

Sample Price Calculation - A/B Plan



A Plan - For You and Your Immediate Family 2010 Altima 2.5S Sedan Example		
	Old VPP Program	New VPP Program
Vehicle MSRP	\$22,560.00	\$22,560.00
Vehicle Invoice	\$21,196.00	\$21,196.00
VPP Discount		
Old Program: 4.3% off invoice	(\$880.47)	(\$1,000.00)
New Program: \$1,000 flat discount		
Current Customer Cash MY10	(\$1,000.00)	(\$1,000.00)
VPP Price (before service contracts, dealer added accessories, etc)	\$19,315.53	\$19,196.00
New VPP Additional Savings!		\$120

A Plan - For You and Your Immediate Family 2010 G37 Sedan Journey Example		
	Old VPP Program	New VPP Program
Vehicle MSRP	\$38,615.00	\$38,615.00
Vehicle Invoice	\$35,555.00	\$35,555.00
VPP Discount		
Old Program: 3.58% off invoice	(\$1,242.00)	(\$1,250.00)
New Program: \$1,250 flat discount		
Current Dealer Cash MY10	\$0.00	(\$1,000.00)
VPP Price (before service contracts, dealer added accessories, etc)	\$34,313.00	\$33,305.00
New VPP Additional Savings!		\$1,008

VPP Discount By Model - A/B Plan

Model	Customer Discount (Below Invoice)
Versa	\$750
Sentra	\$750
Cube	\$750
Altima	\$1,000
Altima Coupe	\$1,000
Altima HEV	\$1,500
Rogue	\$1,000
Xterra	\$1,000
Frontier	\$1,000
Pathfinder	\$1,500
Titan	\$1,500
Maxima	\$1,500
Murano	\$1,500
350Z	\$1,500
370Z	\$1,500
Quest	\$1,250
Armada	\$1,500

Model	Customer Discount (Below Invoice)
G37	\$1,250
G37 Coupe	\$1,250
G37 Convertible	\$1,250
EX	\$1,250
FX35	\$1,250
FX45	\$1,250
M35	\$1,250
M37	\$1,250
M45	\$1,250
M56	\$1,250
QX56	\$1,250