

ENHANCE THE EFFECTIVENESS AND ACCURACY OF THE QUOTE-TO-CASH PROCESS

FX CPQ provides contract administrators with the ability to model contracts with complex rules related to the applicability of certain equipment, services, labor and supplies based on the operational and environmental characteristics of jobs. Salespeople and field personnel answer simple questions at the time of quote creation or job performance and FX CPQ uses these answers to recommend and price the appropriate items to use given the unique conditions of the job and working environment- all while running completely disconnected from the Internet.

STREAMLINE PROCESSES AND REDUCE REVENUE LEAKAGE WITH FX CPQ

By automatically adding ancillary contract items and supplies based on operational data provided by the field engineer, FX CPQ further prevents revenue leakage and decreases the time required to generate quotes and field tickets, while increasing accuracy at the same time.

FEATURES

- Rules-Based Quoting and Ticketing
- Dynamic Packaging/ Bundling/ Kitting
- Condition Specific Rules For Product Applicability and Pricing
- Hierarchical Price Books
- Geographical and Segment Structure Based
- Online/ Offline Capabilities
- Same Rules Engine Applies With Or Without an Internet Connection

BENEFITS

- Reduced Revenue Leakage
- Enhanced Contract Compliance
- Maximized Profit Margins
- Streamlined Process from Quote-to-Cash
- Increased Invoice Accuracy
- Elimination of Rogue Pricing

Price Book Detail

Price Book Name: 8407 Price Book: Pleasanton
 Order Minimum Quantity: 1
 Order Type: Standard
 Location: Pleasanton, CA
 Currency: USD
 Exchange Rate: 1.0000
 Shipping Rate: 0.00
 Shipping Base Fee: 0.00
 Item Code: 42020102000

Price Book Items

Item Code	Price Book Item Code	Item Code	Description	Unit	Price	Discounted Price	Cost	Discount Percent	Parent Price Book Item	Item Type	Item Status
42010102000	42010102000	42010102000	Firearm	Hour	\$100.00	\$100.00	\$75.00	0.00		Labor	Active
42010102000	42010102000	42010102000	Technical	Hour	\$100.00	\$100.00	\$75.00	0.00		Equipment	Active
42010102000	42010102000	42010102000	Flat-top Truck	Hour	\$750.00	\$750.00	\$750.00	0.00		Equipment	Active
42010102000	42010102000	42010102000	Color Flat-top with alarm	Hour	\$1,200.00	\$1,200.00	\$1,200.00	0.00		Equipment	Active
42010102000	42010102000	42010102000	Fuel Package	EA	\$0.00	\$0.00	\$0.00	0.00		Supplies	Active

Rules

Item Code	Rule Name	Description	Criteria	Is Active
42010102000	20K Hydroblasting Rule	This rule will be in the case that we are using a 20K hydroblasting job.	Product_Line = 20K Hydroblasting	✓
42010102000	30K Hydroblasting Rule	This rule will be in the case that we are using a 30K hydroblasting job.	Product_Line = 30K Hydroblasting	✓
42010102000	40K Hydroblasting Rule	This rule will be in the case that we are using a 40K hydroblasting job.	Product_Line = 40K Hydroblasting	✓
42010102000	50K Hydroblasting Rule	This rule will be in the case that we are using a 50K hydroblasting job.	Product_Line = 50K Hydroblasting	✓
42010102000	60K Hydroblasting Rule	This rule will be in the case that we are using a 60K hydroblasting job.	Product_Line = 60K Hydroblasting	✓
42010102000	70K Hydroblasting Rule	This rule will be in the case that we are using a 70K hydroblasting job.	Product_Line = 70K Hydroblasting	✓
42010102000	80K Hydroblasting Rule	This rule will be in the case that we are using a 80K hydroblasting job.	Product_Line = 80K Hydroblasting	✓
42010102000	90K Hydroblasting Rule	This rule will be in the case that we are using a 90K hydroblasting job.	Product_Line = 90K Hydroblasting	✓
42010102000	100K Hydroblasting Rule	This rule will be in the case that we are using a 100K hydroblasting job.	Product_Line = 100K Hydroblasting	✓

Location: Pleasanton Facility

Job Questions:

Which type of work is being performed? **20K Hydroblasting**

Will there be work at an elevation?

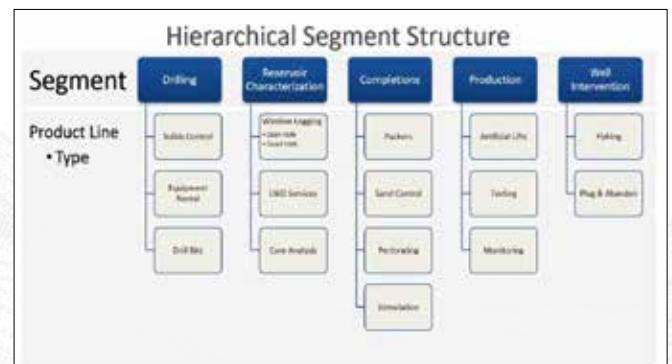
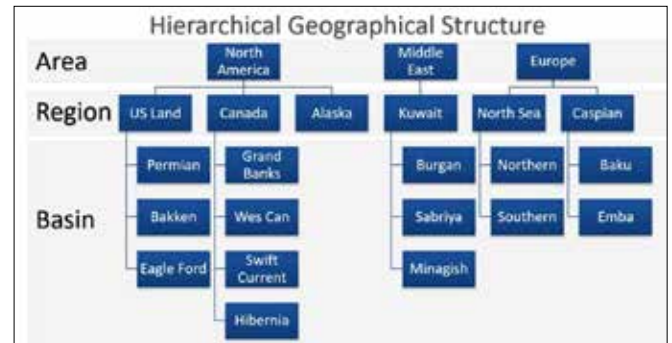
What is the projected ambient air temp? **150**

CPQ Rules Management

LEVERAGING HIERARCHICAL PRICE BOOKS TO SOLVE COMPLEX PRICING CHALLENGES

Providing multiple services across the globe can create a complex pricing model that can be very difficult to manage. Ensuring contract compliance and a “4-way match” across the price book, quote, ticket and invoice can be a challenge. FX CPQ leverages hierarchical price books to ensure the correct price is quoted every time.

FX CPQ can be configured to leverage Hierarchical Geographical Price Books paired with a Hierarchical Segment Structure. What this means is whether work is being performed with a MSA (Master Service Agree) or without a MSA, FX CPQ has the ability to walk through the multiple levels of the pricing structure, all the way back to List Price, to ensure the correct price is quoted.



COMPLETE MOBILE FIELD OPERATIONS MANAGEMENT SOLUTIONS

LiquidFrameworks’ FieldFX product suite is a complete mobile field operations management solution, providing companies in the oil and gas, industrial and environmental services industries with the ability to organize and manage jobs, quotes, field tickets, equipment, contracts, price books, and labor, along with customer-specific electronic forms such as safety incidents, inspections and other operational data reports.

