

Rate Structure.

Understanding and managing rates for automated pricing

VENDOR RATE

What you pay your vendor

CLIENT RATE

What you charge your client

RATE TYPES

Per Service · Per Hour · Per Task · Per Event · Equipment Task Time & Materials

UPDATED

October 2026

RATES INFLUENCE ✓ Proposals ✓ Work Orders ✓ Purchase Orders ✓ AP & AR Invoices ✓ Profit Calculations ✓ Dispatch Decisions ✓ Billing Accuracy

HOW RATES CONNECT TO SERVICES

A Service is any activity you provide or subcontract, landscape maintenance, snow removal, irrigation repair. Each service supports one or more rate types.

Per Service

Set price each time

Per Hour (T&M)

Time & materials

Per Task

Per completed task

Per Event

Snow range dependent

Equipment Task Time & Materials

Usage or rental

Service + Rate Type = Billable Logic

WORKED EXAMPLE · PER SERVICE RATE, HVAC REPAIR

1 Generic

Every client, every site

\$200

2 Region

Northeast Region sites

\$210

3 Client

Macri Associates, all sites

\$175

4 Site

Macri's Veterans Ice Arena

\$125

5 Vendor

WestCoast Services at Veterans Ice Arena

\$115

All other Macri sites pay them **\$175**

One work order, HVAC Repair at Veterans Ice Arena, assigned to WestCoast Services: the platform pulls **\$115**, the most specific rate on file.

WHY ACCURACY MATTERS

Automated billing precision

Faster AP/AR turnaround

Fewer pricing exceptions

Consistent margins

Scalable operations

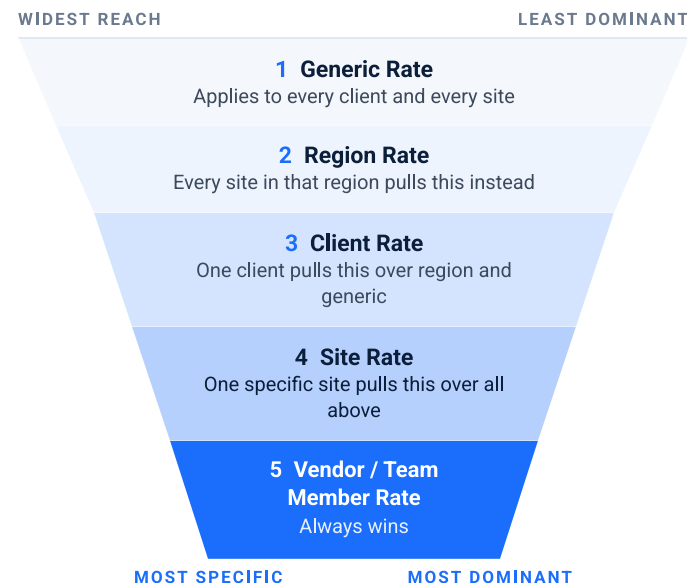
Cleaner financial data

"Clean rates = automation power."

Configured correctly, the platform auto-generates pricing for proposals, work orders, POs, AP, AR, and profit, with no manual work.

THE RATE HIERARCHY

The wider the level, the more of your business it covers. The narrower the level, the more dominant it is. **The most specific rate always wins.**



Rates pull into every transaction: work orders, proposals, POs, and AP/AR invoices.