

Account: 4011		Expenses in time			Expenses in EUR		
Process	Duration in hours	Frequency	Total	Amount	Total		Comment
Preparations of exam							
Communication	2.25	6.00	13.50		472.50		Answering questions, helping, team communication, exam communication, organization of rooms, etc.
Registration	1.25	6.00	7.50		262.50		
Creating and sending documents: NDA, receipts, etc.	1.00	6.00	6.00		210.00		
Conducting exam: Certification in place							
							We expect to have proctors to do this for free. But the past has shown that this is not always possible. Therefore our worst case scenario includes costs for travel time and conducting the certification.
Conduct certification	3.00	6.00	18.00		630.00		
Costs per person				0.55	39.74		Costs for copies, paper, etc.
Travel time	3.00	6.00	18.00		630.00		
Travel expenses				175.00	1'050.00		
Room rental			6.00	120.00	720.00		
Conducting exam: Certification @ testing center PearsonVUE							
							We have to make sure we can deliver at least 250 exams/year. Otherwise we will have to pay a penalty. see also contract.
Test Delivery by Pearson VUE			268.00	77.38	20'738.05		
Post Processing of exam							
Corrections of tests	3.00	6.00	18.00		630.00		
Sending "you passed"-letters and putting online	0.10	204.00	20.40		714.00		Assumption: only 60% of the attendees pass
Costs for "you passed" -letters		204.00		3.25	662.43		Stamps, letters, envelope
Administrative expenses for bookkeeping	1.50	6.00	9.00		315.00		Communication with TYPO3 Association Bookkeeping, Sending invoices, credit items, etc.
Communication and coordination with Pearson VUE	0.10	340.00	34.00		1'190.00		Mainly for the voucher issue
Software							
Maintenance and improvement of the question collection and rating software	75.00				4'125.00		Security Fixes, bug fixes. further improvements: New certification program (TYPO3 certified developer), improvements for the question rating process
Maintenance registration software on certification.typo3.org	3.00	3.00	9.00		495.00		Security Fixes, bug fixes. 3 per year. NO further improvements of the software
Meetings							
Traveling expenses			15.00	150.00	2'250.00		Several meetings with team and sub-teams
Question collection and rating							
Importing new questions in the PearsonVUE system			2.00	1'000.00	2'000.00		An initial import is for free. To make sure the questions are up to date we expect to have 2 additional imports per year. We have no information yet about the price for this. So this is an assumption
Rework of old questions and its format for the new system at Pearson-VUE	50.00	1.00	50.00		1'750.00		Assumption. We have no information yet about the needed format etc. But we expect some additional work for preparation and rework of questions (technique and content). partly already done in 2012
Translations/Language review of questions			5.00	350.00	1'750.00		New questions have to get reviewed by a professional translator
Miscellaneous							
Marketing material			1.00	300.00	300.00		
Sending exams from Germany to Switzerland				5.00	38.50	192.50	Assumption: 5 of 6 exams have to be sent by Postmail
Total expenses					41'126.73		
Revenue							
Revenue from certifications					59'500.00		Number of certifications multiplied by 175 EUR (average of costs per certification: 200/150 EUR)
Penalty					0.00		If we can not deliver 250 certifications a year we have to pay a penalty per certification not delivered, €61.25/test
Total					59'500.00		
Profit							
Revenue					59'500.00		
Expenses					41'126.73		
Net Profit					18'373.27		

Parameter							
Certifications per year	340.00	persons					Since we changed the mode from version based to time based we assume a slight growing in 2012 (re-certifications!)
Exams in place	6.00	exams					barcamps, Universities, T3CON, T3DD, T3BOARD
Attendees per exam in place	12.00	persons					
Room rental	120.00	EUR					
Test Delivery by PearsonVUE	77.38	EUR					€61.25/test, 1 £ = 1.2634 EUR (28.08.2012). We pay €35 per 60 minutes. Minimum Duration is 105 minutes in our case. €35/60min*105min = €61.25
Price per exam in place	0.55	EUR	0.92	Fr.			0.12 / page 0.10 / print 20 pages 0.5 / pencil
Price per pass letter	3.25	EUR	4.92	Fr.			0.12 page 0.20 print 3.80 stamps 0.80 envelope
income/h for Developer	55.00	EUR					
income/h for Administration	35.00	EUR					
Sending exams from Germany to Switzerland	38.50	EUR					costs by German Post/DHL, etc.