The stack sheet

Every tool you pay for, with the hours attached and priced.

THE CONCEPT Total cost of ownership — The price is the part you can see. The cost is the price plus the hours plus the exit.

Read the lesson: pmhnpmba.com/fellowship/the-stack

COMPOSITE · ONE SOFTWARE DECISION

THE STICKER IS NOT THE PRICE

LISTED · YEAR	1,188
SETUP · 12 HRS	1,716
WORKAROUNDS · 4 HRS/MO	6,864
TRUE FIRST YEAR	9,768

The worked composite from the lesson. Yours goes in the blanks.

TOOL	COST A YEAR	HOURS ADDED / MO	HOURS REMOVED / MO	NET HRS / YR	PRICED AT YOUR HOURLY	TRUE TOTAL

THE STACK

Total sticker, a year	$
Net hours, a year	
Those hours at your real hourly From sheet 8	$
TRUE TOTAL =	$

Cancel the one with the worst total. It is rarely the most expensive one — the expensive one is usually the cheap tool that costs four hours a month of re-entry nobody has ever priced.

THE MONDAY RULE

Take every tool you pay for. Write four numbers beside each: annual cost, hours to set up, hours a month it adds or removes, and what leaving would take. Price the hours at your real effective rate. **Then cancel the one with the worst total.** If you cannot answer the exit question for any of them, that is this week's job — not next week's.