

Worksheet 6: Rate Sheet Fill-In Template

Indiana's pharmaceutical market demands reliability and documentation above all. Eli Lilly and IU Health clients expect proof-of-delivery and professional follow-through on every run.

Business Name: _____

Phone: _____

Email: _____

Service Area: _____

e.g. Indianapolis Metro + I-465 Corridor + Eli Lilly Campuses

Service Type	Indiana Market Range	Your Rate
Standard same-day (under 15 mi)	\$50-\$85	
Per mile after 15-mile base	\$1.75-\$2.75/mile	
Rush delivery (1-hour pickup)	\$85-\$155	
Dedicated hourly rate	\$60-\$100/hr	
Medical / specimen transport	\$65-\$115	
Pharmaceutical sample / lab run	\$70-\$120	
Legal document / court filing	\$60-\$105	
Indianapolis to Fort Wayne (120 mi)	\$225-\$295/run	
Indianapolis to South Bend (140 mi)	\$265-\$340/run	
Indianapolis to Bloomington (50 mi)	\$110-\$150/run	
Indianapolis to Chicago (165 mi)	\$305-\$390/run	
After-hours / weekend surcharge	20-30% above base	
Holiday surcharge	50% above base	
Waiting time (after 15 min)	\$1.00-\$1.50/min	

PAYMENT TERMS

- ☐ Net 15 days for recurring clients
- ☐ Net 30 days for large pharma and healthcare clients (Eli Lilly, IU Health)
- ☐ Due on delivery for new clients (first 3 runs)
- ☐ Credit card surcharge: ____% (if applicable)