

# Trade in FloorManager for JobRunner

If the commercial segment of your business is growing take the opportunity to get a picture of the power of JobRunner. From project management functionality to integrated revenue recognition accounting and a Job Costing module with powerful job and management level reporting including that includes WIP.

Matt Stevens

# Project Functionality and WIP



- What's in a Project
  - Functional Change Orders
  - Profitability as a combined project and AIA billing functionality
  - Create a combined Work Order, PO and Invoice from multiple orders in the project.
  - Invoice independent of material status
- Revenue Recognition
  - Project Materials Directly Costed
  - Enterprise Job Costs for powerful job cost tools and Work In Progress reporting.

# Functional Change Orders



SA1v10 (2CC59C)

File Edit View Insert Format Records Scripts Tools Window Help

Delete Find All Find All Print Transfer List View Change Order Unlock Close Comm Set Comm Paid Template Sessions Export Validate Refresh Web Help Settings

Looked Ordered Work Order Received Scheduled Delivered Verified Invoiced Comm Set Comm Paid Closed % Comp Job Start Date Install Complete Mission Control 118 of 136

### Job One Point Floors

Job Start Date: [ ]

Project # 2917

Job # 2917 Customer PO [ ]

Date 2/22/2023 Plan Date [ ]

Designer [ ]

Project Manager [ ]

Accounting Manager [ ]

Line Of Business Tile Maintenance

Job Description Base Bid Tile Capozza

General Contractor [ ]

Architect [ ]

Owner [ ]

Ship To: [ ] Community / Plan [ ]

Address: 234 Boring Ave

City, State, Zip: IRVINE CA 92617

Phone: [ ] Start Date [ ]

Q Sold To: ELITE Construction Contact / Phone [ ]

2233 WILSON AVE

SAN DIEGO CA 92127

714-997-2780 Fax [ ]

Entry CRM Activities Upgrades Bundle Status Profits Chg Orders Job Mail Pick Ticket GPM Forms Project

Filter Mat | Lab Filter Product Type Filter Procurement Filter Job Progress Filter Job Costs Show Parameters Show Budget Entry Actual More Lines

Line#	Type	S.Quan	W.Quan	Unit	Length	Width	ID#	Product Description	LeBron Type / LeBron Description	Color / Item Number Area	Units	Actions	Unit Cost	Freight 1 Cost	Freight 2 Cost	Tax Cost	Over Head	Act Cost Landed	Act Cost Extended	Actual GPM	Variance From Orig. Bgt	Total Profit	Sell	Sell Extended	Date	
Line# 1	Ceramic	31700		SF				CROSSVILL 12x24 Character Ceramic FloorTile		Fancy Grey			\$14.00			\$0.16							\$109,507.25	\$6,624,005	\$210,000.00	2/22/2023
													\$3.00										\$31,700.00	\$4.00	\$126,800.00	
Line# 2	Underlayment	800		Each			3628	LATICRETE 254 Platinum Thin Set 50 Lbs		50 Lb Bag - Gray			\$15.25			\$0.80							\$2,569.62	\$20,333.33	\$12,200.00	2/22/2023
Line# 3	Grout	3170		BG				LATICRETE Laticrete Sanded Grout 1500 25#		TBD			\$15.00			\$0.75							\$13,353.62	\$20.00	\$83,400.00	2/22/2023
Budget Adj 1				EA				Tile cost increased by \$1.00/sf from										\$31,700.00				\$0.00	\$0.00	\$31,700.00	2/22/2023	
Line# 4																			\$0.00				\$0.00	\$0.00		

Additional Transactions

Date	Record #	Name	Quan	Unit	Description	Cost	Total

Budgeted Versus Projected Profits Comparison

	Budgeted	Projected	Difference	Cost To Date All
Total Job Cost				
Total Job Profit				
Total Job GPM				

Job Analysis

Totals	Refresh Totals
Grand Total	
Payments	
Balance	\$412,400.00

Navigator Opportunity Proposal Installer Workorder Customer Payments PO Product Catalog Calendar Invoices A/R Bills A/P Inventory Job Mail

# Profitability of Project



[Delete](#) [Find](#) [Find All](#) [Print](#) [Transfer](#) [List View](#) [Change Order](#) [Unlock](#) [Close](#) [Comm Set](#) [Comm Paid](#) [Template](#) [Sessions](#) [Export](#) [Validate](#) [Refresh](#) [Web Help](#) [Settings](#)

[Locked](#) [Ordered](#) [Work Order](#) [Received](#) [Scheduled](#) [Delivered](#) [Verified](#) [Invoiced](#) [Comm Set](#) [Comm Paid](#) [Closed](#) [% Comp](#) [Job Start Date](#) [Install Complete](#)

**Job** *One Point Floors* Job Start Date: 11/10/2022 Project # 2829

**Sold To:** ELITE Construction, 2233 WILSON AVE, SAN DIEGO, CA 92127, 714-997-2780  
**Contact / Phone:** [Redacted]  
**Ship To:** Just another jobsite, 1234 Boring Ave, IRVINE, CA 90017, Start Date: 11/10/2022  
**Community / Plan:** [Redacted]

**Project Information:**  
 Owner: [Redacted]  
 General Contractor: [Redacted]  
 Architect: [Redacted]  
 Designer: [Redacted]  
 Project Manager: [Redacted]  
 Accounting Manager: [Redacted]  
 Line Of Business: Tile Maintenance  
 Job Description: Base Bid

**Job # 2829**  
 Customer PO: [Redacted]  
 Date: 10/3/2022  
 Plan Date: [Redacted]  
 Designer: [Redacted]  
 Store: One Point  
 Entry Person: Matt  
 Sales Person 1: Matt  
 Sales Person 2: [Redacted]

[Entry](#) [CRM Activities](#) [Upgrades](#) [Bundle](#) [Status](#) [Profits](#) [Chg Orders](#) [Job Mail](#) [Pick Ticket](#) [GPM](#) [Forms](#) [Project](#)

[Filter Mat / Lab](#) [Filter Product Type](#) [Filter Procurement](#) [Filter Job Progress](#) [Filter Job Costs](#) [Clear Filtering](#) [Show Parameters](#) [Show Budget](#)

Type	S.Quan	W.Quan	Unit	Length	Width	ID#	Product Description	Labor Type / Labor Description	Color / Item Number Area	Kits	Actions	Unit Cost	Freight 1 Cost	Freight 2 Cost	Tax Cost	Over Head	Act Cost Landed	Act Cost Extended	Actual GPM	Variance From Orig. Bldg	Total Profit	Sell	Sell Extended	Date	
Carpet	550		SY				CPT Allowance	Install Carpet Glue Down	TBD			\$15.95	\$9.85				\$0.00	\$0.00		\$10,402.01	\$15,000.00	\$27,272.72	\$15,000.00	10/3/2022	
Line# 1	550		SY	12			Carpet					\$3.00					\$0.00	\$0.00		\$1,850.00	\$4,000.00	\$7,272.72	\$4,000.00	10/3/2022	
Notes	Color/Description: Style/Item Name: Carpet 12																								
Customer																									
Carpet	550		SY				Adhesive Allowance					\$1.25					\$0.00	\$0.00		\$787.18	\$1,100.00	\$2.00	\$1,100.00	10/3/2022	
Line# 2																	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	10/3/2022	
Notes	Color/Description: Style/Item Name: 12x24 Ceramic Tile																								
Customer																									
Ceramic	3170		SF				CROSSVILL 12x24 Character	FloorTile	Fancy Grey			\$4.85					\$0.35	\$2.83	\$9,406.50	25.82%	\$103.50	\$4,818.34	\$6,824.65	\$21,000.00	10/3/2022
Line# 3	3170	3320	SF	12			Ceramic					\$3.00					\$0.00	\$0.00		\$1,103.50	\$3,273.50	\$4.00	\$12,880.00	10/3/2022	
Notes	Color/Description: Style/Item Name: 12x24 Ceramic Tile																								
Customer																									
Ceramic	80		Each				4205 MAPEI Ultraflex 2 - 50 Lb (Stocked)		Gray			\$15.25					\$1.11				\$256.98	\$20,333.33	\$1,220.00	\$0.00	10/3/2022
Line# 4																	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	10/3/2022	
Notes	Color/Description: Style/Item Name: 12x24 Ceramic Tile																								
Customer																									
Grout	3170		SF				LATICRETE Laticrete Sanded Grout 1500 25#		TBD			\$0.15					\$0.00	\$0.00		\$544.45	\$775.00	\$2,444.794	\$775.00	10/3/2022	
Line# 5																	\$0.00	\$0.00			\$0.00	\$0.00	\$0.00	10/3/2022	
Notes	Color/Description: Style/Item Name: 12x24 Ceramic Tile																								
Customer																									

[Additional Transactions](#)

Date	Record #	Name	Quan	Unit	Description	Cost	Total
11/3/22	4426	Ace Tile Installer	25	ea	floor prep	\$10.00	\$250.00

[Budgeted Versus Projected Profits Comparison](#)

	Budgeted	Projected	Difference	Cost To Date All
Total Job Cost	\$39,119.31	\$28,801.20	\$12,318.11	
Total Job Profit	\$16,855.69	\$28,973.80	-\$12,318.11	
Total Job GPM	29.86%	51.95%		

[Totals](#)

	Totals
Grand Total	\$55,775.00
Payments	
Balance	\$55,775.00

[Navigator](#) [Opportunity](#) [Proposal](#) [Installer / Worker](#) [Customer Payments](#) [PO](#) [Product Catalog](#) [Calendar](#) [Invoices A/R](#) [Bills A/P](#) [Inventory](#) [Job Mail](#)





# Revenue Recognition Accounting



- Different financial flow for material costs
- Job Cost directly for special order materials
  - Straight to Purchases/Cost Of Goods Ledger when Payable accepted
  - No Invoice Involvement
  - Stock materials get costed when delivered on a pick ticket
- Enterprise Job Costs
  - Job Cost Reporting and Analyzing
  - Project Cost Master
  - WIP

# Next Up: Breakout #6

1:45 – 2:30 pm

- Mission Control for System Health – Griffin Ballroom
- PS Mobile Module– Belle Meade Room
- Estimation Integration with JobRunner & FloorManager –  
Arlington Room