

Start the recording



ASCENTE

FLAT RATE PROCESSING

Can everyone see this screen?
Please full-size the presentation on your screen.
Please let me know if you can't hear me?
You need to call into the conference phone # to
hear me.



ASCENTE

FLAT RATE PROCESSING

Presenter: Mark Allman
May 2017

www.compusource.com

<http://www.servicecontractorsoftware.com/>

Ascente – Flat Rate Processing

Overview

Flat Rate Processing refers to pricing using a quoted amount as opposed to a time and material basis.

Typically a Flat Rate Book is created that will list all of the predetermined Flat Rate Tasks and prices for those tasks along with the labor and parts required.

Your sale price is predetermined and calculated based on your calculations of all of the costs required for the Flat Rate Task.

The use of these Flat Rate Tasks / Bill of Materials will make data entry much quicker.

Ascente – Flat Rate Processing

Objectives

We are going to provide a brief overview of the benefits of Flat Rate Module:

- Benefits
 - Create and Maintain your own Flat Rate / Part Bill of Materials
 - Flat Rate Database Import & Update
 - Flat Rate Price Books
 - Flat Rate Task Analysis Report
 - Pricing
 - Predetermined Pricing
 - Multiple Pricing Levels
 - Ease of Data Entry

Ascente – Flat Rate Processing

Flat Rate Database Import & Update

The Ascente – Flat Rate module will allow you to either:

- Import Kimmons1 & Kimmons2 flat rate database files created by either:
 - A vendors selling these databases such as *Callahan Roach*.
 - Created by any of multiple software programs that can export to the standard Kimmons1 & Kimmons2 file format.
- These kimmons* files can be used to create new records or just update existing Part and Part Bill of Material Records.

Ascente – Flat Rate Processing

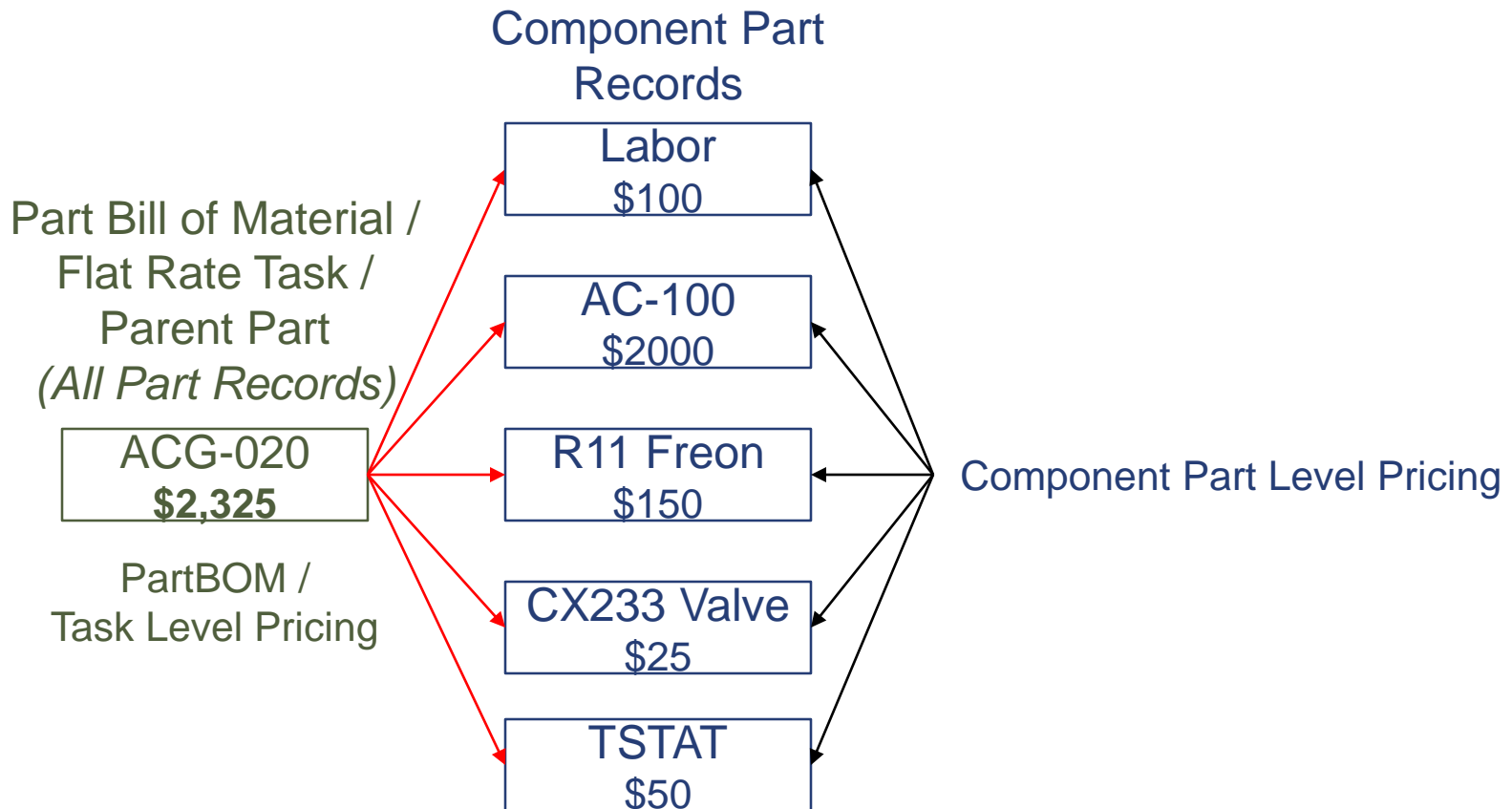
What is a Part Bill or Materials / Flat Rate Task?

The terms *Part Bills of Material* and *Flat Rate Task* refer to the same thing and can be used interchangeably. I often refer to these as *tasks*.

This is a part (*Parent Part*) that when entered, will then result in a predetermined set of parts (*Component Parts*) being automatically entered.

Part Bills of Material are required in order to print the Ascente – Flat Rate Price Books or use the Flat Rate Task Analysis Report.

Ascente – Flat Rate Processing



Ascente – Flat Rate Processing

Creating a Part Bill of Material Record

1. The first step is to determine what typical service you provide you want to create a task for. (*Parent Part*)
2. The next step is to determine how much labor it should take to complete this task. (*Component Part*)
3. Determine the materials and any other costs that are required to complete this task. (*Component Parts*)
4. Now based on the costs for this task, you need to determine the final price you want to charge for this task and then enter the price(s) into the *Parent Part* record.

Ascente – Flat Rate Processing

Creating a Part Bill of Material Record

5. Create the Parent Part with Prices
 - Make the *Product Line* be a Task Product Line
 - Inventory / Maintenance / Part program
6. Verify that the Component Parts Exist. If they do not, create them.
 - The *Product Line* should not be a Task Product Line.
 - Enter the correct cost and sell prices
 - Inventory / Maintenance / Part program

Ascente – Flat Rate Processing

Creating a Part Bill of Material Record

Worksheet / Example: Install Toilet

- You will need to determine the following in order to determine what your sell price is for this task will be.
- The totals below are calculated based on a time and material basis. You can set the task price to be whatever you want it to be.

	Task or Pa	Part	Quantity	Unit Cost	Ext Cost	Unit Sell	Ext Sell	Profit	Profit %
<i>Parent Part</i>	TOI-060	Install Toilet - White - High Profile							
<i>Component Part</i>	L	L	1.50	60.00	90.00	150.00	225.00	135.00	60.00%
<i>Component Part</i>	PTOI-01W	Toilet	1.00	170.00	170.00	390.00	390.00	220.00	56.41%
<i>Component Part</i>	SAS38	Angle Valv	1.00	3.50	3.50	9.00	9.00	5.50	61.11%
<i>Component Part</i>	SL3812	Supply Lin	1.00	3.80	3.80	7.00	7.00	3.20	45.71%
<i>Component Part</i>	W25	Wax Ring	1.00	2.00	2.00	5.00	5.00	3.00	60.00%
					269.30		636.00	366.70	57.66%

Ascente – Flat Rate Processing

Creating a Part Bill of Material Record

FlatRate/ Maintenance / Part Bill of Material program

This is the Part record for this Bill of Material record.

This is the assigned Price-1 for the part TOI-060

The 'Slip' flag will prevent this part from being added when this task TOI-060 is entered in a order entry program.

These are Inventory – Part records for these component parts.

The 'Zero Price' flag should always be checked if the price for this task is determined by the price for the task TI-060 \$680.00 as opposed to adding all of the detail component parts prices.

IMPORTANT: *There is no direct relation between the prices for the component parts and this parent part price of \$680.*

Ascente – Flat Rate Processing

Creating a Part Bill of Material Record

FlatRate/ Maintenance / Part Bill of Material program

This is the Part record for this Bill of Material record.

Part Bill of Material Maintenance

Part: TOI-060 Status: Active Picture: Toilet White High

Description: Install White PF Toilet

Additional Description: 1.6 gpf White - Raised Toilet

Material Margin %: .50

	Labor	Material	Other	Total
Cost	90.00	184.30	0.00	274.30
Price	225.00	185.23	0.00	410.23

Current Price: 680.00

This is the assigned Price-1 for the part TOI-060

The 'Slip' flag will prevent this part from being added when this task TOI-060 is entered in a order entry program.

General

Component Part	Description	Part Status	Skip	Zero Price	Quantity	Price 1	Price 2	Average Cost	Last Cost
L	Labor	Active	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	1.500	150.000	130.000	47.87000	60.00000
PTOI-01W	White Toilet - High Profile AS	Active	<input type="checkbox"/>	<input checked="" type="checkbox"/>	1.000	440.000	420.000	175.00000	175.00000
SAS38	Angle Valve - Chrome - 3/8"	Active	<input type="checkbox"/>	<input checked="" type="checkbox"/>	1.000	9.000	8.000	3.50000	3.50000
SL3812	Supply Line 3/8 12"	Active	<input type="checkbox"/>	<input checked="" type="checkbox"/>	1.000	7.000	6.000	3.80000	3.80000
W25	Wax 4" ring	Active	<input type="checkbox"/>	<input checked="" type="checkbox"/>	1.000	5.000	4.500	2.00000	2.00000

These are Inventory – Part records for these component parts.

The 'Zero Price' flag should always be checked if the price for this task is determined by the price for the task TI-060 \$680.00 as opposed to adding all of the detail component parts prices.

IMPORTANT: There is no direct relation between the prices for the component parts and this parent part price of \$680.

Created: 5/25/2017 11:50:57 AM Changed: sa 5/25/2017 11:50:57 AM 10/22/2017 4:41 PM

Ascente – Flat Rate Processing

Flat Rate Price Books

Ascente allows you to maintain your Bill of Material / Flat Rate Tasks and print your own price books.

Without the Ascente Flat Rate module, if you work with a vendors provided database or price books, you are now dependent on them for:

- Providing new price books
- Are the part numbers used yours or theirs? Can you work with their part numbers?
- Are their parts numbers being used for inventory quantity tracking?
- Updating costs and sell prices. Are the costs and sell prices yours or a derived national average?
- Their availability to work on these is dependent on them, not your need.
- There are costs involved for all of these.

Ascente – Flat Rate Processing

Flat Rate Price Books

These are used by the technicians to determine pricing and as a sales tool to present to customers.

Ascente can print these based on the existing Part Bill of Material records.

Many accounts have these customized for their company and their specific requirements.

Factors to consider are:

- Presentation
- Ease of use for the technicians
- Sorting
- Pictures
- Multiple Pricing Options
- Primary and Addon tasks.

Ascente – Flat Rate Processing

Flat Rate Price Books

Example #1:

Water Treatment

Water Softeners

Item: **WFI-060**

INSTALL 40000 GRAIN WATER SOFTENER

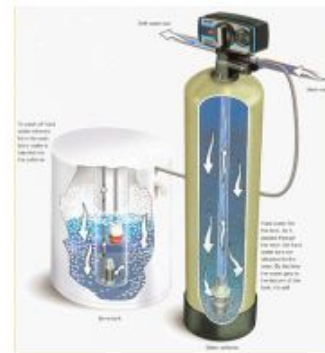
WFI-060-00350

Install new 40000 grain Water Softener

Features: Fiberglass tank will not corrode.

High Capacity Resin for High Iron Removal

Benefits of Soft Water: Saves on Soap and Shampoos. Prevents Scale Buildup in Pipes, Fixtures and Water Heaters, Clothes Will Be Whiter, Brighter and Last Longer.



Standard Price:	\$2,441.58
SPP Price:	\$2,197.66
You Save:	\$243.92

Ascente – Flat Rate Processing

Flat Rate Price Books

Example #2:

Customer Price Book

Item: **T1000**


Install EverHot Tankless Gas W/H

These new, on-demand water heaters provide continuous hot water to multiple points-of-use without utilizing a storage tank.

The EverHot® units are available in two residential and two commercial models, both having indoor and outdoor versions with BTU inputs ranging from 15,000 - 180,000 for indoor models and 15,000 - 199,000 for outdoor models.

The compact size of the EverHot® allows for easy installation where space is minimal. EverHot® indoor models come with an integrated digital controller. Outdoor models are shipped with a remote controller.

EverHot® tankless gas water heaters save money and energy by only operating when there is a demand for hot water.



	<u>Primary Task</u>	<u>Addon</u>
List:	689.00	630.00
Value:	620.10	567.00
You Save:	68.90	63.00

Ascente - Flat Rate Processing

Flat Rate Price Books

Example #3:

9/4/2008	Customer Price Book			Page 26 of 80
12:54:21 pm				
		***** Standard	Pricing Levels Addon	***** Value
Item: FOR-020	1/2HP OIL BURNER MTR 1725/3450 RPM			
<i>Difficulty 2.0 CALL VENDOR FOR PRICE</i>				

Item: FOR-030	OIL PRIMARY CONTROL*HEAT/COOL*			
<i>84420 Difficulty 1.0</i>	239.26	227.30	215.33	

Item: FOR-040	FACTORY OIL PRMRY CONTROL W/OUT AC			
<i>83040 Difficulty 1.0</i>	241.04	228.99	216.94	

Item: FOR-045	OIL BURNER STACK RELAY/WITHOUT A/C			
<i>Difficulty 1.0 CALL VENDOR FOR PRICE</i>	158.00	150.10	142.20	

Item: FOR-050	RESET STACK CONTROL-TEST & CLEAN			
<i>Difficulty 1.0 (OLD, UNSAFE, RECOMMEND REPLACE FURNACE OR CAD CELL)</i>	158.00	150.10	142.20	

Ascente – Flat Rate Processing

Flat Rate Price Books

Example #4:

10/06/10
4:12 pm

Page 53 of 57

Uncategorized Flatrate Task

This is the Flatrate Task Description that can be entered using the Service / Maintenance / Bill Type Cross Reference program.

Tasks			Standard Rate	Value Rate
S99750	100027	Moen One Touch Hose Replacement	\$206.58	\$189.71
T99750	100027	Moen One Touch Hose Replacement	\$189.71	\$172.83
A99750	100030	Moen One Touch Hose Replacement	\$187.83	\$169.08
S99755	100027	Kohler Pull Out S/S Flex Hose	\$210.25	\$193.38
T99755	100027	Kohler Pull Out S/S Flex Hose	\$193.38	\$176.50
A99755	100030	Kohler Pull Out S/S Flex Hose	\$191.50	\$172.75

Ascente – Flat Rate Processing

Predetermined Pricing

Ascente has the ability for you to assign up to four different prices for each flat rate task. You determine which price is used based on the *Price Level Code* assigned to the service order.

Your flat rate price books can include any or all of these prices.

You can of course override any of the default prices.

We always recommend that pricing is determined by the task part and not the tasks component parts.

Ascente – Flat Rate Processing

Multiple Pricing Levels

The screenshot shows the 'Part Maintenance' window for part TOI-060. The 'General' tab is active, displaying fields for Description, Additional Description, Part Type, Part Status, Product Line, Unit of Measure, Purchase Unit of Measure, ABC Class, Weight, Spiff, and Mobile. The 'Prices' table is highlighted with a red box. The table has two columns: 'Price' and 'Amount'. The 'Price' column lists Price 1, Price 2, Price 3, and Price 4. The 'Amount' column lists 680.00, 670.00, 650.00, and 640.00 respectively. A yellow callout box points to the 'Prices' table with the text: 'Every service order will reference a 'Price Level' that will determine whether price 1, 2,3 or 4 is used.' Another yellow callout box points to the 'Price 1' row with the text: 'We always recommend that 'Price 1' be your standard or base price and all discounted prices be in prices 2-4.'

Price	Amount
Price 1	680.00
Price 2	670.00
Price 3	650.00
Price 4	640.00

Ascente – Flat Rate Processing

Pricing

- Part Bill of Material Level Pricing
 - This is when a price is associated with the Part Bill of Material or Flat Rate part as opposed to the component parts. When a component part is added or deleted, the price *does not* change.
- Component Part Level Pricing
 - This is where the price for the Part Bill of Material is NOT determined by the price associated with the Part Bill of Material but by the sum of all of the component parts. When a component part is added or deleted, the price *does* change.

Ascente – Flat Rate Processing

Ease of Data Entry

- One of the primary advantages is that you can enter one Part Bill of Material – Part and then have all of the associated parts be automatically entered.
- You could accomplish the same data entry results by just manually entering in all of the parts individually, but why do that for common tasks when you can create a Part Bill of Material record and accomplish the same thing.
- These can be used when entering:
 - Work Orders
 - Purchase Orders
 - Inventory to Job Transfers

Ascente – Flat Rate Processing

Flat Rate Task Analysis Reports

The Flat Rate Task Analysis option allows you to print the Flat Rate Analysis Report or the Flat Rate Detail Report.

- Flat Rate Analysis
 - This report can be used to determine the following information:
 - Average Sell Price for the Task (Are techs charging more or less than the Flat Rate Price Book amounts?)
 - Parts Used vs Budgeted Quantities (Are techs using all of the parts that they should? Are techs using additional parts that need to be added to the task?)
 - Labor Time Used vs Budgeted Labor Time (Is the Task Labor Time too high or low? Are just certain techs taking longer, and thus need more training?)
 - Number of times the task was sold (Should the Task be removed from the system since it is rarely sold?)

Ascente – Flat Rate Processing

Flat Rate Task Analysis Report

Flat Rate Analysis

5/24/17 05:18 am		Test Company On New Server Flat Rate Analysis Report				Page 1 of 1	
TOI-060 Install White PF Toilet		# Tasks:	4	Average Sell Price:		652.50	
				Standard Sell Price:			
Part	Description	Bdgt Qty	Actual Qty	Bdgt Cost	Actual Cost	% Diff	
2 PTOI-01W	White Toilet - High Profile AS	1.00	1.00	175.00	175.00	.00%	
3 SAS38	Angle Valve - Chrome - 3/8"	1.00	1.00	3.50	3.50	.00%	
4 SL3812	Supply Line 3/8 12"	1.00	1.00	3.80	3.80	.00%	
5 W 25	W ax 4" ring	1.00	0.75	2.00	1.50	(25.00%)	
W 25F	W ax 4" ring w/ Flange	0.00	0.25	0.00	.75	100.00%	
Total Materials for this Task :				184.30	184.55	.14%	
Total Labor for this Task :			1.50	1.56	0.00	93.75	.00%
Total Dollars for this Task :				184.30	278.30	51.00%	

Ascente - Flat Rate Processing

Flat Rate Task Analysis Reports

Flat Rate Detail

- This report prints a list of the invoices where the tasks were sold, by whom and for what price.

Flat Rate Detail Report							
05/24/17 05:22 am							Page 1 of 1
Tech	Service Order #	Invoice Number	Invoice Date	Work Order #	Job Site Name	Qty	Sell
TOI-060		TOI-060	Install White PF Toilet				
Billy B.	GA000117	GA000117	1/1/2017	1: GA000117	Adam Anderson	1.00	\$680.00
Franklin Joe	GA000118A	GA000118	2/1/2017	1: GA000118A	Smith, Bernie	1.00	\$680.00
Harold Kim	GA000119B	GA000119	3/1/2017	1: GA000119B	Adam Anderson	1.00	\$600.00
Hector Ruiz	GA000120C	GA000117	4/20/2017	GA000120C	Adam Anderson	1.00	\$650.00
Totals:		TOI-060					4.00
Grand Total:						4.00	\$2,610.00

Ascente – Flat Rate Processing

Recommendations

Your flat rate tasks will need to be reviewed and updated at least annually for :

- Labor & material cost, sell price and quantity changes.
- New or replacement parts.
- New tasks that need to be created
- Existing tasks that need to be edited or deleted

These price books need to be printed and distributed to the technicians with the updated changes.

Try and test this on a small scale and test before doing all of the flat rate tasks.

Know that you will never have a flat rate task for every possible service request you ever get.

Start with your most common service requests.

Know that this is a continuing and evolving process.

Ascente – Flat Rate Processing

We thank you for attending this webinar and choosing Ascente.

Please let us know if you have any questions or would like a follow-up call to discuss this in more detail.

More training videos like this are available on our website.

www.compusource.com

<http://www.servicecontractorsoftware.com/>

