



## Installed Sales Module

bisTrack supports your company's initiatives to offer customers Installed Sales services with a flexible, full-featured module specifically designed to accommodate the multiple billing schedules of Installed Sales agreements.

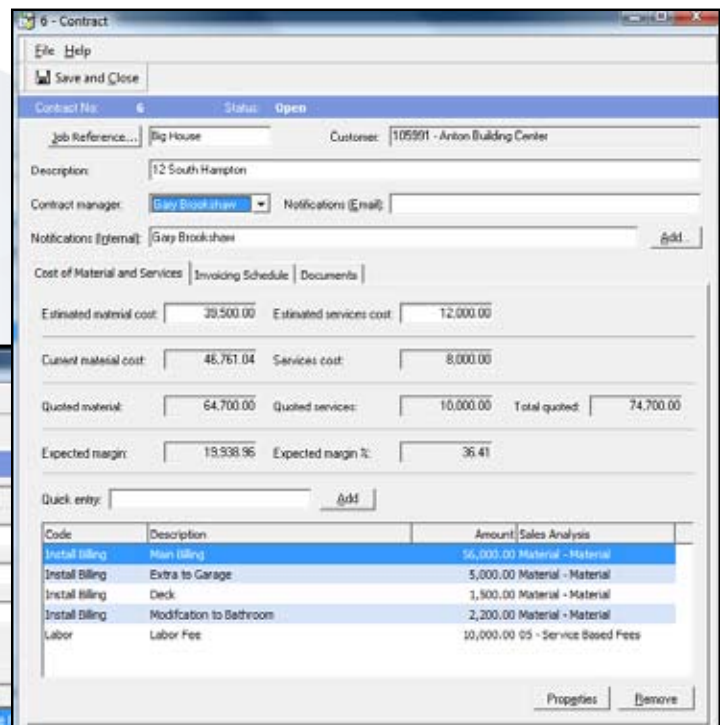
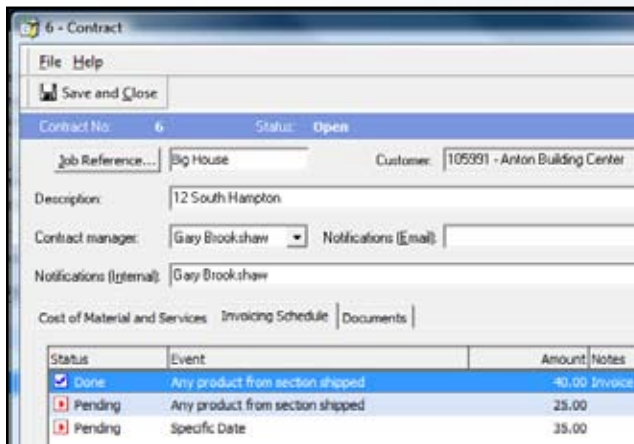
Easily create Installed Sales agreements, deliver the services using 3rd party or internal sources, and do progress invoicing to maximize cash flow and minimize risk. bisTrack's Installed Sales module allows you to quote and invoice for materials and services as follows:

- Sell at a fixed price that combines materials and installation services.
- Do multiple billings based on predetermined periods or events, instead of upon shipment.
- Split the total billing amount any way you want.

### Create Flexible Installed Sales Contracts

With bisTrack, you can create competitively priced Installed Sales contracts, knowing estimated costs and expected margins of both the individual components and total value of the Installed Sales contract. The Contract screens let you:

- Set up prices for materials and services that position you competitively in your market.
- Set up fixed-price invoicing schedules, where billing is tied to predetermined periods or events.
- Track current cost vs. estimate for material and services separately for ongoing visibility into your expected margin.



Set up fixed-price Installed Sales contracts and invoicing schedules, then monitor expected margin as the contract progresses.



### Coordinate Multiple Shipments

bisTrack helps you manage large orders with multiple shipments. You can:

- Create a master order broken down by project stages.
- Create multiple shipments directly from the master order.
- Get quick and accurate visibility into what has shipped and what is outstanding.

### Maximize Cash Flow and Profitability

With timely invoicing and ongoing estimates of profitability, you can manage your long-term, complex Installed Sales contracts making adjustments as required to avoid unprofitable surprises at the end of a contract. bisTrack allows you to:

- Track current costs vs. estimates for both materials and services throughout the contract.
- Seamlessly handle additions and adjustments to orders while still maintaining visibility into your profitability.
- Produce timely, accurate invoices based on the invoice schedules set up in the Installed Sales contract.
- Support Accounts Receivable Retention billing amounts for large contracts with hold back amounts.
- Get ongoing visibility into the real-time profits of an Installed Sales contract with "Expected Margin" on the main Contract screen.

Product Code	Description	Qty	Qty Per	Calcd Qty	Est Price/Est Per	Total Price/Sale Type	Total Invo	In Location
30 031	30x40 4000 Tracked C-11.25	40 ea		40	-8.00 ea	0.00 Delivered		
30 031	30x40 4000 Tracked C-11.25	10 ea		10	-8.00 ea	0.00 Delivered	317.30	
28034	28x40 3000 Stud Mem-Fr	81 ea		81	-8.00 ea	0.00 Delivered	763.80	
30 031	30x40 4000 Tracked C-11.25	22 ea		22	-8.00 ea	0.00 Delivered	776.32	
80 0205	12x 120 6 HB Back Hangers	2 ea		2	-8.00 ea	0.00 Delivered		
80 0205	12x 120 6 HB Back Hangers	1 ea		1	-8.00 ea	0.00 Delivered		
80 031	80x100 4000 Tracked C-11.25	2 ea		2	-8.00 ea	0.00 Delivered	716.30	
End of Lower Floor								
30 031	30x40 4000 Tracked C-11.25	0 ea		0	-8.00 ea	0.00 Delivered	758.30	
30 031	30x40 4000 Tracked C-11.25	250 ea		250	-8.00 ea	0.00 Delivered	5,675.00	
28 031	28x40 3000 Tracked C-11.25	81 ea		81	-8.00 ea	0.00 Delivered	3,851.20	
80 0205	12x 120 6 HB Back Hangers	1 ea		1	-8.00 ea	0.00 Delivered	351.20	
80 031	80x100 4000 Tracked C-11.25	1 ea		1	-8.00 ea	0.00 Delivered	86,400.00	
80 031	80x100 4000 Tracked C-11.25	1 ea		1	-8.00 ea	0.00 Delivered	5,675.00	
End of Main Floor								

Customer: 005911 - Anton Building Center  
 Job: Big House  
 Call Off Order: 00465

Quoted material: 64,700.00 Quoted services: 10,000.00 Total quoted: 74,700.00  
 Invoiced material: 46,500.00 Invoiced services: Total invoiced: 46,500.00

Status	Event	Amount	Notes
Done	Any product from section shipped	46,500.00	Invoice Profit Loss
Pending	Any product from section shipped	25.00	
Pending	Specific Date	35.00	

Code	Description	Sales Analysis	Quoted Amount	Previous Invoiced	Amount Remaining	Amount to Invoice	Retention
Install	Main Siding	Material - Material	16,000.00	12,000.00	14,000.00	0.00	0.00
Install	Extra to Garage	Material - Material	5,000.00	3,000.00	2,000.00	0.00	0.00
Install	Deck	Material - Material	1,500.00	1,500.00	0.00	0.00	0.00
Install	Modification to Bathroom	Material - Material	2,000.00		2,300.00	0.00	0.00
Labor	Labor Fee	05 - Service Based Fees	10,000.00		10,000.00	0.00	0.00

Scheduled progress invoicing improves cash flow and prompts ongoing reviews of Installed Sales contract profitability.

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