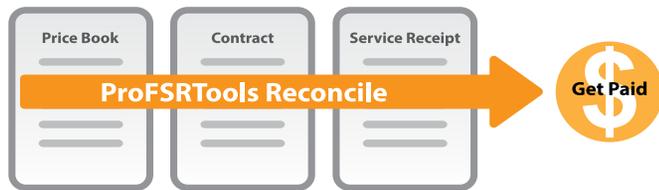


Reliable, Accurate & Efficient Integration Pricebook – Contract – Reconciliation

PROFSRtools is a desktop application that provides proven data management solutions to the critical processes of contract mapping and reconciliation. The contract mapping tool creates line item contracts from a standardized price book that can be exported as a spreadsheet, or imported directly into PROFSR electronic service receipt software.

When your Service Receipts are filled out, you can then use PROFSRtools to reconcile those receipts with your customer's asset tracking software – such as TRACK or Maximo.



No matter how sophisticated your electronic asset tracking system is, it has to be built on a solid foundation of contract control. PROFSRtools lets you create unique billing descriptions for your contract and match these items up to your price book using a simple point-and-click method. It's never been easier to build standard contracts that cater to regional or customer-based customizations.

Item Description	Billing Item	Billing Description	UOM	Rate	Type	Customer Code	Effective Date	Discontinue Date	Contract Map	Group
Artificial Inert	1	Artificial Inert	TON	100.00	A				PROFSR 02	PROFSR
Artificial Inert	2	Artificial Inert	TON	100.00	A				PROFSR 02	PROFSR
Artificial Inert	3	Artificial Inert	TON	100.00	A				PROFSR 02	PROFSR
Artificial Inert	4	Artificial Inert	TON	100.00	A				PROFSR 02	PROFSR
Artificial Inert	5	Artificial Inert	TON	100.00	A				PROFSR 02	PROFSR
Artificial Inert	6	Artificial Inert	TON	100.00	A				PROFSR 02	PROFSR
Artificial Inert	7	Artificial Inert	TON	100.00	A				PROFSR 02	PROFSR
Artificial Inert	8	Artificial Inert	TON	100.00	A				PROFSR 02	PROFSR
Artificial Inert	9	Artificial Inert	TON	100.00	A				PROFSR 02	PROFSR
Artificial Inert	10	Artificial Inert	TON	100.00	A				PROFSR 02	PROFSR
Artificial Inert	11	Artificial Inert	TON	100.00	A				PROFSR 02	PROFSR
Artificial Inert	12	Artificial Inert	TON	100.00	A				PROFSR 02	PROFSR
Artificial Inert	13	Artificial Inert	TON	100.00	A				PROFSR 02	PROFSR
Artificial Inert	14	Artificial Inert	TON	100.00	A				PROFSR 02	PROFSR
Artificial Inert	15	Artificial Inert	TON	100.00	A				PROFSR 02	PROFSR
Artificial Inert	16	Artificial Inert	TON	100.00	A				PROFSR 02	PROFSR
Artificial Inert	17	Artificial Inert	TON	100.00	A				PROFSR 02	PROFSR
Artificial Inert	18	Artificial Inert	TON	100.00	A				PROFSR 02	PROFSR
Artificial Inert	19	Artificial Inert	TON	100.00	A				PROFSR 02	PROFSR
Artificial Inert	20	Artificial Inert	TON	100.00	A				PROFSR 02	PROFSR

Contract mapping

Billing Code	Index	Date	Billing Description	Work Order Number	Billed Quantity	Rate	Line Total	Customer Receipts Number	Unit Price	TFC	Resource Type	Unit ID	Service Receipt Number	Contract Number
03000000	12	4/7/2014	MILLING, 1000	00000000	0	150.79	150.79	20000411100004	150.79	100	LABOR	107377	00000000	00001000
03000000	13	4/7/2014	MILLING, 1000	00000000	0	150.79	150.79	20000411100004	150.79	100	LABOR	107377	00000000	00001000
03000000	14	4/7/2014	MILLING, 1000	00000000	0	150.79	150.79	20000411100004	150.79	100	LABOR	107377	00000000	00001000
03000000	15	4/7/2014	MILLING, 1000	00000000	0	150.79	150.79	20000411100004	150.79	100	LABOR	107377	00000000	00001000
03000000	16	4/7/2014	MILLING, 1000	00000000	0	150.79	150.79	20000411100004	150.79	100	LABOR	107377	00000000	00001000
03000000	17	4/7/2014	MILLING, 1000	00000000	0	150.79	150.79	20000411100004	150.79	100	LABOR	107377	00000000	00001000
03000000	18	4/7/2014	MILLING, 1000	00000000	0	150.79	150.79	20000411100004	150.79	100	LABOR	107377	00000000	00001000
03000000	19	4/7/2014	MILLING, 1000	00000000	0	150.79	150.79	20000411100004	150.79	100	LABOR	107377	00000000	00001000
03000000	20	4/7/2014	MILLING, 1000	00000000	0	150.79	150.79	20000411100004	150.79	100	LABOR	107377	00000000	00001000

Reconcile Service Receipts

Category Code	Category Description	Category Short Description	Asset	Asset Description
17	Equip. Cabinet	Eq. Cabinet	EQIP	EQIP
18	Equip. Control	Eq. Control	EQIP	EQIP
19	Equip. Motor	Eq. Motor	EQIP	EQIP
20	Equip. Tank	Eq. Tank	EQIP	EQIP
21	Equip. Chemical Cleaning	Eq. ChemCl	EQIP	EQIP
22	Equip. Tank Cleaning	Eq. TankCl	EQIP	EQIP
23	Equip. Motor	Eq. Motor	EQIP	EQIP
24	Equip. Tank	Eq. Tank	EQIP	EQIP
25	Equip. Motor	Eq. Motor	EQIP	EQIP
26	Equip. Tank	Eq. Tank	EQIP	EQIP
27	Equip. Motor	Eq. Motor	EQIP	EQIP
28	Equip. Tank	Eq. Tank	EQIP	EQIP
29	Equip. Motor	Eq. Motor	EQIP	EQIP
30	Equip. Tank	Eq. Tank	EQIP	EQIP
31	Equip. Motor	Eq. Motor	EQIP	EQIP
32	Equip. Tank	Eq. Tank	EQIP	EQIP
33	Equip. Motor	Eq. Motor	EQIP	EQIP
34	Equip. Tank	Eq. Tank	EQIP	EQIP
35	Equip. Motor	Eq. Motor	EQIP	EQIP
36	Equip. Tank	Eq. Tank	EQIP	EQIP
37	Equip. Motor	Eq. Motor	EQIP	EQIP
38	Equip. Tank	Eq. Tank	EQIP	EQIP
39	Equip. Motor	Eq. Motor	EQIP	EQIP
40	Equip. Tank	Eq. Tank	EQIP	EQIP
41	Equip. Motor	Eq. Motor	EQIP	EQIP
42	Equip. Tank	Eq. Tank	EQIP	EQIP
43	Equip. Motor	Eq. Motor	EQIP	EQIP
44	Equip. Tank	Eq. Tank	EQIP	EQIP
45	Equip. Motor	Eq. Motor	EQIP	EQIP
46	Equip. Tank	Eq. Tank	EQIP	EQIP

PROFSRtools was designed to use with ProFSR electronic service receipts, but is flexible enough to be used with any user's database. An import configuration tool also helps assign columns from customer supplied asset tracking reports to fields in PROFSRtools.

PROFSR is a web-based electronic service receipt system designed to be simple for field operations, yet robust and reliable for large-scale projects and KPI tracking over the long term. It can be deployed as a stand-alone product or integrated into an enterprise-wide time tracking/payroll/billing system. The tools package has been developed as a result of over 10 years of use at more than 50 locations to address the issues that result in excessive Days Sales Outstanding (DSO).

The newest challenge for service companies is to match their billable line items with their customer's own asset tracking system so they can get approval for billing. Often times these 'approval codes' are line item specific and not delivered in a way that makes record matching easy. PROFSRtools uses a similar approach to contract mapping to allow matching of records with point-and-click simplicity. Color-coded records show mismatched billable amounts, billing descriptions, work order numbers and billing codes. A dynamic matching library allows the software to 'understand' the differences between the two systems and improve the match ratio with each use.

The screenshot displays the ProFSRtools interface with three main sections:

- EMPLOYEES:** A table with columns: Name, Labor Description, Time In, Time Out, Travel, Misc Lunch, Total Payroll, Bill Hrs, Approved Hrs, Billable, and ID. It lists three employees: Service Supervisor Core ST, Equip Operator Core ST, and Tech III Core ST.
- EQUIPMENT:** A table with columns: Tag No, Contract Description, Time In, Time Out, UOH, Quantity, Approved Hrs, Notes, Billable, and ID. It lists two items: 20K 26-49 GPM H/B PUMP and SERVICE/CREW TRUCK.
- MATERIALS AND OTHER:** A table with columns: Description, Employee, UOH, Units, Billed Qty, Approved Qty, PO, Item, Billable, and ID. It lists two items: 3D NOZZLE-20K 13 GPM and HOSE 20K 1/2" PER FOOT.

Contract Mapping

- ✓ The mapping tool builds a customer contract by line item from the "Standardized Price Catalog" allowing you to map contracts more efficiently and accurately.
- ✓ It's easy to build a customer specific contract by pointing and clicking on a line item in the "Standardized Price Catalog" and adding it to the customer contract.
- ✓ Standardize Price Catalog allows for the development of standardized costing and line item profitability reporting.
- ✓ You have the same part number for each line item in each and every contract.
- ✓ The mapping tool allows you to map contracts more efficiently and accurately.
- ✓ There is a direct import tool from the contract mapping tool into ProFRS service receipts program eliminating multiple data entry errors.
- ✓ Standardized internal descriptions in addition to unique customer by customer defined billing descriptions.
- ✓ Flexible enough to use with any back office accounting system for importing contracts.
- ✓ An available datafield to enter customer supplied asset tracking numbers to help reconcile Accounts Receivable payments from the clients Accounts Payable System.

Standard Costs

- ✓ With contract mapping, you can standardize your costs by part number to gain insight into line item profitability as well as enterprise wide profitability across all contracts.
- ✓ You can view individuals contract profitability at the Gross Profit level and apply your operating overhead and SG&A to obtain contract profitability.

Cash Application/Cash Flow

- ✓ Your customers AP system often uses approval codes which are line item specific in a way that makes record matching more difficult for cash application.
- ✓ Tools uses a similar approach as our contract mapping tool to match with line item billing and payment lines.
- ✓ The system builds a database of record matches allowing the system to "learn" from prior reconcile history and improve match ratios with each use.
- ✓ Uses a color coded screen to identify mis-matched billing and payment lines and allows your financial team to easily view and correctly match these lines.
- ✓ Currently working with Track, Maximo, and Arriba Systems.