#)

Job Default Options	
Construction*	Frameless
Interior*	Beech Melamine
Drawer System*	Euro Joint - Soft Close
Hinge*	Concealed Frameless Sensys
Wood*	Paint Grade
Wall Door Style*	Portofino
Base Door Style*	Portofino
Drawer Front Style*	Portofino
Finish*	Bleached Linen

Save Default Job Options

Product List

Each of these Summary Options will open in a new window.





- Step Ten Continued

#### Job Information

Active Harmoni Job - Report created on 1/14/2015 EST

Order Number	PO#1234	Job Name	Pricing Training Order
Dealer Name	Bentwood Factory	Dealer Number	40002
Designer	Mac	Contact Phone #	972-227-6855
Requested Delivery	12/15/2014	Retail Multiplier	
Ship To Contact	Chris	Ship To Street	1020 California Lane
Ship To City	San Diego	Ship To State/Zip	CA92102
Net Cost [Freight]	\$2,740.25 [5400.00]	Retail Cost	\$0.00

#### Job Default Options

Construction	Frameless	Interior	Beech Melamine	Drawer System	Euro Joint - Soft Close
Hinge	Concealed Frameless Sensys				
Wall Door Style	Portofino				
Base Door Style	Portofino				
Drawer Front Style	Portofino				
Wood	Paint Grade				
Finish	Bleached Linen (30%)				

#### Pricing Summary

1.	CABINET BOX LIST PRICE	\$2,875.00
2.	Drawer Fronts	\$190.00
3.	Doors	\$1,080.00
4.	Finished Ends	\$75.00
5.	Moulding, Trim & Modifications	\$340.00
6.	TOTAL LIST PRICE	\$4,560.00
7.	Cabinet Box Upcharge/Downcharge	\$0.00
8.	Overall Wood/Finish Upcharge/Downcharge	\$1,368.00
9.	ADJUSTED LIST PRICE	\$5,928.00
10.	Accessories List Price	\$675.00
11.	TOTAL ADJUSTED LIST PRICE	\$6,603.00
12.	Dealer Multiplier	0.415
13.	TOTAL CABINET NET COST	\$2,740.25
14.	Freight	\$400.00
15.	TOTAL DEALER COST (Total Line 13 and 14)	\$3,140.25

The 'Cost Summary' will calculate the net cost and apply a freight charge. Freight is based on cubic feet and the value is determined by zip code.

#### Product List

#	Qty	Code	Description	Dwrs	BDdoors	WDoors	Dwr Pulls	Door Pulls	Cubes	Ends	Price
1.00	1	B21L	Base Cabinet	1	1	0	1	1	12	L	\$399.23
1.01	1	2TB21	DOUBLE Waste Bin Trash Pull-Out - DOES NOT INCLUDE CABINET	0	0	0	0	0	0		\$280.13
1.02	1	DM-BRW	Reduce WIDTH - (Specify Final Dimension of Cabinet)	0	0	0	0	0	0		\$0.00
20.875											
2.00	1	WAINSCOT3-S	THREE Panel Wainscot - (MAXIMUM HEIGHT = 42" / MAXIMUM WIDTH = 72") must provide required form!	0	3	0	0	0	2		\$353.37
3.00	1	OCD3096-C	Double Oven Cabinet w/ 1" Drawer (Configured as per request / Provide Appliance Cut-Out Form)	1	0	2	1	2	40		\$1,513.30
4.00	1	TDOOR-LOOSE	Single Tall Door (Shipped Loose) Use Panel Form and provide exact dimensions. (does not include hinging) (up to 24" wide x 66" tall)	0	2	0	0	0	2		\$194.22
6				2	6	2	2	3	56		\$2,740.25



- Step Ten Continued

Job Information Active Harmoni Job - Report created on 1/14/2015 EST

Order Number	PO#1234	Job Name	Pricing Training Order
Dealer Name	Bentwood Factory	Dealer Number	40002
Designer	Mac	Contact Phone #	972-227-6855
Ship To Contact	Chris	Ship To Street	1020 California Lane
Ship To City	San Diego	Ship To State/Zip	CA92102

Job Default Options

Construction	Frameless	Interior	Beech Melamine	Drawer System	Euro Joint - Soft Close
Hinge	Concealed Frameless Serrys				
Wall Door Style	Portofino				
Base Door Style	Portofino				
Drawer Front Style	Portofino				
Wood	Paint Grade				
Finish	Bleached Linen (30%)				

Pricing Summary

1.	CABINET BOX LIST PRICE	\$2,875.00
2.	Drawer Fronts	\$190.00
3.	Doors	\$1,080.00
4.	Finished Ends	\$75.00
5.	Moulding, Trim & Modifications	\$340.00
6.	<b>TOTAL LIST PRICE</b>	<b>\$4,560.00</b>
7.	Cabinet Box Upcharge/Downcharge	\$0.00
8.	Overall Wood/Finish Upcharge/Downcharge	\$1,368.00
9.	<b>ADJUSTED LIST PRICE</b>	<b>\$5,928.00</b>
10.	Accessories List Price	\$675.00
11.	<b>TOTAL ADJUSTED LIST PRICE</b>	<b>\$6,603.00</b>

The 'List Summary' will calculate the total list price and does NOT apply a freight charge.

Product List

#	Qty	Code	Description	Dwrs	BDoors	WDoors	Dwr Pulls	Door Pulls	Cubes	Ends	Price
1.00	1	B21L	Base Cabinet	1	1	0	1	1	12	L	\$962.00
1.01	1	ZTB21	DOUBLE Waste Bin Trash Pull-Out - DOES NOT INCLUDE CABINET	0	0	0	0	0	0		\$675.00
1.02	1	DM-BRW	Reduce WIDTH - (Specify Final Dimension of Cabinet)	0	0	0	0	0	0		\$0.00
20.875											
2.00	1	WAINSCOT3-S	THREE Panel Wainscot - (MAXIMUM HEIGHT = 42" / MAXIMUM WIDTH = 72") must provide required form!	0	3	0	0	0	2		\$851.50
3.00	1	OC03096-C	Double Oven Cabinet w/ 1 Drawer (Configured as per request / Provide Appliance Cut-Out Form)	1	0	2	1	2	40		\$3,646.50
4.00	1	TDOOR-LOOSE	Single Tall Door (Shipped Loose) Use Panel Form and provide exact dimensions. (does not include hinging) (up to 24" wide x 66" tall)	0	2	0	0	0	2		\$468.00
	6			2	6	2	2	3	56		\$6,603.00



- Step Eleven: Submitting Your Order.

To Submit your order to Harmoni, select the 'Submit Job' Tab. Once submitted your order will be locked and no more changes can be made.

▼ Job Information    Active Harmoni Job - Last Updated 1/14/2015 9:19:50 AM EST    [Return To Jobs List](#)

Order Number	PO#1234	Job Name*	Pricing Training Order
Designer	Mac	Contact Phone #	972-227-6855
Requested Delivery	12/15/2014	Retail Multiplier	<input type="text"/> <input checked="" type="radio"/> Remodel <input type="radio"/> New Home
Tentative Closing*	10/21/2014	Closing Likelihood*	>75% ▼
Ship To Contact	Chris	Ship To Street	1020 California Lane
Ship To City	San Diego	Ship To State/Zip	CA    92102
Net Cost [Freight]	\$2,740.25 []	Retail Cost	\$0.00 plus Freight
Comments	<div>Please Ship with Island</div> <div>↓</div>		

[Save Job Information](#)   [Submit Job](#)   [Cost Summary](#)   [List Summary](#)

▼ Job Default Options

Construction*	Frameless ▼	Interior*	Beech Melamine ▼	Drawer System*	Euro Joint - Soft Close ▼
Hinge*	Concealed Frameless Sensys ▼				
Wood*	Paint Grade ▼				
Wall Door Style*	Portofino ▼				
Base Door Style*	Portofino ▼				
Drawer Front Style*	Portofino ▼				
Finish*	Bleached Linen ▼				

[Save Default Job Options](#)

▼ Product List



- Step Twelve: Order Confirmation.

#### ORDER ACKNOWLEDGEMENT

- Within 24 hours of order submittal, you will receive an acknowledgement form.
- The order will remain in queue pending receipt of all required items.

The following must be received in order to confirm the order and schedule a delivery date:

- Approved Sample Signed and Returned
- 50% Deposit
- Any Required forms are submitted (Appliance Cut-Out and/or Panel form)
- A Job Site Delivery Request Form and Map (if requesting a jobsite delivery)

#### ORDER CONFIRMATION

An Order Acknowledgment will be provided within two business days of the Online Order being submitted. ALL boxes MUST be marked as “Received” to call your order clean. Once the order is clean, you will receive the final 48 Hour Confirmation. Review the entire order. If approved, sign and return the cover page only. If any changes are to be made, DO NOT hand write on the confirmations or email any changes-- immediately call us to reactivate your order so changes can be made by you. Once changes are made, save your order, and resubmit. We will then resend a revised final confirmation that reflects the changes made. Your lead time starts when the final confirmations are signed and returned.

#### CHANGES

Changes to orders are not possible. We are responsible for producing your order exactly as submitted. Any changes required may be done by submitting an Order Cancellation Request Form (Provided at the end of the Policies and Procedures section of the Harmoni Catalog). Once the Request Form is received, the order will be reactivated and you may make any changes required before resubmitting your order.



This concludes the Harmoni Pricing Program and Dealer Training Tutorial.  
If you would like additional information, training, or require assistance with placing an order, please contact your local Harmoni Representative or Harmoni Customer Service at 972-227-6855 or [customerservice@harmonikitchens.com](mailto:customerservice@harmonikitchens.com)