

PSA DEEP DIVE

CLOSING THE GAP BETWEEN QUOTES & RECURRING REVENUE



Tony Mehner

AGENDA

PSA DEEP DIVE: CLOSING THE GAP BETWEEN QUOTES & RECURRING REVENUE

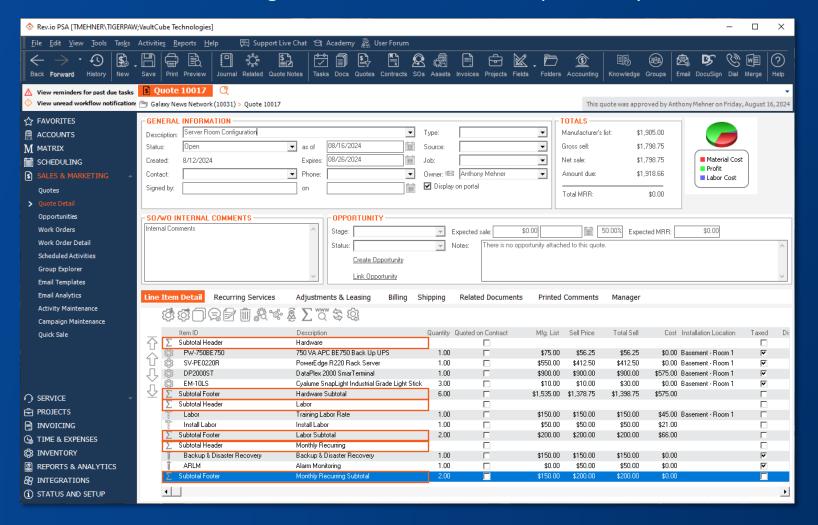
- A History of Quoting Recurring Services in PSA
- New Feature: Agreement & Enhanced Contract Templates
- New Feature: Quoting Recurring Services
- Automation: Converting Quotes to Contracts/Agreements
- Question & Answer



HISTORY of Quoting Recurring Services in PSA

PSA DEEP DIVE: CLOSING THE GAP BETWEEN QUOTES & RECURRING REVENUE

One time & recurring items would need to be separated by subtotals





HISTORY OF QUOTING RECURRING SERVICES IN PSA

PSA DEEP DIVE: CLOSING THE GAP BETWEEN QUOTES & RECURRING REVENUE

VaultCube Technologies

Phone: (402) 555-1335 Fax: (402) 555-1313 103 Vernon Square Omaha, NE 68003



Quote

o.: **10017** ate: 8/12/2024

Prepared for:

Galaxy News Network 845 Golden Butterfly Mews Crooked Creek, IA 51306-0453 USA Prepared by: Anthony Mehner Account No.: 10031

Phone: (319) 781-6336

uantity It	em ID	Description	UOM	Sell	To
Hardware					
1 PV	/-750BE750	750 VA APC BE750 Back Up UPS	1	\$56.25	\$56.2
1 SV	-PE0220R	PowerEdge R220 Rack Server	1	\$412.50	\$412.
1 DP	2000ST	DataPlex 2000 SmarTerminal	EA	\$900.00	\$900.
3 EM	1-10LS	Cyalume SnapLight Industrial Grade Light Sticks, Green, 6" Long, 12 Hour Duration (Pack of 10)	1	\$10.00	\$ 30.
Hardware 9	Subtotal				\$1,398.
Labor					
1.00 Lal	bor	Training Labor Rate	HR	\$150.00	\$150.
1.00 Ins	stall Labor	Install Labor	HR	\$50.00	\$50.
Labor Subt	otal				\$200.0
Monthly Re	curring				
Monthly Re	curring				
	ckup & Disaster covery	Backup & Disaster Recovery	EA	\$150.00	\$150.
1.00 AR	LM	Alarm Monitoring	EA	\$50.00	\$50.
Monthly Re	curring Subtota	ıl			\$200.
				Sales Tax	\$119.91
				SubTotal:	\$1,918.66
				Total:	\$1.918.66
					\$1,316.00

This meant the monthly recurring charges were included in the one-time charges total

The items would flow to a Service Order and a user would have to create the Contract or Agreement manually



History of Quoting Recurring Services in PSA

PSA Deep Dive: Closing the Gap Between Quotes & Recurring Revenue

We wanted to make something better

We wanted to automate what users were having to do manually



History of Quoting Recurring Services in PSA

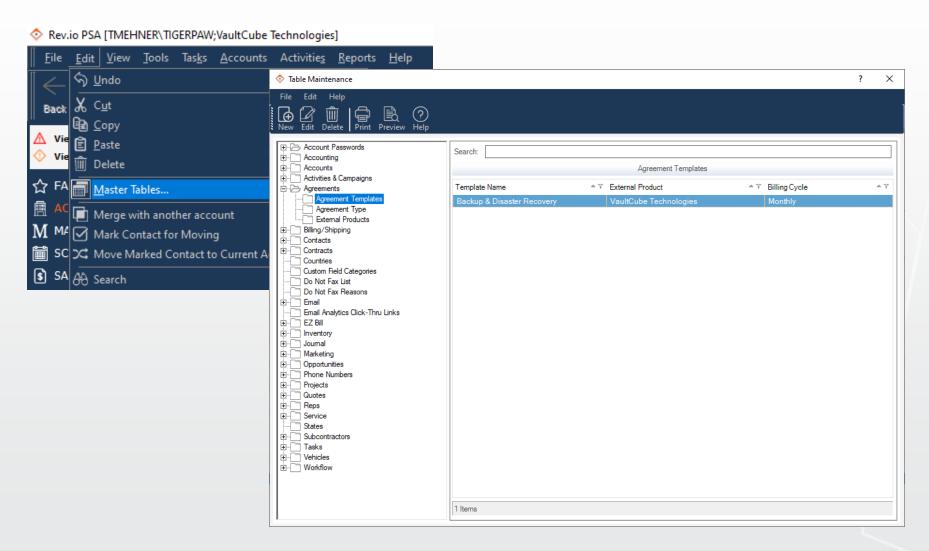
PSA Deep Dive: Closing the Gap Between Quotes & Recurring Revenue

We did this by adding 3 new features

Agreement & Enhanced Contract Templates
Quoting Recurring Services
Converting Quotes to Contracts/Agreements

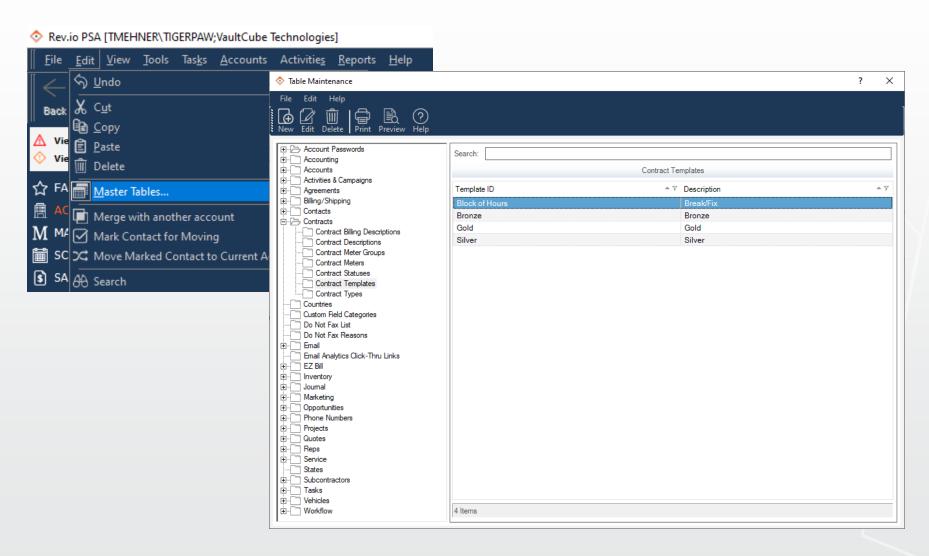


AGREEMENT TEMPLATES





Contract Templates



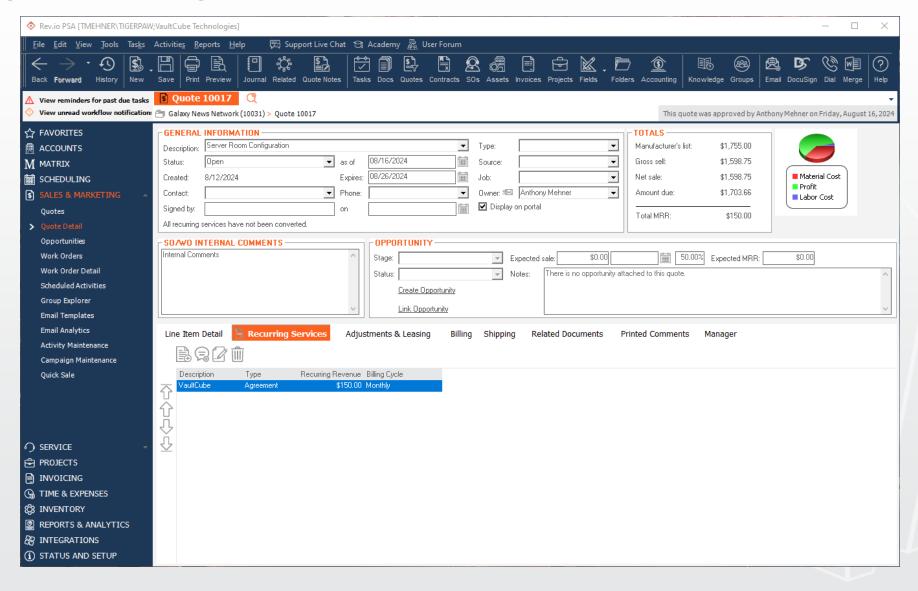


Agreement & Contract Templates

- With the creation of Agreement and Contract templates, you can now seamlessly integrate them into Quotes. These templates are fully editable when being added to a Quote.
- This functionality streamlines the quoting process, ensuring consistency and accuracy.
- It also enhances efficiency by reducing the time spent on manual edits, thereby improving client satisfaction and operational productivity.



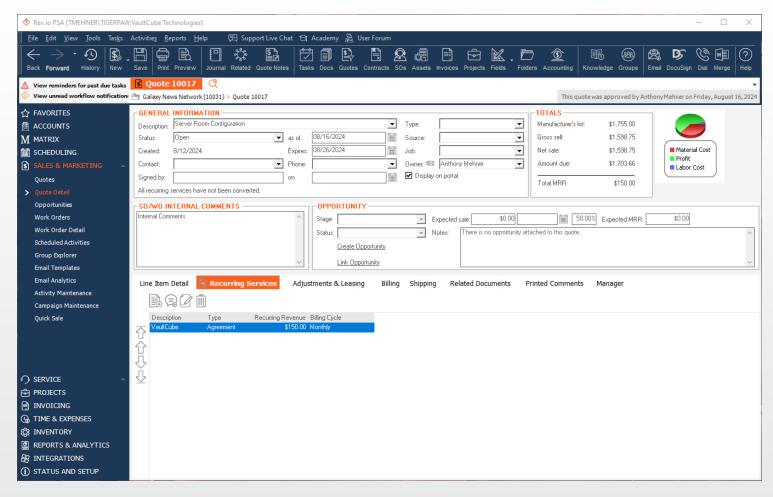
Quoting Recurring Services





Quoting Recurring Services

Automating Quote to Contract/Agreement



Monthly Recurring Revenue (MRR) is now tracked separately



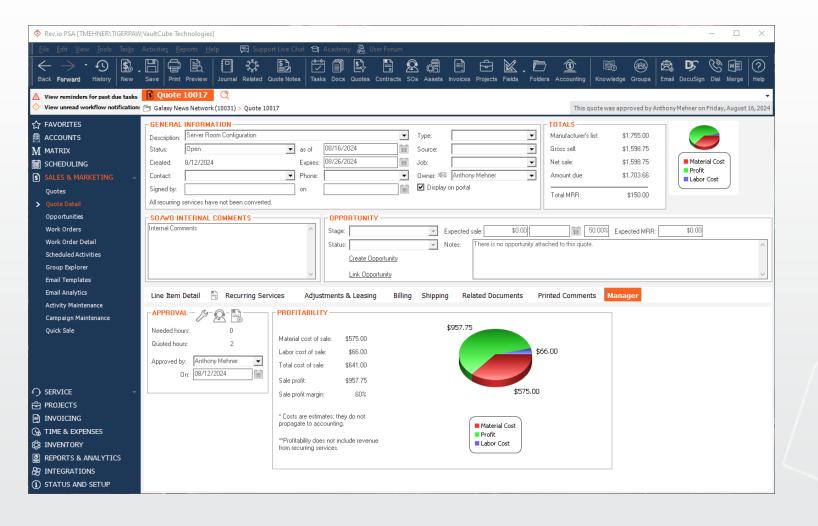
Quoting Recurring Services

- Quoted monthly recurring items now appear in a dedicated section of a Quote or Proposal.
- When adding a Contract template to a Quote, you can include quoted items to automatically calculate the Contract's price.
- All recurring financial information is stored separately as Monthly Recurring Revenue (MRR) on Quotes & Opportunities.



Converting Quotes to Contracts & Agreements

Automating Quote to Contract/Agreement



Convert recurring services into an Agreement or Contract with Ease

Line-item detail will flow to service order(s) like you're used to



Converting Quotes to Contracts & Agreements

- Through this functionality, Rev.io PSA enhances financial clarity and accuracy by distinctly categorizing different types of charges, this simplifies billing and revenue recognition processes.
- Automating the conversion of quoted items into service orders and contracts/agreements reduces manual effort, minimizes errors, and accelerates the overall workflow.



Questions?

PSA Deep Dive: Unlocking Automation in Service Order Management



