Sales Contracts

Whether you run a commercial workshop or charge internal customers/business units for servicing and repairs, Freeway's Contracting module can turn your job-cards into Sales Invoices.

Contracts

A contract represents 'how we charge'. You can have as many contracts as you'd like and each can consist of different charging strategies. Link many customers to the same contract if they are charged the same for parts and labour

Customers

A customer represents 'who we charge'. Customers can be internal business units, for example Marketing or Exports, or external customers if you're running a commercial workshop

Charge rules - parts

Each part in your inventory list is linked to a part type. It is per part type that you define your charging rules. For example, for part type: Tyres, apply a 10% markup on either the latest value or cost (what you paid for the part), whichever is greatest. You can also charge a specific price or a percentage markup or markdown based on RRP, Cost, Latest Value, Highest of Cost of Latest Value

Charge rules - labour

Hourly labour rates are defined per skill level and time band. For example, for a Fitter we charge 30.00 an hour between the hours of 8am and 4pm. Freeway knows which staff members possess which skills and when they completed their work, easily applying the applicable labour charges

Charge bands

A charge band is an attribute linked to an asset. In essence, it can be anything you want it to be. If it affects your labour charge for the same skill and time band, a charge band is a third dimension which could be taken into account. For example, you may charge different for vehicles than you do for plant

Reasons

Reason 1 represents 'why are we doing the work'. Usually, customers have no more than 5 reason codes setup. Certain reasons may be deemed chargebale while others may not. For example, we charge work based on Reason code: Planned Maintenance, while we don't charge for work based on Reason: Warranty.

Blameworthy reasons

Blameworthy reasons are often recharged to internal business units if the work is deemed blameworthy. If it's not, the asset owner will carry the cost, for Planned Maintenance for example, while work linked to Damage will be recharged.

Activation and expiry dates

Activation and expiry dates for certain rates make it easy for you to manage when your new rates should be applied without the worry of updating rate changes live. Simply define an end date for the current rate and an activation date for the new rate and Freeway will automatically pick up the correct rate

Consolidated invoices

Customers have the option to raise an invoice for each job-card, or they can hold off on invoicing until the end of the week/month and produce a consolidated invoice. You could also follow a mixed approach where certain customers are invoiced per job while others are invoiced once every fortnight, for example

Accounts integration

Sales invoices are generated from within Freeway and sent to the customer via email. Once the invoices have been produced Freeway will also export the data to your accounts package, updating your Sales Ledger. Freeway has existing exports to a wide range of accounts packages including SAP, Oracle, Sage, Syspro, Accpac, Quickbooks etc. with the option for custom exports to be developed