ENHANCE THE EFFECTIVENESS AND ACCURACY OF THE QUOTE-TO-CASH PROCESS
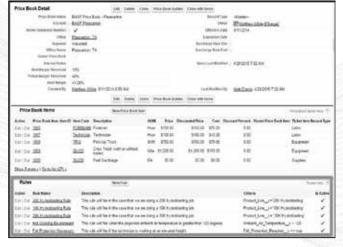
FX CPQ provides contract administrators with the ability to model contracts with complex rules related to the applicability of certain equipment, services, labor and supplies based on the operational and environmental characteristics of jobs. Salespeople and field personnel answer simple questions at 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 environement- 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
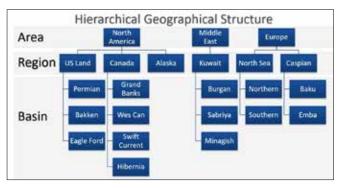

CPQ Rules Management

BENEFITS

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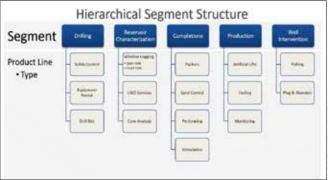- Increased Invoice Accuracy
- Elimination of Rogue Pricing

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.