The Top 3 Job Profit Killers
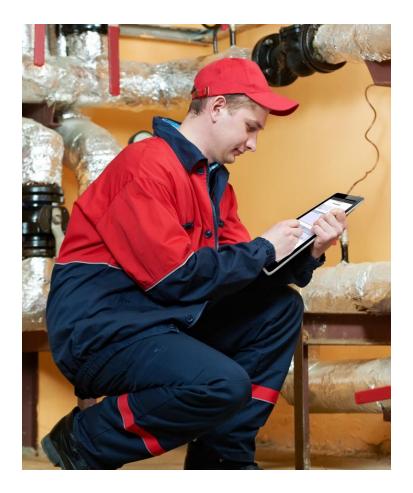## for Electrical, Plumbing and/or HVAC Businesses

How to spot them and how to avoid them.

Table of Contents

Introduction

There are many ways to lose $'s on a Job. Items missing on a customer invoice, reacting too late to a labor overrun, processing jobs manually are just a few examples.

Job Profit Killers work against you and your profit margin. We're focusing on 3 of the most common ones:

Profit Killer # 1. Not knowing what jobs are costing you.

Profit Killer # 2. Inefficient job processing.

Profit Killer # 3. Inaccurate material costs.

Solution

Solution # 1. Find an easy to use, integrated Job Cost program.
Job Cost details the material, labor, and direct costs on a job. It's your bedrock for establishing fair prices in your marketplace.

Look for *Single entry Job Cost* where data flows throughout your business program. Data should naturally integrate with any/all of these - Estimating, Purchasing, Billing, Payroll, Accounting and Mobile. Summary and Detail Work-in-Progress reporting is essential. Material Supplier Cost Updating is also a plus.

Solution # 2. Do you have any processing bottlenecks?
Many contractors have areas in their business where they should streamline procedures. Here are a few questions to ponder:

Short-term, Service & Time and Material Jobs:
- What's our Dispatch to Billing turnaround time?
- Do we have job paperwork issues/delays from the Field Techs?
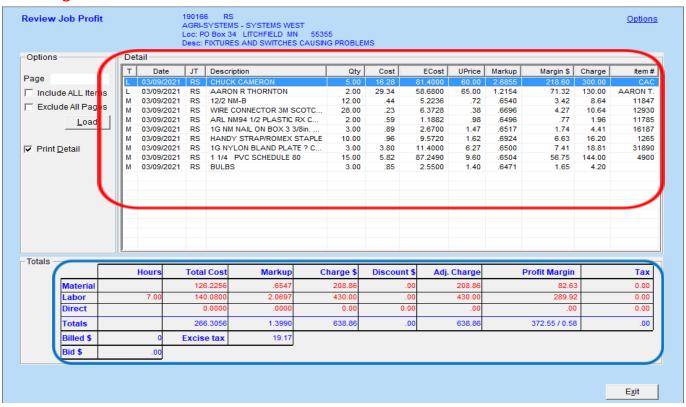- Do we spend too much time costing & pricing jobs, billing customers, updating materials costs?

Long-term Contract Jobs:
- How easy is it to spot a potential *labor overrun*?
- Which jobs are currently *over/under budget*?
- Are we being *overbilled* vs. what we were quoted?
- What's our 'projected hours' to complete this job?

Solution # 3. Auto Price Updating. In today's economy, volatile material costs require constant effort to stay current with vendor prices. Manually updating material costs can be time consuming and *fraught with errors*. Auto Supplier Price Updating cuts the manual time by up to 99%, with guaranteed accuracy.

The **Job Profit Preview** should be viewed or printed for decision makers to check and correct before the next Billing goes out for the Job.

The Job Material and Labor records are displayed with Costs, Charges and Profit Margins.

Total Cost, Charge and Profit Margin are shown for the next Job Invoice.

Conclusion

To avoid Job Profit Killers that lurk around every corner, apply the above-mentioned solutions, and shore up your job profit margin.

On the previous page, The **Job Profit Preview** helps you make the Profit Margin needed on every Job Invoice!

- Catch any missed Material Items prior to billing.
- Ensure all Labor Hours are accounted for on the Job.
- Verify that the Cost and Price are correct for every Job Item.

Use this vital tool *before* you Invoice the Job and stifle the Job Profit Killers.

"No one in our company creates an Invoice before referring to the Job Profit Preview.   Many times, it has saved us money by showing us if our Techs forgot something...invaluable!" Dawn, Buchner Mechanical

About ProTechnology & COBRA

ProTechnology was founded in 1996, with its roots in production document generation and electronic forms, and specializes in delivering print & electronic document solutions, process automation/workflow solutions, data capture/mobility and web output projects.
ProTechnology became an expert in intelligent fillable PDF forms for mobile data capture as an Adobe National Solutions Partner and developed a range of software specifically for Mobile Field Service Automation.

COBRA Contractors Software is the result of more than 30 years of serving the Contracting industry. Trends in technology and in the industry drove COBRA's development, resulting in time and money saving features that have been requested by Contractors for years.

ProTechnology & **COBRA** teamed up in 2014 to create an integrated Mobile & Office Contractors Software Solutions that takes the contracting business to new levels of efficiency and productivity that could not otherwise have been realized.