

Hersof Calc manual

For version 0.6 · updated on 26 October 2026

With Hersof Calc you work out what a part or a job costs you and what you charge for it: material, hours of people and machines, subcontracted work, purchased parts and miscellaneous. Calc suggests the sales price with your margin, so you quote quickly and correctly. Part 1 helps the administrator get started. Part 2 explains every screen.

Part 1 – Quick start for the administrator

1. Signing in
2. Your hourly rates and material prices
3. The starter templates
4. Your first costing
5. Choosing the price
6. Quotation

Part 2 – Full manual

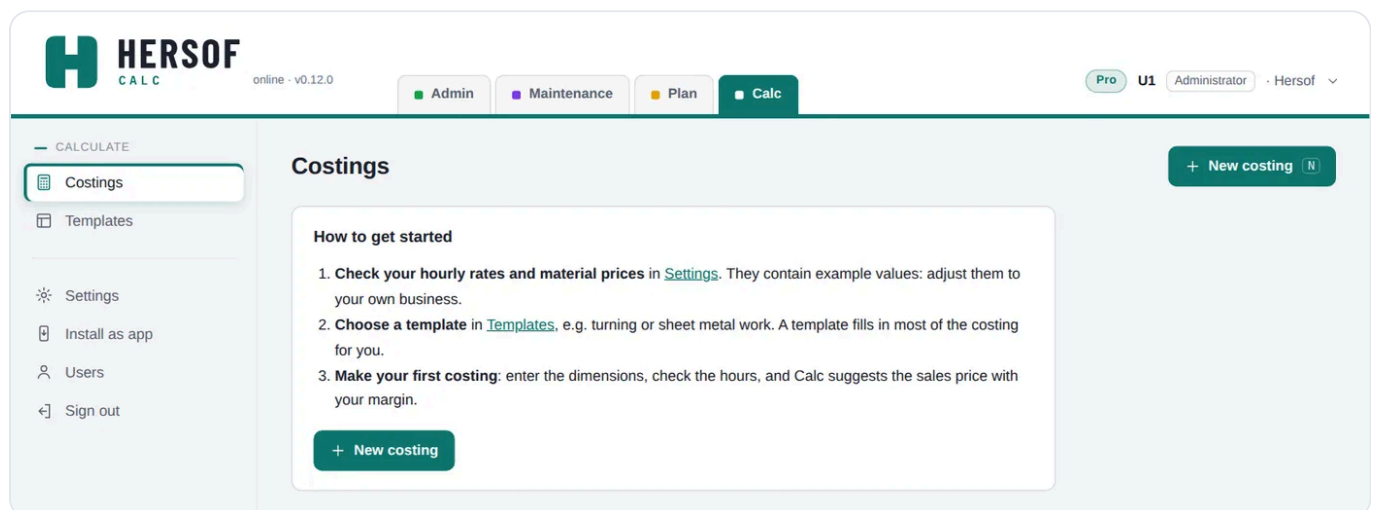
1. Access levels: who can do what?
2. The screen and the costings
3. Arranging the menu
4. The worksheet
5. Inputs and formulas
6. Price, margin and price per quantity
7. Rates of the moment
8. Versions
9. Templates
10. Settings
11. Together with Hersof Admin
12. Post-calculation
13. Together with Hersof Plan
14. Importing a price list
15. Language, display and installing
16. Packages and trial period
17. Need help?

Part 1 – Quick start for the administrator

In six steps you make your first costing. The most important thing is correct hourly rates: every costing uses them.

1 Signing in

1. You receive an email from Hersof: *"You have been invited to Hersof"*. Click **Choose my password**, choose a password (at least 6 characters) and click **Set password**.
2. Sign in at hersof.be/login.html. Do you have several Hersof apps? Click the **Calc** tab at the top.



The first time: how to begin

Cost prices and margins are confidential. That is why Calc works only for the **administrator** of your account. In Calc Pro, staff can also work along as [calculator](#).

2 Your hourly rates and material prices

Go to **Settings**. Example values are filled in; adapt them to your own company and click **Save**.

- **Cost price per hour** – what an hour really costs you: wages with social charges, or the machine (depreciation, energy, maintenance), plus your overheads.

- **Sales rate per hour** – what you charge the customer per hour. Calc shows the margin of each hourly rate right away.
- **Materials** – your purchase price per unit, and the density (kg per dm³) the templates use to calculate the weight from the dimensions.
- **Mark-up** – the standard mark-up on material, subcontracted work, purchased parts and miscellaneous, and your **minimum margin**: below it, Calc warns you.

3 The starter templates

Go to **Templates** and click **Add starter templates**. You get eight ready-made templates: turning, milling, sheet metal, welded construction, time-and-materials work, plastering a wall, fitting sockets and a maintenance service. A template already fills in the structure of a costing; you only enter the dimensions and the hours.

4 Your first costing

1. Click **New costing** (or press **N**) and choose a template, or **Start empty**.
2. Give the costing a title, choose the customer and enter the **number of pieces**.
3. Fill in the **inputs** (e.g. diameter, length, material) and check the hours. The cost price is calculated while you type.
4. Click **Save** (or **Ctrl + S**). The costing gets a number, e.g. *CALC-2026-001*.

5 Choosing the price

On the right you see the cost price, the **suggested price per piece** (with your rates and mark-ups), the margin, the mark-up and the profit. Leave the **Price per piece** field empty to follow the suggestion, or enter a price or a margin yourself. If the margin is below your minimum it turns orange; if you lose money, red.

6 Quotation

- Do you also have **Hersof Admin**? Click **Create quotation in Hersof Admin**: the quotation is in Admin right away, as a draft (see [Together with Hersof Admin](#)).
- Without Admin, click **Quotation for the customer**: you first see a preview, then choose **Print / PDF** or **E-mail**. The quotation shows no cost price or margin. If you also have Hersof Admin, the quotation always goes through Admin.

Part 2 – Full manual

Access levels: who can do what?

	ADMINISTRATOR	CALCULATOR PRO	READER
Create, view and edit costings (with cost price and margin)	✓	✓	–
Versions, quotation in Admin, quotation for the customer, post-calculation, to Plan	✓	✓	–
Use templates	✓	✓	–
Create and edit templates, add starter templates	✓	–	–
Change settings (hourly rates, materials, mark-up)	✓	view	–
Delete a costing	✓	–	–

A **calculator** is a staff member with the *technician* access level. In Calc Starter and Team, Calc works only for the administrator; in Calc Pro and Enterprise also for the calculator. You invite staff via **Users** in Admin, Plan or Maintenance.

The screen and the costings

HERSOF CALC online - v0.12.0

Admin Maintenance Plan **Calc**

Pro U1 Administrator · Hersof

CALCULATE

- Costings 1
- Templates 8
- Settings
- Install as app
- Users
- Sign out

Costings

+ New costing

Ongoing: 1, €685,25
Won in 2026: €0,00, 0 costings
Won out of decided: 0 van 0
Average margin 2026: 24,5 % on the sales price

Search by number, customer or title (/)

All Draft In quote Sent Won Lost

Number	Date	Customer	Title	Quantity	Cost price	Sales	Margin	Status
CALC-2026-012	21/10/2026	Agro-Tech Waasland BV	Flange DN100 to drawing 2026-14 offerte OFF-2026-019	25	€ 517,35	€ 685,25	24,5 %	In quote

The costings

- **Menu on the left:** Costings, Templates and Settings. Top right your package and your name.
- At the top of the list: what is **ongoing**, what you have **won** this year, how many of the decided costings you won, and your **average margin**.
- Search by number, customer or title (/) and filter by status: **Draft**, **In quote** (the quotation is in Admin), **Sent**, **Won** or **Lost**. With Hersof Admin the status follows the quotation automatically; without Admin you set it yourself in the costing. On a phone each costing is a small card and the figures fit on one line.
- Calc works **online only**. If someone changed the same costing in the meantime, nothing is overwritten and you get a message.
- An administrator can adapt the menu: see [Arranging the menu](#).

The buttons at the bottom of a window are always in the same place: on the left **Delete** and related actions, on the right **Close** and the green main button (e.g. **Save**).

Arranging the menu

An administrator can adapt the menu on the left to the way the company works: go to **Settings** → **Menu** and click **Arrange menu**. The arrangement applies to everyone in your company.

- **Groups** — tick the groups you want to use. The names come from a fixed list (e.g. *Daily*, *Production*, *Management*), so they are correct in every language. Each name can be chosen only once.

- **Moving and order** — choose an item's group; use the arrows ↑ and ↓ to put groups and items in the order you want.
- **Hide** — hide what you don't use. **Restore** in the list **Hidden items** brings it back.
- **New** — a new item after an update appears in the group *New*, at the bottom.
- **Restore default arrangement** — puts everything back the way Hersof provides it.

What someone may not use under their access level or your plan stays hidden for them or shows a padlock. Settings, Users and Sign out always stay at the bottom. On a phone the bar at the bottom stays as it is; a hidden item does drop out of it.

Arrange my menu — every user can also arrange their own menu: click your name and choose **Arrange my menu**. It applies to you only. **Back to the company default** shows the administrator's menu again. If the administrator wants everyone to see the same menu, they untick **Users may arrange their own menu** in **Arrange menu**.

The worksheet

HERSOF

CALC

online - v0.12.0

Admin
Maintenance
Plan
Calc

Pro
U1
Administrator · Hersof ▾

— CALCULATE

Costings

Templates

Settings
 Install as app
 Users
 Sign out

↶ Costings

Versions
Save
⋮

CALC-2026-012 · Flange DN100 to drawing 2026-14

Title Customer (from Hersof Admin)

Flange DN100 to drawing 2026-14

✓
Customer C903 · [unlink](#)

Sofie Verbeke Nieuwe Baan 5, 9100 Sint-Niklaas
 03 776 55 10 admin@agrotech-waasland.test
 BE0654321913

Number of pieces Date Status Template

10

21/10/2026

Draft

Turning from round bar

☐ Tiered prices (price per quantity)

Price

Cost price (10 pieces) **€ 268,44**

Cost price per piece € 26,84

■ Material 13,6 %
■ Labour and machines 77,1 %
■ Miscellaneous 9,3 %

Suggested price per piece **€ 35,51**

Price per piece

Margin

35,51

€

24,4

%

Empty = the suggestion. Enter a price or a margin to choose yourself.

Sales price (10 pieces) **€ 355,10**

Margin 24,4 % of the sales price	Mark-up 32,3 % on the cost price	Profit € 86,66 excl. VAT
--	--	--

Create quotation in Hersof Admin

Details

[Edit inputs](#)

Material Raw material diameter Length of the part

Steel C45 (free-cutting) ▾

50 mm

120 mm

Sawing and clamping allowance Turning time per piece Lathe setup time

5 mm

12 min

1 h

Programming

0,5 h

Material

€ 36,61 → € 42,10 [+ Line](#)

Description	Material	Quantity	Price	Mark-up%	Per
Round bar	from input: Mate ▾	pi * diameter'	1,9	15	piece ▾

A costing: inputs, cost lines and the price on the right

At the top the title, the customer, the date, the status and the number of pieces. Below that the **inputs** and five types of **cost lines**:

TYPE	EXAMPLES	SALES PRICE
Material	plate, bar, tube	cost price + mark-up
Labour and machines	sawing, turning, welding, assembly	hours × sales rate
Subcontracted work	galvanising, hardening, painting	cost price + mark-up
Purchased parts	bolts, bearings, locks	cost price + mark-up
Miscellaneous	transport, packaging	cost price + mark-up

- Per line: description, hourly rate or material, **quantity** (a number or a formula), price, rate or mark-up, and **per piece** or **per order**. A line per order (e.g. set-up time, transport) counts once, however large the quantity.
- If you leave the price or rate empty, Calc takes it from the settings (shown in grey). If you enter something, it applies only to this line.
- With the three dots next to a line you move it up or down, duplicate it or delete it.
- At the bottom: **extra info on the quotation** (in a box at the bottom of the quotation, above the fixed text) and **internal notes** (appear nowhere). The line on the quotation is the title of the costing.
- Via ... top right: make a copy, save as template, quotation for the customer, print internally (with cost price) and delete.
- **One green button** in the price card: the next step for the status. *Draft*: **Create quotation in Hersof Admin** (without Admin: **Quotation for the customer**). *In quote* or *Sent*: **Open quotation in Hersof Admin**. *Won*: **Hours to Hersof Plan**, then **Post-calculation**. Everything else is under ... (e.g. **Create another quotation**). On a phone this button is also on the right of the bottom bar, and each cost line is a small card (price and rate after **price and rate**).
- **Save** turns green as soon as something is not saved. Top left, ← **Costings** takes you back to the list. If something is still unsaved, Calc asks: **Save, Don't save** or **Back**.

Inputs and formulas

Inputs are the dimensions and choices you enter for each costing: a number (e.g. length in mm), a choice from a list, or a material. Each input has a short **code** that you use in formulas; you see that code in the template and in **Edit inputs**, not while filling in a costing. With **Edit inputs** you add or change them.

A quantity may be a formula, as in Excel: in Calc a comma is the decimal separator and a semicolon separates the parts of a function.

FORMULA	MEANING
<code>aantal * 0,25</code>	a quarter of an hour per piece
<code>2 / 60</code>	two minutes (in hours)
<code>pi * diameter^2 / 4 * lengte / 1000000 * mat_dichtheid</code>	weight of a round bar in kg

FORMULA	MEANING
<code>naar_boven(lengte / 6000)</code>	number of 6 m bars, rounded up
<code>max(1; aantal / 50)</code>	at least 1

Functions: **afronden** (round), **naar_boven** (round up), **naar_beneden** (round down), **min**, **max**, **wortel** (square root), **abs**, and **pi**. *aantal* is the number of pieces. For a material input with the code *mat* you also have *mat_prijs* (price) and *mat_dichtheid* (density). Below a formula you see the result (e.g. = 1.927 kg). An error is shown in red; that line then does not count, and as long as there is an error you cannot make a quotation.

Price, margin and price per quantity

Price

Cost price (10 pieces) € 268,44

Cost price per piece € 26,84

Material 13,6 %

Labour and machines 77,1 %

Miscellaneous 9,3 %

Suggested price per piece € 35,51

Price per piece Margin

35,51

€

24,4

%

Empty = the suggestion. Enter a price or a margin to choose yourself.

Sales price (10 pieces) € 355,10

Margin
24,4 %
of the sales
price

Mark-up
32,3 %
on the cost
price

Profit
€ 86,66
excl. VAT

Create quotation in Hersof Admin

The price and the price per quantity

- **Cost price** – the sum of all lines, with a bar per type.
- **Suggested price per piece** – with your sales rates and mark-ups, rounded as set.
- **Price per piece** and **margin** – enter one of the two; the other is calculated. A price of € 0 is not possible: clear the field to follow the suggestion.
- **Margin** = profit on the sales price, **mark-up** = profit on the cost price.
- **Price per quantity** Team – see at a glance what one piece costs for 1, 10 or 100 pieces: set-up and transport are spread. Switch it on with the **Tiered prices** tick box at the top of the calculation, below the number of pieces, and type the quantities there (e.g. 1; 5; 10; 25; 50; 100). The table is on the right. A template can switch it on by default.

Rates of the moment

A costing remembers the hourly rates, material prices and mark-ups of the day you made it. If you change your settings later, an old costing does not change by itself. You then see a message at the top with the button **Update prices**: Calc first shows the old and the new cost price, and only after you confirm does the costing use the current rates.

Versions

 **Versies van CALC-2026-012** ✕

Save a new version

Note (optional), e.g. after call with the customer: 100 pieces

✓ Save as new version

Save a version when you give the price to the customer or before you change it. Creating a quote in Hersof Admin automatically creates a version.

Version	Saved on	Quantity	Price / piece	Total	Margin	Note		
v2	21/10/2026 18:55	25	€ 27,41	€ 685,25	24,5 %	after call with the customer: 25 pieces	Compare	Restore
v1	21/10/2026 18:55	10	€ 35,51	€ 355,10	24,4 %	Op offerte OFF-2026-019 Flange DN100 to drawing 2026-14 · 10 × € 35,51 · VAT 21%	Compare	Restore

Close

The versions of a costing

With the **Versions** button you save the state of a costing as a fixed version: v1, v2, v3 ... under the same number. Save a version when you give the price to the customer or before you change it. Creating a quotation in Admin automatically creates a version.

- **Save as new version** – with a note if you like (e.g. *after call with the customer: 25 pieces*).
- **Restore** – the costing gets the inputs, lines, rates and price of that version again. The current state is first saved itself as a version: nothing is lost. The customer and the quotation stay linked. Then click Save.
- **Compare** Team – two versions side by side; what differs is coloured. For each version you see which quotation it is on.

🕒

Compare versions

×

Left

v1 · 21/10/2026 18:55

▼

Right

Now (on screen)

▼

	v1	Now (on screen)
Title	Flange DN100 to drawing 2026-14	Flange DN100 to drawing 2026-14
Customer	Agro-Tech Waasland BV	Agro-Tech Waasland BV
Quantity	10	25
Cost price	€ 268,44	€ 517,35
Price per piece	€ 35,51	€ 27,41
Total excl. VAT	€ 355,10	€ 685,25
Margin	24,4 %	24,5 %
Rates and prices of	21/10/2026	21/10/2026
Extra info on the quotation	–	–

Details

No differences.

Cost lines

Material Round bar	@mat · pi * diameter^2 / 4 * (lengte + toeslag) / 1000000 * mat_dichtheid · per piece · cost € 36,61	@mat · pi * diameter^2 / 4 * (lengte + toeslag) / 1000000 * mat_dichtheid · per piece · cost € 91,52
Labour and machines Sawing	Sawing · 2 / 60 · per piece · cost € 12,67	Sawing · 2 / 60 · per piece · cost € 31,67
Labour and machines Turning	CNC turning · draaitijd / 60 · per piece · cost € 110,00	CNC turning · draaitijd / 60 · per piece · cost € 275,00
Labour and machines Deburring and inspection	Assembly and finishing · 1 / 60 · per piece · cost € 6,67	Assembly and finishing · 1 / 60 · per piece · cost € 16,67

Back to the versions

Close

Comparing two versions

Templates

HERSOF
CALC

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Admin Maintenance Plan Calc

Pro U1 Administrator · Hersof

Templates + New template

A template is the structure of a costing you make often: the inputs you fill in (dimensions, material ...) and the lines that are always included, with formulas. A new costing from a template = just checking the dimensions and hours.

MACHINING

- Turning from round bar**
Turned part from round bar: material based on diameter and length, setup time, turning time per piece.
7 inputs · 7 lines
[Use](#) [Change](#)
- Milling from block**
Milled part from a block: material based on the dimensions (with allowance), setup time, milling time per piece.
8 inputs · 7 lines
[Use](#) [Change](#)

SHEET METAL

- Sheet metal: laser cutting and bending**
Sheet metal part: material based on the dimensions with cutting waste, laser time and bends per piece.
7 inputs · 7 lines
[Use](#) [Change](#)

CONSTRUCTION

- Welded construction**
Welded construction: steel by weight, welding and assembly hours, drawing work, galvanising as an option.
6 inputs · 8 lines
[Use](#) [Change](#)

SERVICES

- Hourly work and time and materials**
Time and materials work: hours × people, travel and small materials.
3 inputs · 3 lines
[Use](#) [Change](#)

BUILDING AND RENOVATION

Templates per group

A template is the structure of a costing you make often: the inputs to fill in and the lines that are always in it, with formulas. With **Use** you start a new costing from the template.

New costing

×

Choose your starting point. A template already fills in the structure: you only enter the dimensions and the hours.

MACHINING

Turning from round bar

Turned part from round bar: material based on diameter and length, setup time, turning time per piece.

Milling from block

Milled part from a block: material based on the dimensions (with allowance), setup time, milling time per piece.

SHEET METAL

Sheet metal: laser cutting and bending

Sheet metal part: material based on the dimensions with cutting waste, laser time and bends per piece.

CONSTRUCTION

Welded construction

Welded construction: steel by weight, welding and assembly hours, drawing work, galvanising as an option.

SERVICES

Hourly work and time and materials

Time and materials work: hours × people, travel and small materials.

BUILDING AND RENOVATION

Plastering a wall

Plastering per m²: bags of plaster, hours per m², masking and cleaning up, scaffolding as an option.

INSTALLATION

Installing sockets

Electrical points: material per point, hours per point (flush mounting takes more time), inspection and travel.

MAINTENANCE

Forklift service

Periodic maintenance at the customer's site: oil, filters (major service), hours, travel.

WITHOUT A TEMPLATE

+

Start empty

Add all lines yourself.

A new costing: choose a template

- **Own templates** Team — create a template with **New template**, or save a good costing via **⋮** → **Save as template**. Give it a name, a group (e.g. Machining) and a standard quantity.
- In Starter you can use and view the starter templates, but not change them.
- Set a template you no longer use to *inactive*; costings made from it remain.

Settings


online - v0.12.0

Admin
Maintenance
Plan
Calc

Pro
U1
Administrator
Hersof

CALCULATE
Costings
Templates
Settings
Install as app
Users
Sign out

Settings

These are example values. Adjust them to your own business and click **Save**: every costing uses them.

Hourly rates for people and machines

Cost price per hour = what an hour really costs you (wages including social security contributions, or the machine: depreciation, energy, maintenance, plus your overheads). Sales rate = what you charge the customer per hour.

Name	Cost price / h	Sales rate / h	Margin
Drawing and programming	45 €	65 €	30,8 %
Sawing	38 €	55 €	30,9 %
CNC turning	55 €	75 €	26,7 %
CNC milling	60 €	82 €	26,8 %
Laser cutting	90 €	130 €	30,8 %
Bending	50 €	70 €	28,6 %
Welding	45 €	62 €	27,4 %
Assembly and finishing	40 €	58 €	31 %

Materials

Your purchase price per unit (excl. VAT). The density (kg per dm³) is used by the templates to calculate the weight from the dimensions: steel 7.85 · stainless steel 7.9 · aluminium 2.7.

Name	Unit	Price / unit	Density
Steel S235	kg	1,4 €	7,85 kg/dm³

Settings

- **Hourly rates** and **materials** – see [step 2](#). An hourly rate or material used in a template can still be deleted; Calc asks first.
- **Mark-up and price** – mark-up per type, minimum margin, rounding of the price per piece (always up), how long a quotation is valid, and the standard quantities for the price per quantity.
- **Quotation for the customer** – your company details, logo, VAT and the **fixed text at the bottom of every quotation**. With Hersof Admin, Calc takes the details, logo and fixed text from Admin; only fill in here what differs.
- **Number of copies** (without Admin) – print the quotation once or twice. The PDF you email stays a single copy.
- **Hersof Plan: machine per hourly rate** Pro – see [Together with Hersof Plan](#).

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15 / 24

Customers (without Hersof Admin)

- Without Hersof Admin you keep your customers in **Customers**: name, contact person, address, VAT number, e-mail and phone. With **Look up in the CBE** (company number or name) Calc fills in the name, address and VAT number.
- Choose the customer at the top of the costing, or create them right there. Their **address and VAT number** appear on the quotation and their e-mail address is ready when you email the quotation.
- In the customer record you see their costings and start a new costing. A customer you no longer use, you set to **inactive**.
- If you later take Hersof Admin, your customers are already there: it is the same customer list.

Together with Hersof Admin Team

 **Quotation in Hersof Admin** ×

Customer

Agro-Tech Waasland BV

Where

New quote

New customer? Create them in Hersof Admin first.

Description of the line

Flange DN100 to drawing 2026-14

Extra info at the bottom of the quotation (optional)

VAT

21%

One line: 10 pieces × € 35,51 = € 355,10 excl. VAT.

☐ Put the price per quantity on the quote (1, 5, 25, 50, 100 pieces): each quantity on its own line with the unit price, only 10 pieces count in the total

The cost price and margin do not appear on the quotation: only the description, the quantity and the price.
The quotation is a draft: you can still edit and send it in Admin.

Close

Make the quote

Creating a quotation in Hersof Admin

- **Email the quotation** (without Admin) – via **Quotation for the customer** → **E-mail**: Calc shows the pdf and sends it directly to your customer (sender "*your company* via Hersof", replies come to you). Fill in your company e-mail address in **Settings** → **Quotation for the customer**. No number of pieces but tiered prices? Then the quotation only shows the price per quantity, each quantity with its total.
- **Customers from Admin** – choose the customer from the Admin list. Not in it? Create them right away as customer or prospect (they go into Admin). You see their details and their earlier costings.
- **Creating the quotation** – choose a new quotation or add a line to a draft quotation of that customer. The quotation only shows the description, the quantity and the price, never the cost price or the margin. Choose the VAT. To put the price per quantity on the quote, keep **Put the price per quantity on the quote** ticked: it follows the **Tiered prices** choice of the calculation, and you can switch it off for a single quote. Each quantity then gets its own line, just like the ordered line (same description, the quantity and the unit price), all together from the smallest to the largest quantity. Only the ordered line has an amount and counts in the total; the others do not go to an invoice.
- Clicking twice or a dropped connection never creates a second quotation. The costing goes to **In quote**.
- In the **customer record** in Admin you see that customer's costings and start a new costing.
- **From a quote in Admin** – in Admin, click the **calculator** next to a quotation line. Calc opens with the customer, the description and the quantity of that line already filled in (choose a template or start empty). At the top you see *For quote ... · line* Click **Price to the quote**: the unit price goes into that line (with the tiered prices if they are on) and you are back in the quote. If you click the calculator again later, the same costing opens. Only for a quote in draft.
- Even without Calc, the administrator can use a simple **costing sheet per quotation line** in Admin (from Team). See the [Hersof Admin manual](#).
- **The line knows the costing** – in Admin you see the cost price and margin of that line, and the **calculator** opens the same costing. **Open quotation in Hersof Admin** remembers the way back: **Close** in Admin brings you back to the costing.
- **The status follows the quotation** – sent becomes **Sent**, approved or invoiced becomes **Won**, rejected becomes **Lost**, back to draft becomes **In quote**. The status is then shown as a label ("follows quotation ...").
- **Emailing the quotation** (without Admin) – if your company email address is still missing, enter it in the window itself (**Your email address**): Calc saves it, you only do this once.

Without Admin the quotation gets the costing number without "CALC-" (e.g. *QUOTATION 2026-002*).

Post-calculation Pro

Nacalculatie CALC-2026-012

×

After the job, enter what it really was for the whole order (25 pieces): the actual hours or quantity, and the actual price per unit if it was different. Empty = as estimated.

Estimated cost price
€ 517,35

Actual cost price
€ 594,68

Difference
+€ 77,33

Sales price
€ 685,25

Estimated margin
24,5 %

Actual margin
13,2 %

ⓘ

Partly filled in: 2 of 7 cost lines. The others count as calculated, so the actual cost price is still partly estimated.

Cost line	Estimated	Cost	Actual	Price / unit	Actual cost	Difference
Material						
Round bar	48,17 kg	€ 91,52	48,17 kg	1,9 €	€ 91,52	—
Labour and machines						
Sawing	0,83 u	€ 31,67	1,5 h	38 €	€ 57,00	+€ 25,33
Programming	0,5 u	€ 22,50	0,5 h	45 €	€ 22,50	—
Lathe setup	1 u	€ 55,00	1 h	62 €	€ 62,00	+€ 7,00
Turning	5 u	€ 275,00	5 h	55 €	€ 275,00	—
Deburring and inspection	0,42 u	€ 16,67	0,42 h	40 €	€ 16,67	—
Miscellaneous						
Packaging and transport	1 forfait	€ 25,00	1 forfait	25 €	€ 25,00	—
Unforeseen (what was not in the calculation)						
Extra transport			45	€	€ 45,00	
+ Unforeseen cost						
Note						
						Close ✓ Save post-calculation

Estimated and actual side by side

Was your costing right? After the job, click **Post-calculation** and enter per cost line what it really was, for the whole order: the **actual hours or quantity**, and the **actual price per unit** if it was different. Empty = as estimated. What was not in the costing you add as an **unforeseen cost**.

At the top you see the estimated and the actual cost price, the difference, and the estimated and the **actual margin**. Higher costs than estimated are in red, lower in green. Click **Save post-calculation**; the button in the sidebar then shows the actual margin.

Do you always see too few hours for a type of work? Then adapt the template: every next costing becomes more accurate.

A won costing is locked — once the costing is *Won*, you can no longer change the figures: that way the post-calculation always compares with what you offered the customer. You can still fill in internal notes and the post-calculation. If you really must (a mistake), click **Change anyway...** at the top. For extra work, better make a new costing (⋯ → **Copy**).

Together with Hersof Plan Pro

 **Hours to Hersof Plan** ×

Customer

Agro-Tech Waasland BV

Customer purchase order

Description

Flange DN100 to drawing 2026-14

To be scheduled in the week of

26/10/2026 

Delivery date (optional)

dd/mm/yyyy 

All operations in that week; in Plan you move them further.

Line (labour)	Hours	Machine in Plan
Sawing	0,85 h 50 min → 0,85 u (rounded)	Bandzaag Bomar 
Programming	0,5 h	— not to Plan — 
Lathe setup	1 h	Mazak QT-250 
Turning	5 h	Mazak QT-250 
Deburring and inspection	0,4 h 25 min → 0,4 u (rounded)	— not to Plan — 

You choose a fixed machine per hourly rate in Settings. Lines without a machine (e.g. drawing work) are not included. Hours are rounded to 0.05 h (3 minutes), with at least 0.05 h.

Close

Create order in Plan

The hours of a costing as an order in Hersof Plan

1. Choose once in **Settings** → **Hersof Plan: machine per hourly rate** which machine the hours of each hourly rate go to (e.g. CNC turning → Mazak). An hourly rate without a machine (e.g. drawing work) is not included.

2. In the costing, click **Hours to Hersof Plan**. Check the customer, the customer's purchase order, the week and the delivery date, and per labour line the hours and the machine.
3. Click **Create order in Plan**: Plan gets an order with one operation per line, in the week you chose. Move them in Hersof Plan to the right weeks.

A second click or a dropped connection does not create a second order. The sidebar then shows *In Hersof Plan since ...* with a button to open the order.

Importing a price list Pro

Import price list
×

Choose a CSV file from your supplier, or copy the columns in Excel and paste them below. Existing materials (same name) get the new price; new ones are added. Then click **Save** in Settings.

File (CSV)

Choose File
No file chosen

Or paste here

Description	Price	Unit
Steel S235	1.55	kg
Stainless 304	4.80	kg
Bronze CuSn8	12.40	kg

Name
Unit price
Unit
Density

Description
Price
Unit
— none —

☒ The first row contains the column names
☒ Add new materials (otherwise only update existing ones)

1 updated · 2 new · 0 unchanged · 0 skipped

Material	Now	New	
Steel S235	€ 1,40	€ 1,55	updated
Stainless 304		€ 4,80	new
Bronze CuSn8		€ 12,40	new

Close
Import

Reading in your supplier's price list

1. In **Settings** → **Materials**, click **Import price list**.
2. Choose an Excel (.xlsx) or CSV file from your supplier, or copy the columns in Excel and paste them into the box.
3. Calc recognises the columns (name, price, unit, density); adjust them if needed. You see which materials get a **new price**, which are **new** and which stay **unchanged**.
4. Click **Import** and then **Save**.

A material is recognised by its name (capitals do not matter). Existing costings keep their prices of the moment.

Recycle bin and your data

Deleted something by mistake? Don't panic: it stays in the **recycle bin** for 30 days. Only the administrator sees the recycle bin, in **Settings** → **Recycle bin and your data**.

- **Restore** — one click brings it back, exactly as it was (number, date ...), together with whatever was removed with it (e.g. the operations of an order). Whatever exists again is never overwritten; if something fails, you see why.
- For each deletion you see when, by whom and until when it stays in the recycle bin. After 30 days it is gone for good, photos and attachments included.
- **Download my data** — one zip file with all your data from this app (opens in Excel) and the photos, attachments and documents. That way you always have your own copy. Keep it in a safe place. If your last download is more than 3 months ago, the administrator gets a reminder.

Language, display and installing

- Click your name top right: **display** (light, dark or as your device), **language** (Nederlands, Français, English, Deutsch), **Manual**, **Info for support** and **Sign out**. These choices apply in all Hersof apps.
- **Install as app** (menu on the left) — own window and icon. In Edge or Chrome with one click; on an iPhone via the share button → *Add to Home Screen*.
- On a phone the price is in a bar at the bottom; tap it to go to the price.

On a phone

Packages and trial period

Hersof Calc Pro

In your package

✓ Costings, settings and the starter templates

✓ Save, view and restore versions

✓ Create and edit your own templates

✓ Price per quantity (tiered)

✓ Integration with Hersof Admin (create quotation)

✓ Compare versions and see which version is on the quote

✓ Staff (technician) as calculator

✓ Post-calculation: estimated and actual side by side

✓ Integration with Hersof Plan (hours to an order)

✓ Import material prices from a price list

The packages

	Starter	Team	Pro your package	Enterprise
Administrators; in Pro and Enterprise also calculators (readers free)	3	10	25	25+
Costings, settings and the starter templates	✓	✓	✓	✓
Quotation for the customer	✓	✓	✓	✓
Save, view and restore versions	✓	✓	✓	✓
Create and edit your own templates	–	✓	✓	✓
Price per quantity (tiered)	–	✓	✓	✓
Integration with Hersof Admin (create quotation)	–	✓	✓	✓
Compare versions and see which version is on the quote	–	✓	✓	✓
Staff with the calculator access level	–	–	✓	✓
Post-calculation: estimated and actual side by side	–	–	✓	✓
Integration with Hersof Plan (hours to an order)	–	–	✓	✓

Close

Price per year (excl. VAT)

€ 390

€ 790

€ 1.490

quotation

Per customer account, for the administrator. Online onboarding from € 99, on site € 449 (half day, excl. travel).

A larger plan or one extra feature? Contact Hersof: herwig@hersof.be

Click your package top right for this overview

	STARTER	TEAM	PRO	ENTERPRISE
Administrators (in Pro and Enterprise also calculators)	3	10	25	more than 25
Readers	unlimited, free			
Costings, settings, starter templates, quotation for the customer	✓	✓	✓	✓
Save, view and restore versions	✓	✓	✓	✓

	STARTER	TEAM	PRO	ENTERPRISE
Own templates, price per quantity	–	✓	✓	✓
Create quotation in Hersof Admin, compare versions	–	✓	✓	✓
Calculator, post-calculation, Hersof Plan, import price list	–	–	✓	✓
Price per year (excl. VAT)	€ 390	€ 790	€ 1,490	on quotation

Per customer account. Remote onboarding € 249, remote help € 95 per hour, on site € 595 (half day, excl. travel). Help by email is always included. More on [the Hersof Calc page](#).

Trial period – for the first 30 days you work with all the functions of Pro. From 7 days before the end, the administrator sees a message at the top.

Need help?

Mail herwig@hersof.be. Something wrong? Click your name → **Info for support**, copy the text and paste it into your email. Errors in the app are also reported to Hersof automatically.