



Quote totals and calculation order

B2B Quote Documentation

Guide for Magento administrators, technical project owners, and implementation teams.

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Quote totals and calculation order

Quote totals are recalculated whenever an item, price, address, shipping method, payment method, rule, or fee changes. The total shown to the customer is the result of the quote data saved for that store view, not a value copied from an earlier message.

What contributes to the total

The calculation uses the following commercial inputs:

1. quantity multiplied by the effective unit price for each item;
2. item discounts and pricing-rule adjustments;
3. tax calculated from the quote address and item/shipping tax settings;
4. the selected shipping amount and any shipping adjustment;
5. quote fees and their tax setting;
6. the resulting subtotal, discount, tax, shipping, and grand total.

The exact tax result still comes from Magento tax configuration, product tax classes, destination, and store currency. B2B Quote stores the quote snapshot so that the offer can be reviewed before conversion.

Catalogue price and offered price

An item keeps the price captured when it was added. An administrator's **Offered Price** replaces that unit price for the negotiated line. A customer **Counter Price** is a proposal until the workflow accepts it as the next commercial offer. Updating a quantity multiplies the effective unit price by the new quantity and then recalculates the quote.

Do not hide a concession in a note. Use the offered-price field so the quote, PDF, order, and revision history can show the commercial value consistently.

Discounts and rules

Pricing rules can set a percentage discount, fixed discount, percentage-based price, fixed price, or free shipping. The sort order decides which matching rule runs first. When stacking is disabled, the first applicable rule wins; when stacking is enabled, every matching rule contributes according to its action. Recalculate after a rule or its conditions change.

Manual negotiation and automatic rules should have an explicit business order. Test a quote below, at, and above each threshold, then check the line prices, discount, tax, shipping, fee, and grand total. See [Pricing rules](#).

Fees and shipping adjustments

A quote fee is a quote-level commercial amount. The fee may be taxable depending on its

configuration. A shipping adjustment changes the stored shipping amount without pretending that the carrier rate itself changed. The admin editor should show both the selected method and any adjustment so the customer can reconcile the offer.

When a shipping address or product changes, refresh the rate before applying a manual adjustment. A stale method can be rejected during direct order creation.

Rounding and currencies

Magento's currency precision and tax configuration govern rounding. Do not recalculate totals in an external spreadsheet and write them back as a replacement for quote calculation. For dashboard reports, keep store views and base currencies separate. A dashboard export must not add amounts from different base currencies as though they were one currency.

Diagnose a wrong total

Check the quote in this order:

- item quantity, catalogue price, offered price, and row total;
- applied pricing rules and their sort order;
- quote address and product tax configuration;
- shipping method, shipping amount, and shipping adjustment;
- fee amount and fee tax setting;
- store currency and the most recent recalculation.

Then compare the quote PDF and, after conversion, the cart or order. If only the order differs, check the configured price-change and stock policies. If the quote itself differs, save the relevant editor change and recalculate before comparing again.

Related pages

- [Price negotiation](#)
- [Quote fees](#)
- [Address, shipping and payment](#)
- [Cart and quote-to-order conversion](#)
- [Revision tracking](#)