2023

Work Order Playbook





Service Department 2023

TABLE OF CONTENTS

TABLE OF CONTENTS	1
PURPOSE	2
RESPONSIBILITIES	2
DISPATCH STATUS DEFINITIONS	4
SPECTRUM INFORMATION VISIBILITY	5
SALES PROCESS	
CREATE WORK ORDER	
Create new work order	5 19
REVIEW WORK ORDER	42
Review Work Order	
SCHEDULE WORK ORDER	
Manpower PlanningUnassigned Work OrdersFinished and Go Back Work Order Assignments	48
PERFORM WORK ORDER	54
Service Pledge	55 60
BILL WORK ORDER	62
Accounting ScheduleBill Work Order Dispatch Statuses Bill Work Order	63
CLOSE WORK ORDER	75
Close Work Order	75
FLAGGING INCOMPLETE WORK ORDERS	82
Office Personnel	82

PURPOSE

Define the responsibilities of each role in the service department. Provide step by step instructions for the work order process from the creation of a new work order to the final billing and close out. Clearly define who is responsible for the information entered into a work order. Show which information is visible to which roles internally and which information is visible to clients.

RESPONSIBILITIES

ACCOUNT MANAGER

- Sales process
- o Technical consultation to clients
- Promotion of key services
- Establish and maintain intimate client relationship
- Client information
- Site information
- Vendor quotes
- Determine the scope of work
- Enter work ordered notes detailed scope
- Enter work summary brief scope summary and scheduling details
- o Create estimates
- Create work orders with complete and accurate information
- Upload all relevant documents into Spectrum proposal, drawings, product data sheets, quotes, etc.
- Provide complete and accurate work order information to operations team at turnover
- Answer scope questions from service technicians

SERVICE MANAGER

- Review work orders
- Schedule work order
- Coordinate workforce
- Manage projects
- Look ahead and understand project pipeline
- Manage department

SERVICE SUPERVISOR

- Review work orders
- Ensure work orders are ready to schedule
- o Manage service technicians
- o Answer methods and code questions from technicians

- Coordinate workforce
- Coordinate shutdowns
- o Ensure work is done safely

SERVICE COORDINATOR

- Review work orders
- Schedule work orders
- Coordinate workforce
- Monitor and update assignment dispatch statuses Go back, Unassigned, Finished

SERVICE TECHNICIAN

- o Uphold service pledge
- o Verify scope
- o Check all notes sections field connect
- o Perform work
- o Enter notes Daily Summary, 100% Complete
- Update contact information
- o Closeout assignments in Field Connect
- o Update dispatch statuses Assigned, Go Back, Finished
- o Call supervisor for Methods, safety, anything non scope related
- Call account manager for -Scope questions and changes

PROJECT ENGINEER

- Submittals
- Purchase orders
- o Tracking material
- o RFI's
- o Permits
- o Subcontracts
- Reports
- Update dispatch statuses Needs Parts, Parts Ordered, Unassigned

PROJECT ACCOUNTANT

- Bill work orders
- Close work order
- o Create sites
- Create customers
- Accounts receivable/collections
- Setup service technicians in Spectrum
- Payroll functions
- Inventory

DISPATCH STATUS DEFINITIONS

	Dispatch	wo		
Description	Code	Status	Step	Denver
Assigned	Α	Assigned	Schedule	WO is assigned to a technician
				Ryan has placed WO in a hold because it is not ready to
Ryan	С	Hold	Review	schedule.
				Assignment is finished. This removes the assignment from
				techs assignment list in field connect on tablet. If there are
				no more assignments in Field Connect for the WO, the work
			order is put into "Finished" status in spectrum. There can	
				be multiple assignments for one work order. Tech should not put assignment in finished status unless assignment is
Finished	F	Finished	Perform	finished. Otherwise use "GoBack" status.
		111131164		Indicates parts need to be ordered before work can be
NeedsParts	K	Hold	Review	scheduled.
				Indicates the need for service supervisor review prior to
				scheduling. (Permits, long lead material, manpower,
				subcontractors, shutdowns, safety, engineered drawings,
			documentation, project engineer support, permitting,	
				scheduling, and anything else that is required to perform
Manager	M	Hold	Review	the work.)
PartOrdered	Р	Hold	Review	Material has been ordered and has not yet shipped.
				Return trip is needed to complete assignment. This keeps
				assignment on tech's assignment list in field connect. Keeps work order open in spectrum. Requires communication with
				service coordinator. What are you going back for and
Go Back	R	Hold	Perform	when?
Scheduled	S	Assigned		Used for specific date required date by customer
Cust Hold	Т	Open	Review	WO is on hold due to customer request
		·		WO is ready to schedule. All material received and review
Unassigned	U	Open	Schedule	has taken placed.
				Project accountant uses this code to indicate invoice has
WO Recvd	W	Finished	Bill	been sent to customer
				Used for progress billing when a work order can be billed as
				the work is being done instead of a lump sum when the work is
				complete. This is determined case by case and is typically based
04 5:11:			5	on the value of the contract.
% Billing	Z	Assigned	Bill	

SPECTRUM INFORMATION VISIBILITY

Information entered in Spectrum is visible to other Encore employees only except for **Invoice Notes**. **Invoice Notes** are used by project accountants to create invoices for customer billing which are visible to customers.

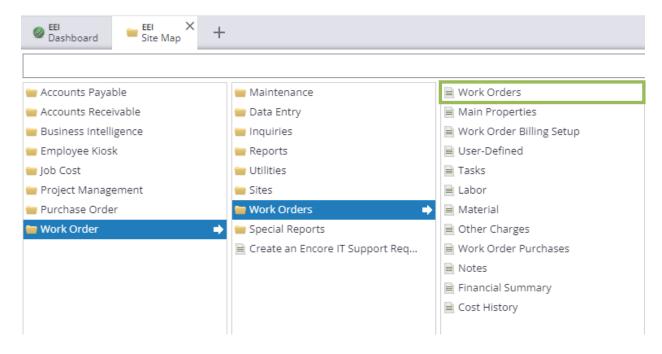
SALES PROCESS

- Customer requests work
- o Account managers request customer, site, work order contact information.
- Determine scope of work.
- o Understand specific requirements and considerations.

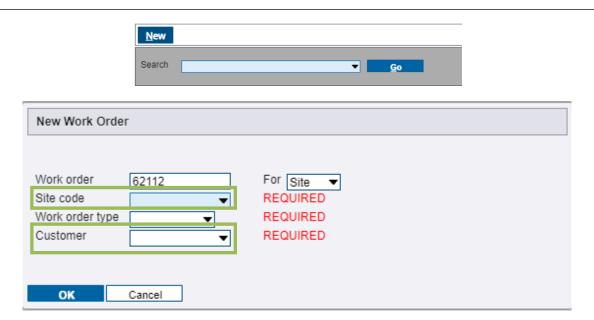
CREATE WORK ORDER

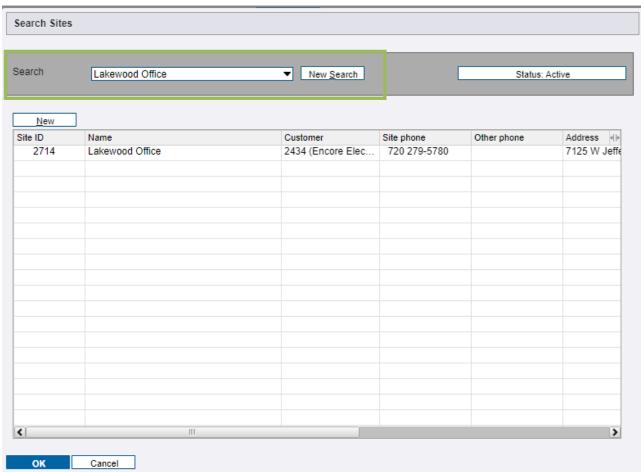
CREATE NEW WORK ORDER

1. Go to work orders on the site map.

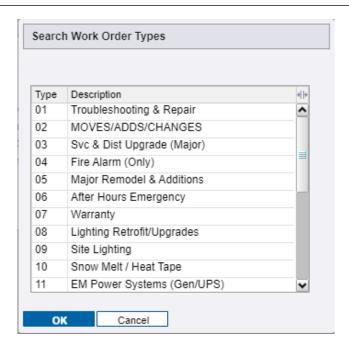


For existing sites and customers, select new and search existing sites and customers in the dropdown menus. For new customers and sites, fill out the new customer or site form and send the request form to the project accountant. Project accountants are responsible for creating sites and customers.

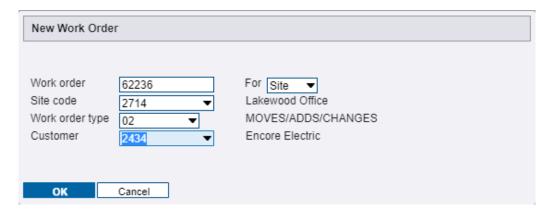




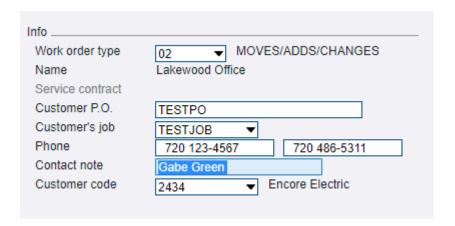
3. Select the appropriate work order type. Typcially Troubleshooting & Repairs or Moves/ADDS/CHANGES for work orders.



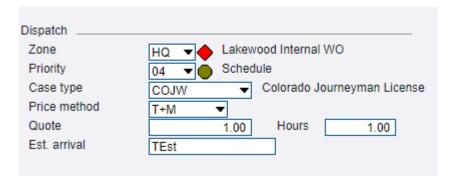
4. Search for the appropriate customer from the dropdown if different from the default and select OK.



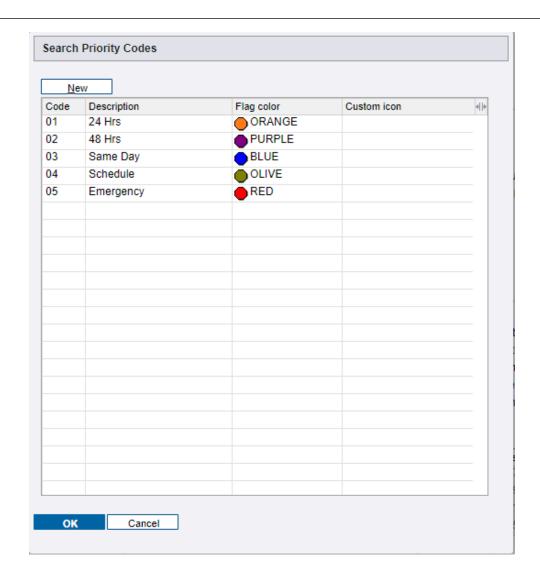
5. Enter information as prompted in the **Info** on the **Main** tab. Phone and Contact note are the primary contact information for the work order and should be the first call for the service technician. Contact note and phone number are critical information and should be checked for accuracy when each work order is created. Customer job number is rarely utilized.



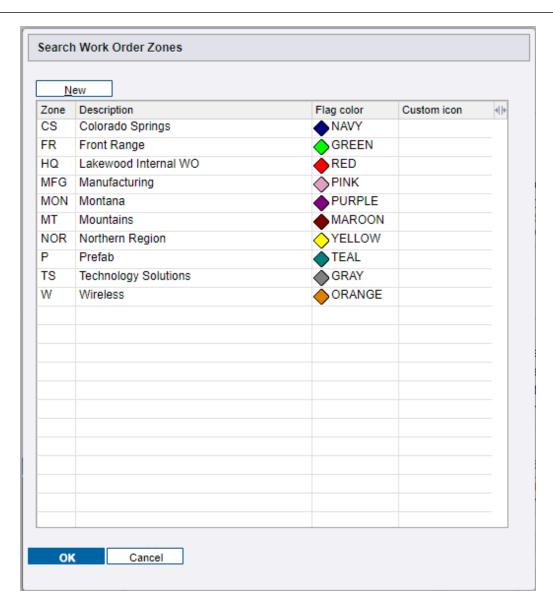
6. Enter information under **Dispatch** section.



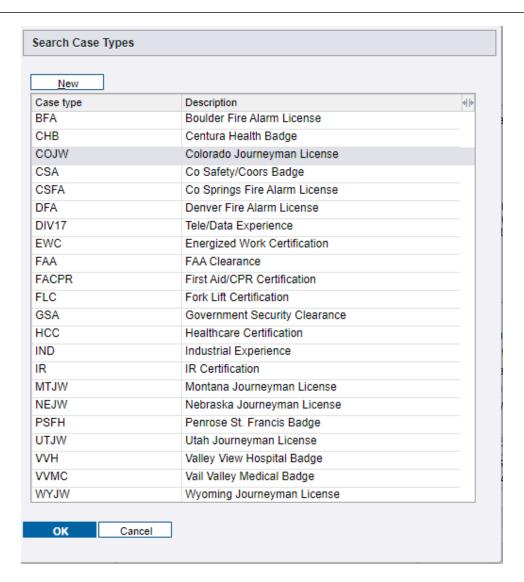
Priority is how soon the work order needs to be scheduled.



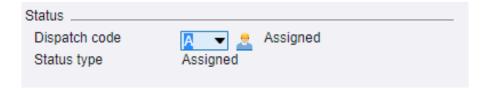
Zone is where the work is taking place and indicates business unit performing the work.



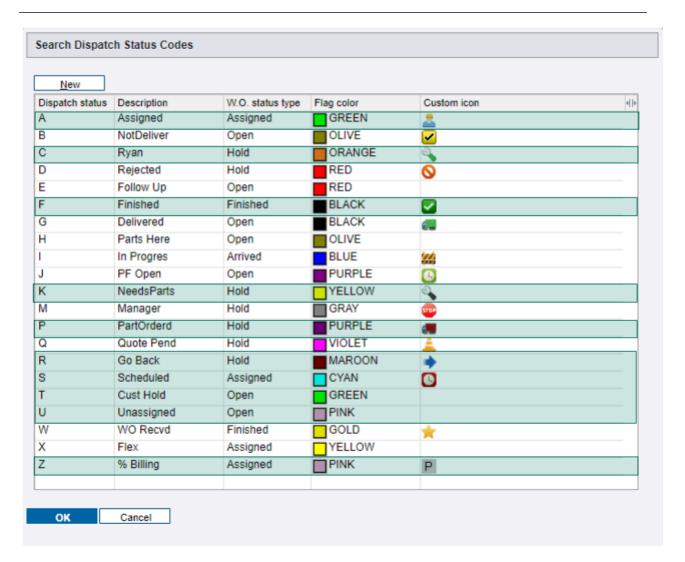
Case type indicates licensing and certification required. The system defaults to Colorado Journeyman License.



7. Select the appropriate **Dispatch Code**.



This section contains dispatch codes used by all business units that create work orders such as Technology Solutions and Prefabrication. The relevant codes for Denver service are indicated below.



All newly created work orders should be put in Unassigned, NeedsParts, or Manager.

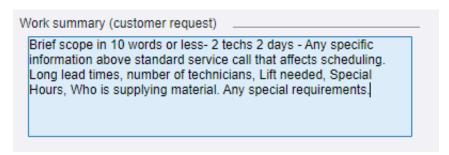
Needs Parts indicates that parts should be ordered before the work can be scheduled.

Manager indicates the need for service supervisor review prior to scheduling. (Permits, long lead material, manpower, subcontractors, shutdowns, safety, engineered drawings, documentation, project engineer support, permitting, scheduling, and anything else that is required to perform the work.

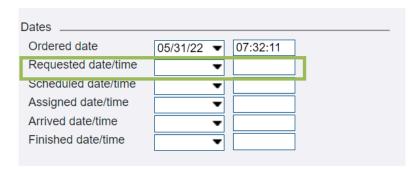
Unassigned indicates that the work order is ready to schedule. Simple work order with no special requirements and does not require supervisor review. (changing a receptacle)

- 8. Complete the 'Work Summary' section with any information that affects scheduling. This section is limited to 250 characters and should contain the following:
 - a. Brief scope description in 10 words or less
 - b. Number of technicians and estimated time required to complete work (2 techs for 1 day or 1 tech for 2 days)
 - c. Start date only specified if customer requests specific date

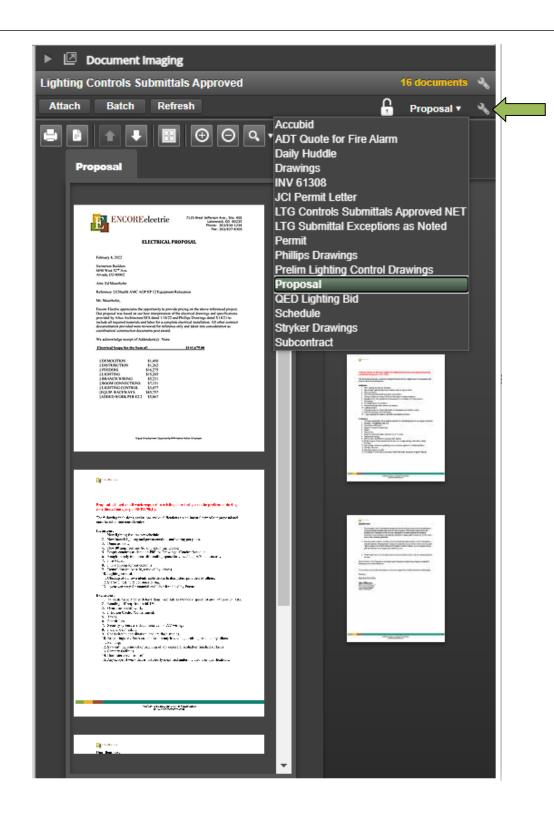
d. Any other relevant information: lifts needed, critical dates, after hours, long material lead times, who supplies material, etc.

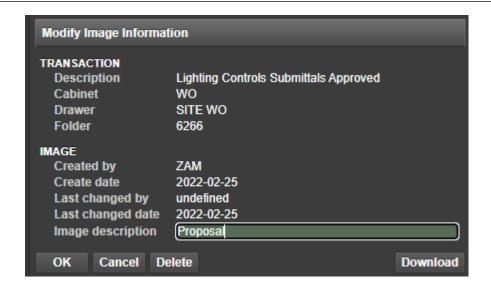


Start dates specified by customers should be entered into Requested Date in the Dates section.
Use this section only for dates requested by customer. Service coordinator is responsible for scheduling.

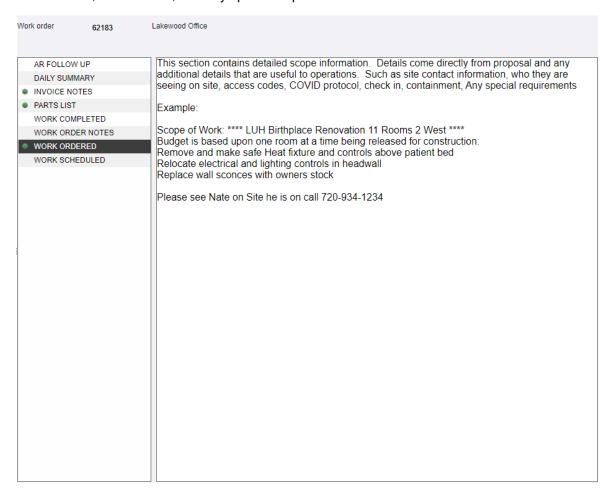


10. Upload all relevant documents to **Document Imager** by dragging and dropping or selecting **Attach**. This section should contain vender quotes, proposal, change orders, executed contract, client PO, drawings, and any other documents necessary for operations to be successful. Once uploaded, the documents must also be properly labeled inside of spectrum by clicking the wrench icon at the top right of the screen. Label documents to clearly indicate the type of document.

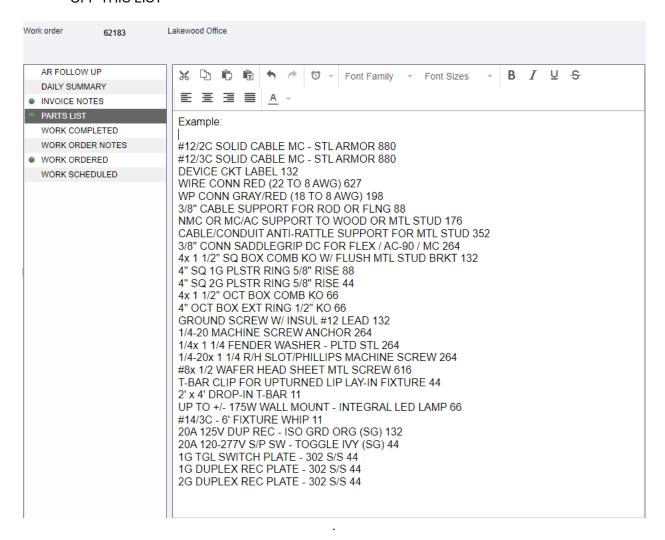




11. Go to Work Ordered Notes under the Notes tab. This section contains detailed scope information. Details come directly from proposal and any additional details that are useful to operations. Such as site contact information, who they are seeing on site, access codes, covid, check in, containment, and any special requirements.



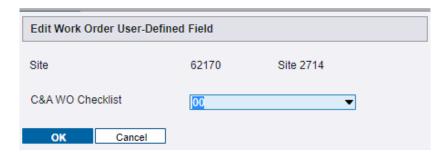
12. Go to Parts List in the Notes tab. Enter a generalized parts list from Accubid to give service technicians a general idea of what was included in the estimate to complete the work order. Service techs determine exactly what they want to use to complete the work. DO NOT ORDER OFF THIS LIST

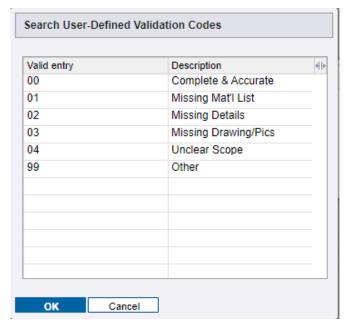


13. Go to the **UDF** (user-defined fields).

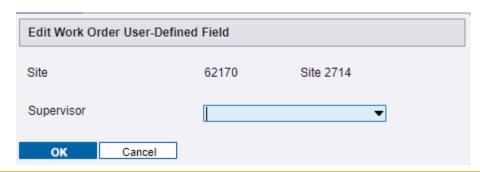
Prompt	Current setting
C&A WO Checklist	00
Category	
PE	Gabe Green
Quantity	
Supervisor	
Turnover?	00

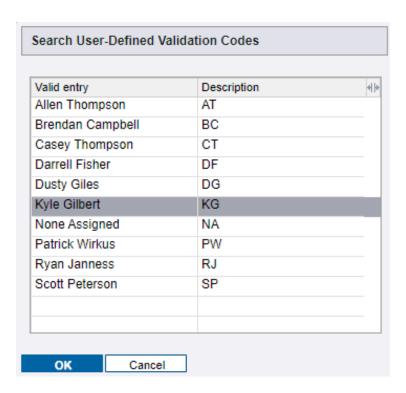
a. **C&A WO Checklist** enter 00 – Complete & Accurate. Any other value will put the work order into the "Unschedulable" Dashboard in spectrum. This is used by other roles to flag work orders with incomplete information.



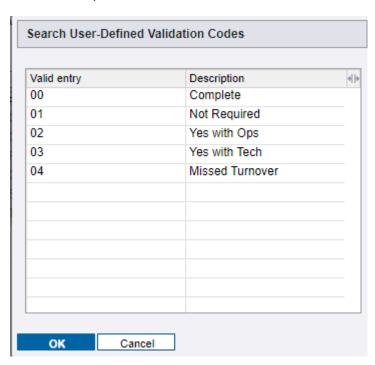


- b. Category UDF is for prefab and is not used for service work orders.
- c. **PE** is entered if known at this point but can be assigned later by the service manager.
- d. Quantity is not required for service work orders
- e. **Supervisor** can be assigned at this point if known or assigned by the service manager later if unknown at this point. Typically assigned based on which service supervisor has the most knowledge about this site.



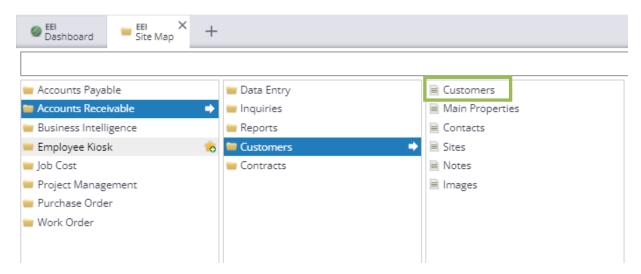


f. **Turnover?** is required at this point. Indicate if turnover has been completed or is required. No value puts the work order into the "Unschedulable" dasbhoard.



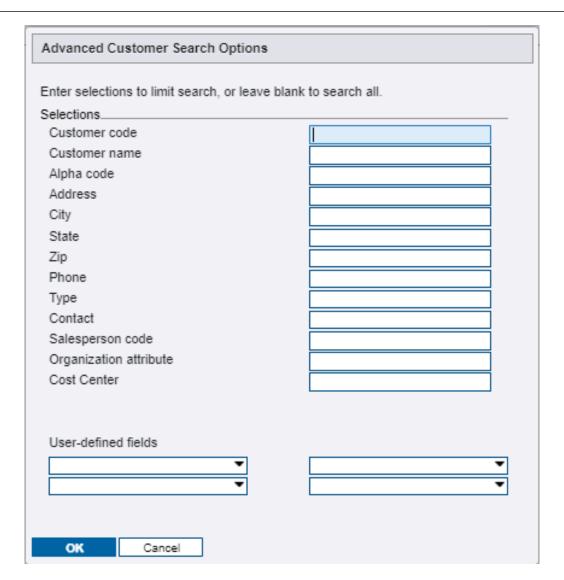
CREATE NEW CUSTOMER

1. Go to **Customers** on the Spectrum site map.

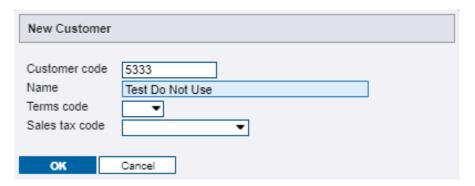


2. Make sure that the customer does not exist in the system by clicking the dropdown menu and searching for the customer.

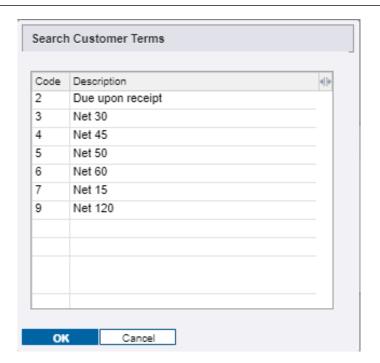




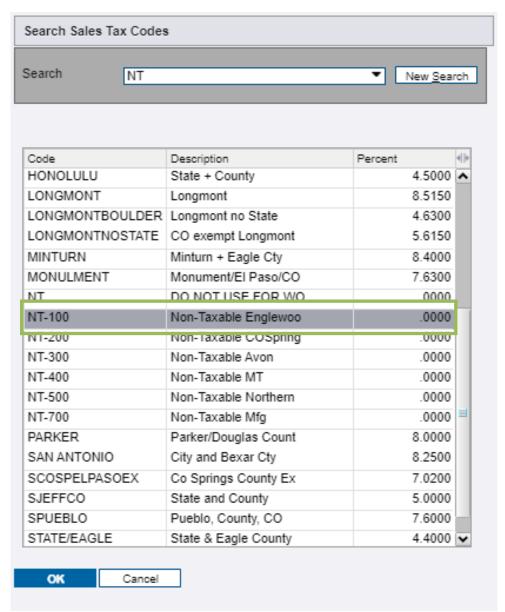
3. Click new and press enter to autogenerate the next customer code number and enter the name of the new customer.



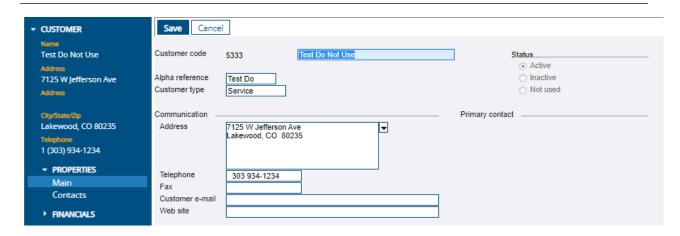
4. Click the drop down next to terms code and enter the appropriate term. This will typically be net 30.



5. Click the sales tax code dropdown menu and enter NT into the search field. Scroll down and select NT-100 which is the default code used at the customer level. Sales tax codes are assigned at the site level and not the customer level because tax is dependent on location. For instance, one customer could have multiple sites in different locations with different sales tax codes.



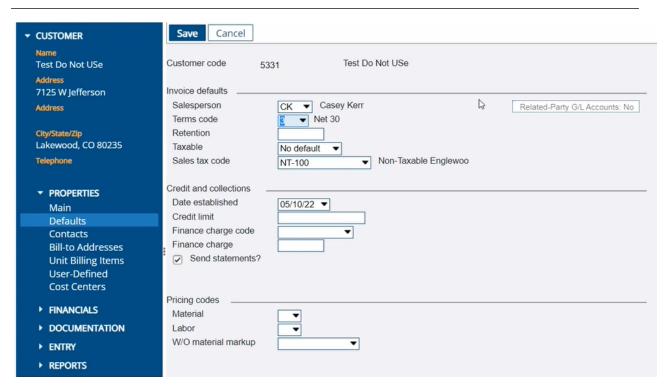
6. On the **Main** tab of customer **properties**, enter the address and contact information from the customer setup form. The customer type field can be left blank or enter "Service".

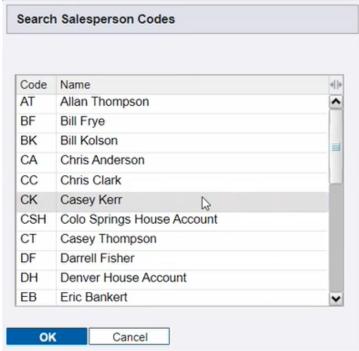


7. Enter any customer specific information such as who to contact for billing into the work order warning field. Work order warning is shown on the main page of every Work order created under the customer. **Resale** and **Attributes** are not utilized.



8. Select **Defaults** under the properties menu and enter the correct account manager in the Salesperson dropdown menu.

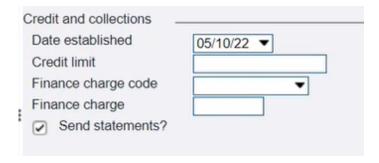




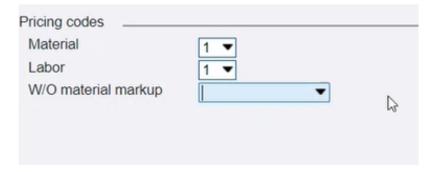
9. Select if the work order is taxable. Default setting is "Yes" because tax exempt status requires a tax-exempt certificate. It is critical to know if a job is tax exempt as soon as possible. Always ask the account managers tax exempt status.

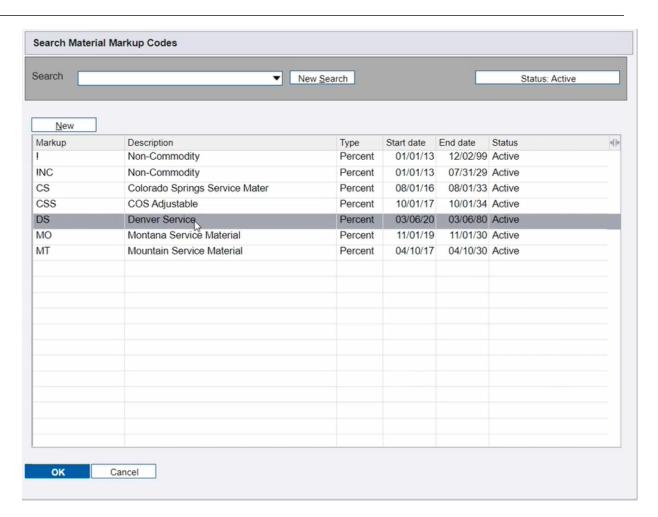


10. Leave Credit and Collections fields in their default state.

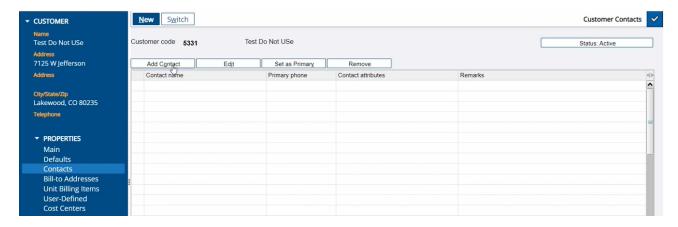


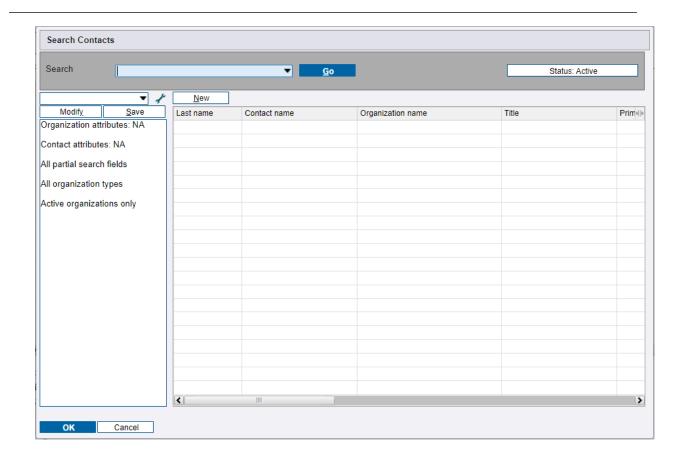
- 11. Enter the Material and Labor values from the customer setup form into the dropdown menus.
- 12. Click **W/O material markup** drop down, click "go" next to the blank search field and select the correct markup code.



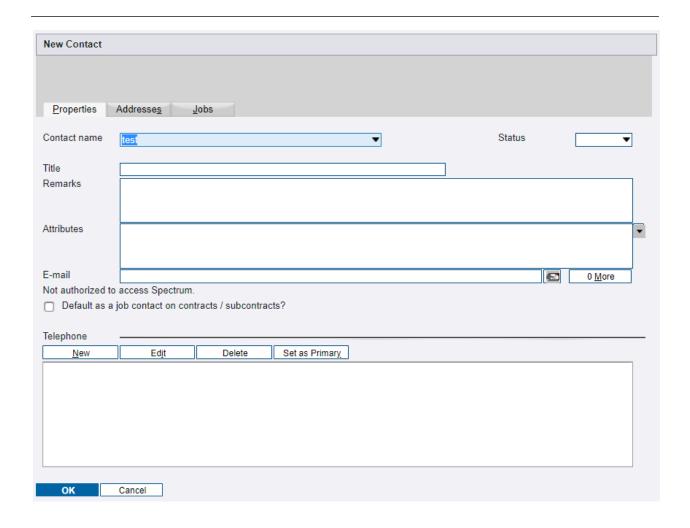


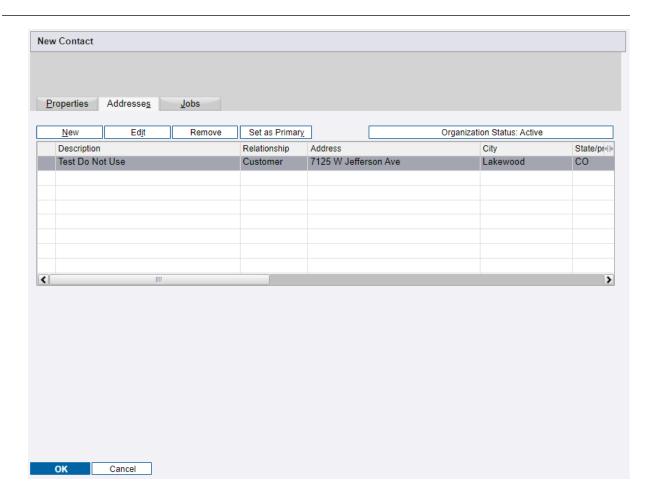
13. Select Contacts under the Properties menu and click add contacts, then click "New" to enter new customer contact information from the customer setup form. Use the search bar to search for existing contacts to add to a customer.



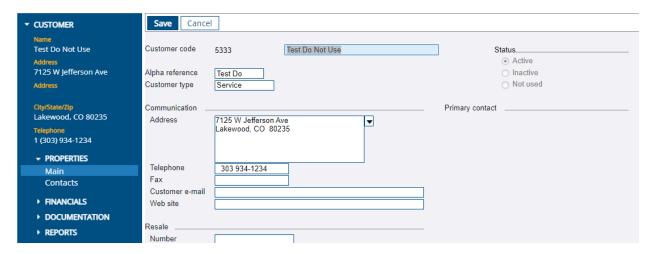


14. Complete the fields under the "Properties" tab. Addresses and Jobs tabs are not changed.



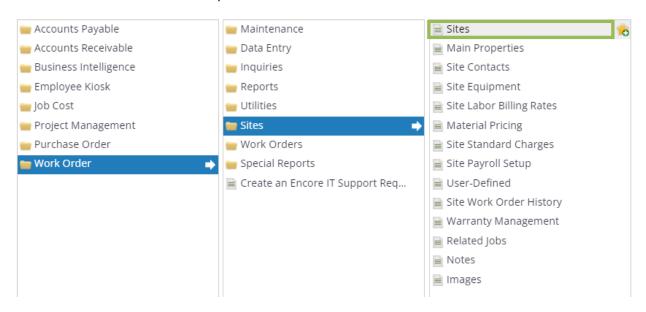


15. Go to **Main** under properties and click **save** to save the new customer.

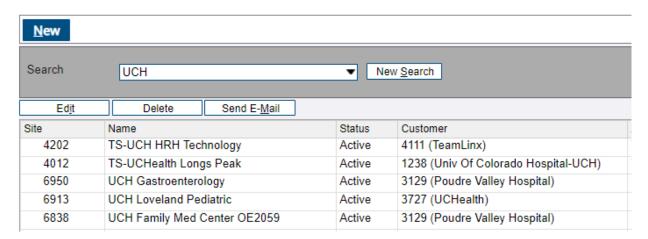


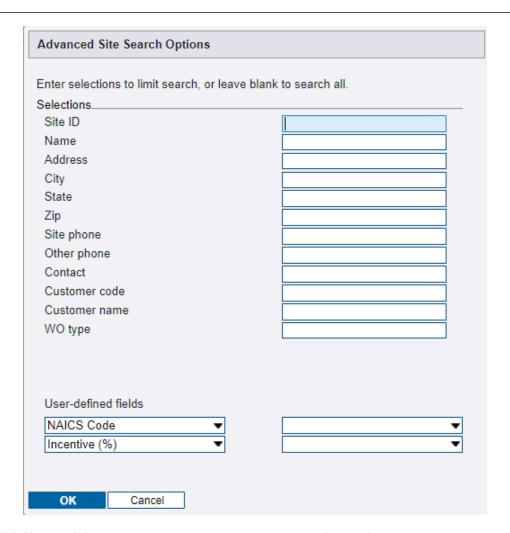
CREATE NEW SITE

1. Go to **Sites** on the site map.

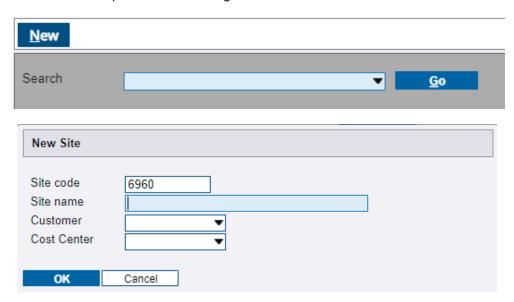


2. Use the search function to search key words or click the drop down for advanced search options to determine if the site already exists in the system.



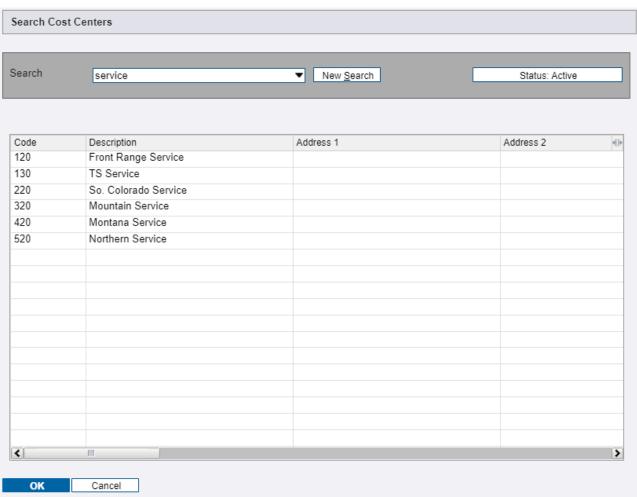


3. Click **New** and then press enter to autogenerate a new site number.

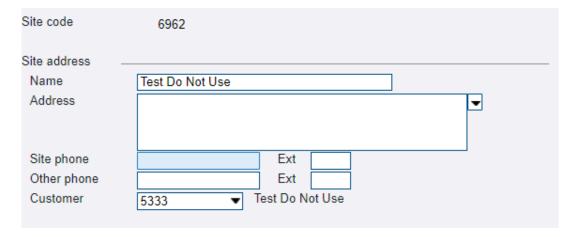


4. Enter the site name. Use the **Customer** drop down to search for the correct customer associated with the new site. A common mistake is to create a site under the wrong customer. Use the drop down to search and select the appropriate cost center. Denver service is 120 for example.

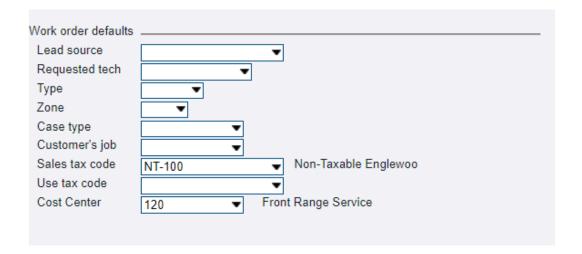


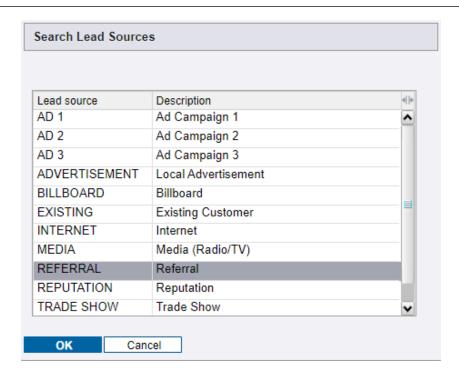


5. Enter the site contact information from the site setup form.

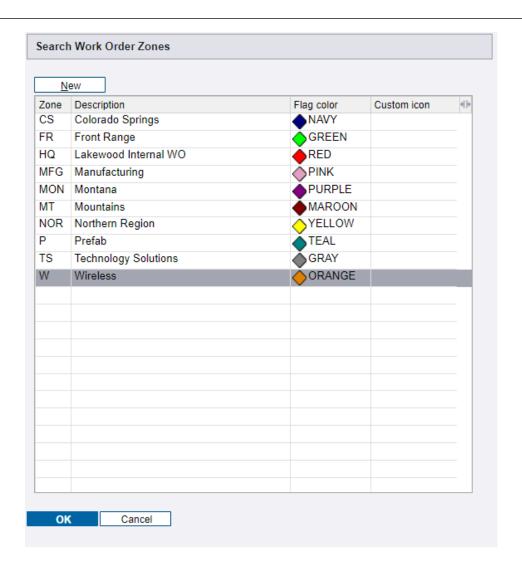


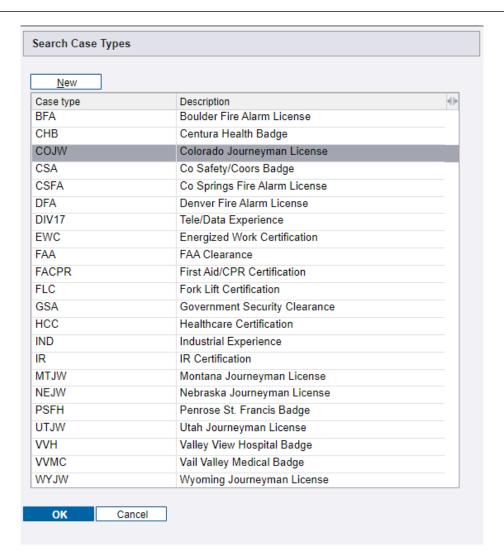
6. Enter the lead source information from the site setup form.





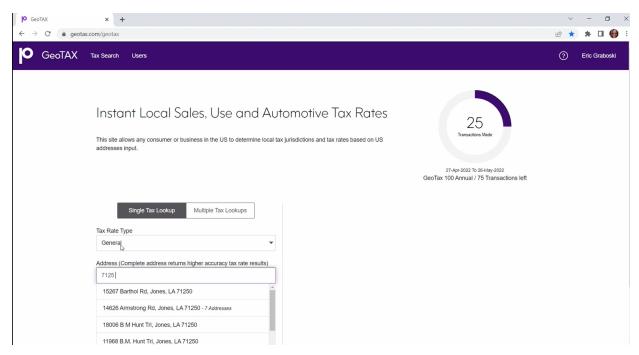
7. Enter the **Zone**, **Case Type**, **and Sales Tax code** fields under the work order defaults section. Other fields in this section are not entered at the site level.

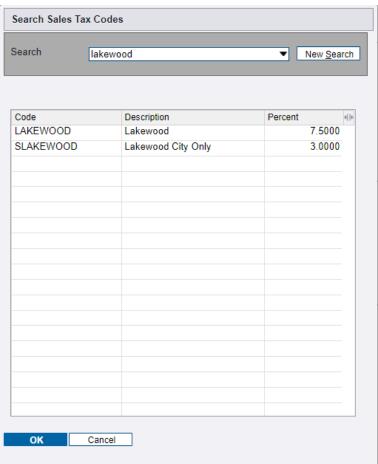




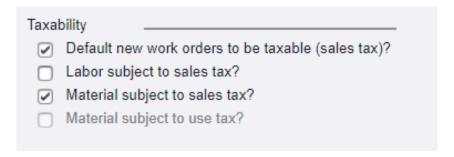
8. Sales tax information can be found using entering the site address into the Geotax website.

Enter the appropriate sales tax information into the search field in the **Sales Tax Code** dropdown.

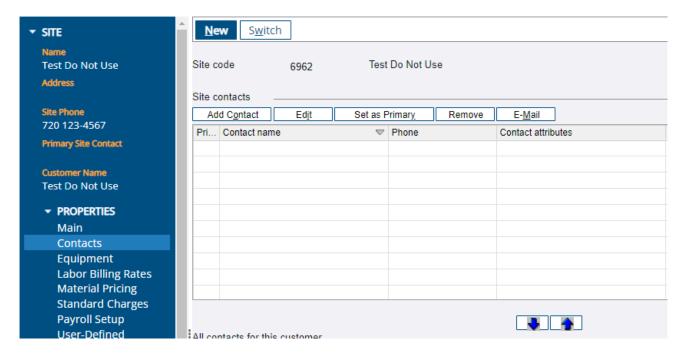




Make sure the check the Default new work orders to be taxable and Material subject to sales tax checkboxes.

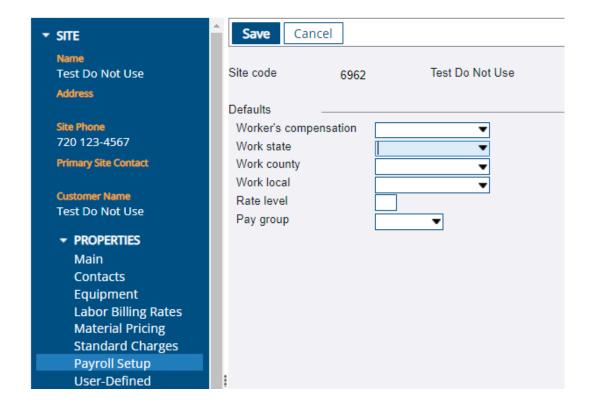


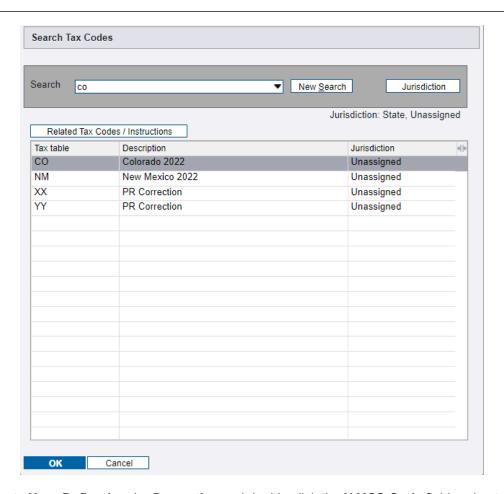
10. Go to Contacts under the Properties menu to add new site contacts and designate the primary contact. Enter as much identifying information as possible when adding contacts such as title and who to call first.



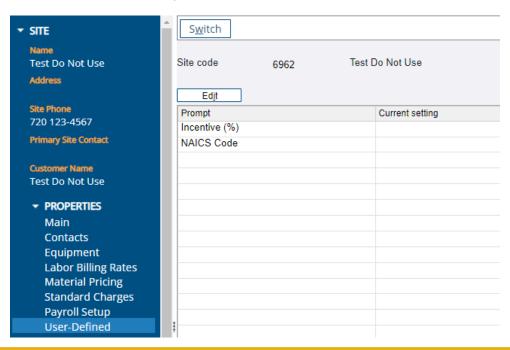
11. Equipment is not utilized, and labor billing rate is entered at the customer level.

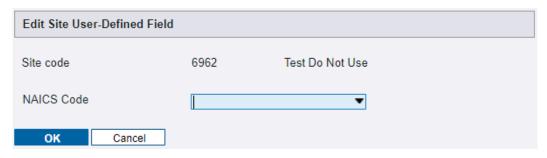
12. Go to **Payroll Setup** and enter the correct work state.

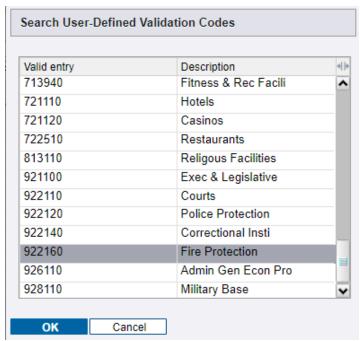




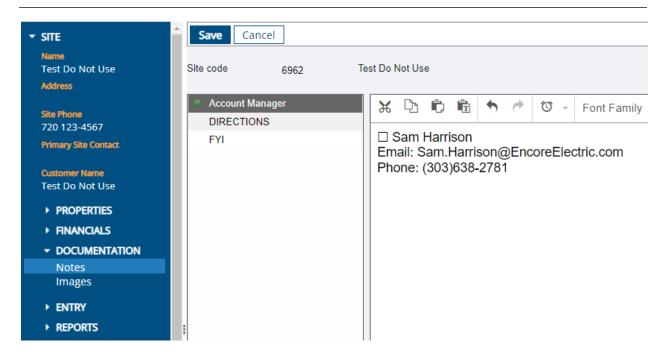
13. Go to **User-Defined** under **Properties** and double click the **NAICS Code** field and enter the NAICS Code from the site setup form.







14. Go to **Notes** under the **Documentation** menu. Copy the account manager contact information into the **Account Manager** field. This is visible to the service technician in field connect.

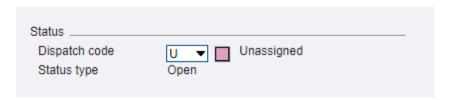


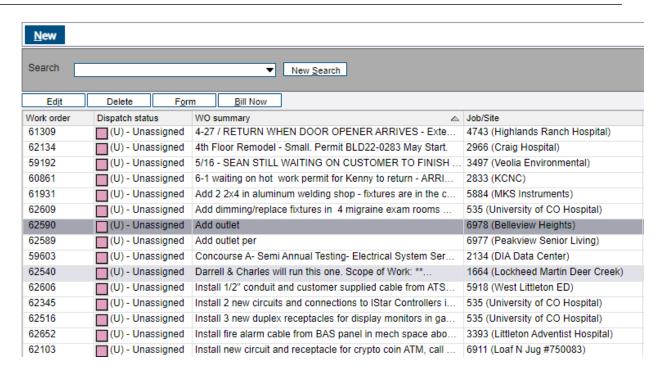
15. Click **Save** to save the new site.

REVIEW WORK ORDER

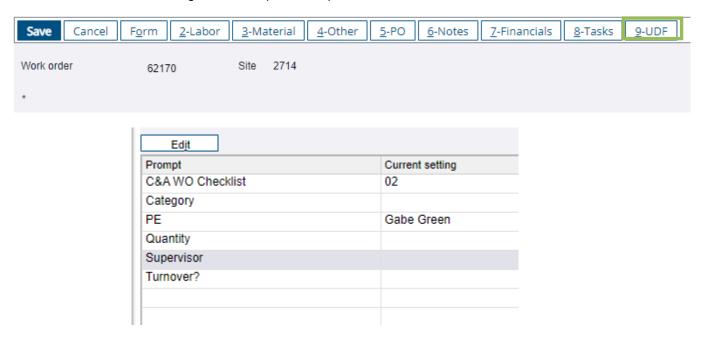
REVIEW WORK ORDER

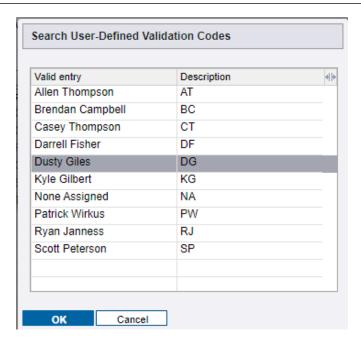
- 1. Service supervisors should review their assigned work orders daily.
- Account manager receives notice to proceed from customer and notifies the service supervisor that a work order is ready for review if supervisor assignment is known at that point. The customer purchase order is sent to service supervisor.
- Work orders that are created without assigning a service supervisor are put into Unassigned, Manager, or Needs parts dispatch status. Emergency calls are put into Unassigned and the service coordinator is notified.



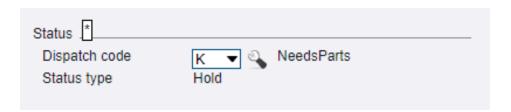


4. Supervisor assignments are determined by the service manager in the weekly work order review meeting or as needed. Work orders in **Manager or Unassigned** dispatch statuses are assigned to service supervisors in the **user defined fields (UDF)** tab based on availability and familiarity with customers. The goal is to keep same supervisors with their same customers.

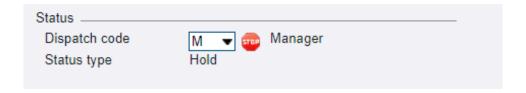


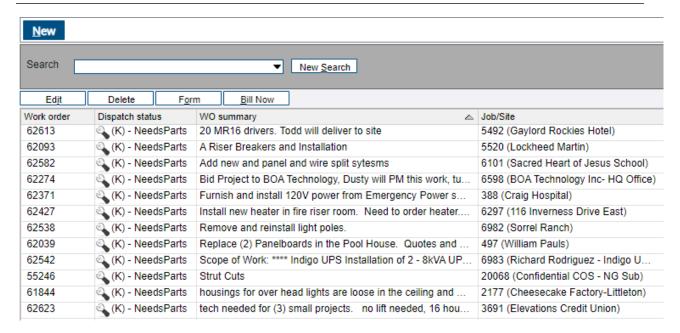


5. Work orders requiring material order prior to start are put in **NeedsParts** dispatch status.

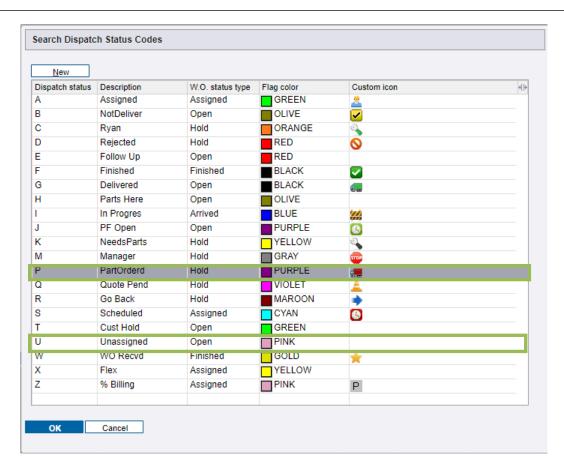


6. Work orders requiring review by service supervisors are put into **Manager** status.





- 7. The service supervisor reviews the customer purchase order, proposal, quotes, work order notes, and documents to determine material, manpower, subcontractors, shutdowns, safety, engineered drawings, documentation, project engineer support, permitting, scheduling, and anything else that is required to perform the work. There may be additional communication with the account manager and customer for clarification at this point.
- Reviewed work orders that are waiting for parts, permitting, or anything else are put into Parts
 Ordered status until they arrive. Otherwise, they are put into Unassigned to indicate they have
 been reviewed and are ready to schedule.

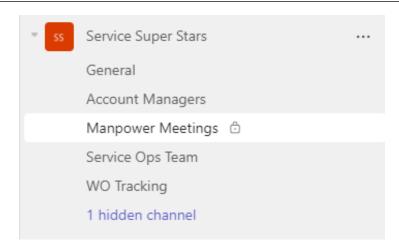


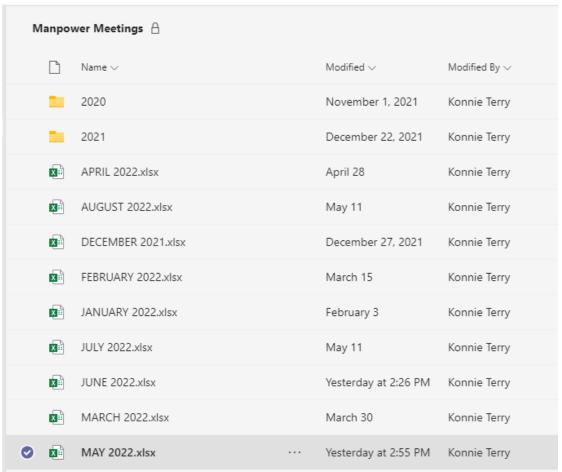
9. Service supervisors communicate with service coordinators in manpower meetings to forecast upcoming work and confirm unassigned work orders are ready to be scheduled.

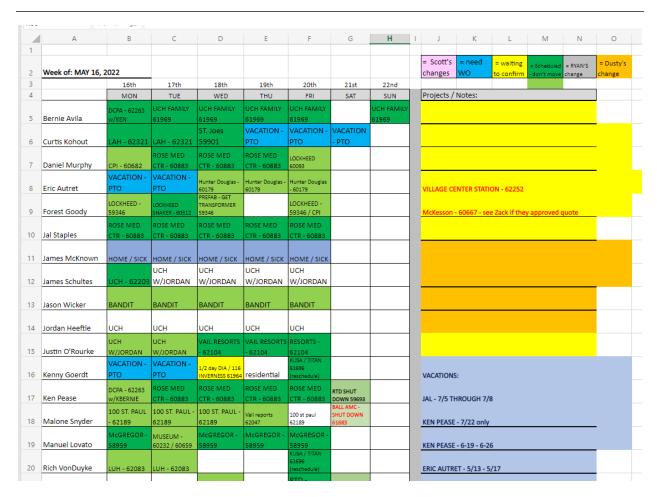
SCHEDULE WORK ORDER

MANPOWER PLANNING

- Use the shared monthly manpower spreadsheets in the Service Superstars channel in Microsoft Teams to plan workforce needs. Manpower meetings are held weekly where service supervisors, service coordinator and service manager discuss upcoming workforce needs.
- 2. Service supervisors fill out their manpower planning sheet weekly and email to service manager, other service supervisors, and service coordinator. The template contains dates, job name, requested service tech, and work order number.





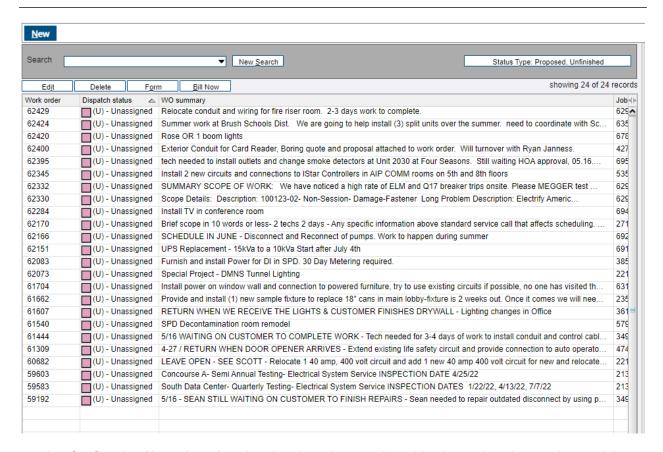


The manpower board in Teams is used for longer term forecasting and changes frequently. Assignments are put into Field Connect for the upcoming week when assignments are definite.

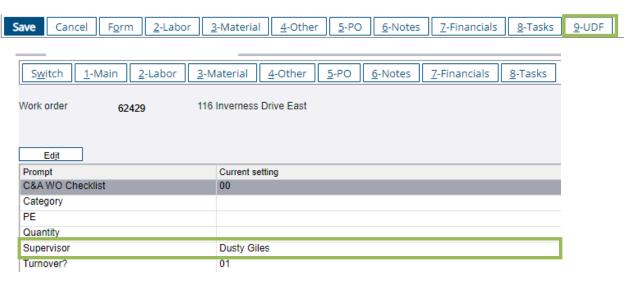
- a. After the overall manpower plan has been created in teams, then use spectrum to assign technicians to work orders.
- b. Use Field Connect to create multiple assignments for each day when necessary.

UNASSIGNED WORK ORDERS

1. Review unassigned work orders daily to understand the scope of each work order and when they should be scheduled.

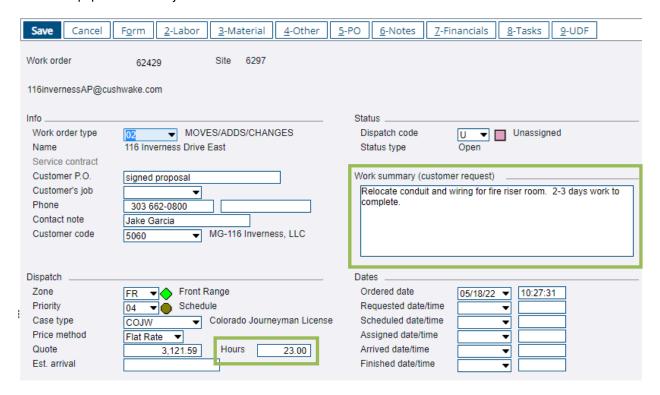


Confirm that Unassigned work orders have been reviewed by the assigned supervisor and they are ready to be assigned. The supervisor is assigned in the UDF tab in spectrum.



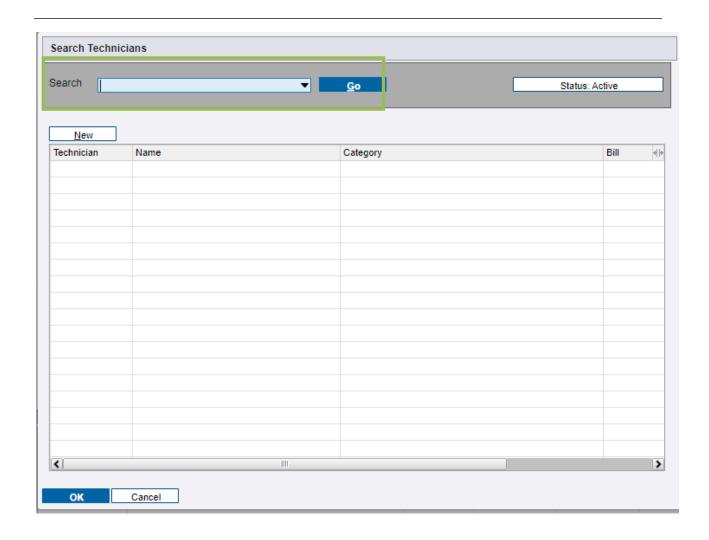
3. Communicate with technicians, service supervisors, and service managers to understand when technicians will be finished with work orders and available to start new work orders.

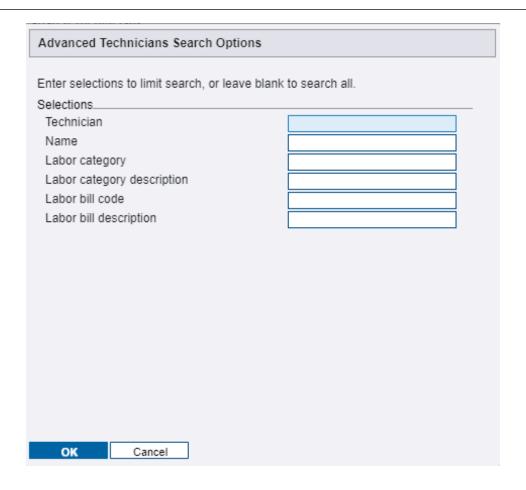
 Use Work Order Summary scheduling information and estimated hours along with conversations with the service supervisor to determine the right technician, material, and safety equipment for the job.



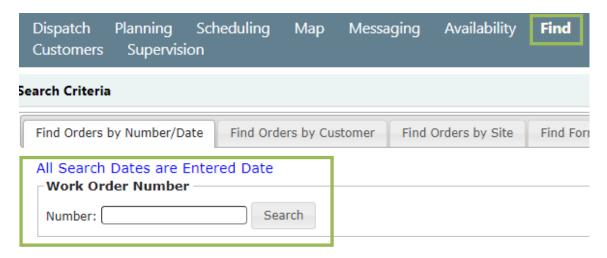
- 5. Ensure that the work order has accurate contact information, an accurate work summary, and a detailed scope in the **Work Ordered Notes**.
- 6. Special equipment like a lift should be ordered at this time.
- 7. Change the **Dispatch code** to **Assigned** and click into the **Code** column drop down to search and assign a technician to the work order. The first assigned technician is designated as the lead, and all others are Second. Click the **Scheduled Date** column to enter the time of the work order. Enter the estimated number of hours for the assignment in the **Hours** column.





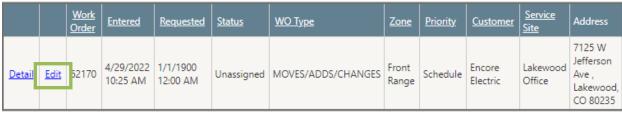


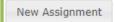
8. If a work order requires more than 8 hours or more than one assignment for return trips, those additional assignments must be entered in Field Connect. In Field Connect Gateway, click find and search for the work order number.



9. Click **Edit** on the correct work order in the search results. Click **New assignments** to add additional assignments.

Search Results

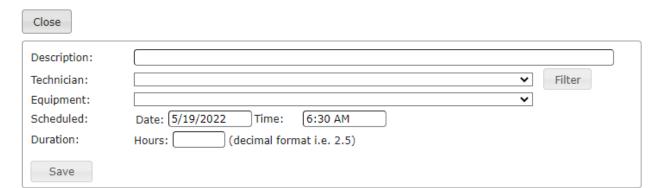




Assignments on the Work Order

Go To	Description	Tech	Scheduled	Status		
Properties	Test Description	Jacon I. Wielen	4/1/2022 7:00 AM	Assistant		
Dispatch	Test Description	Jason L Wicker	4/1/2022 7:00 AM	Assigned		

10. Enter the information for the additional assignments and click save. Create one assignment for each day of work.

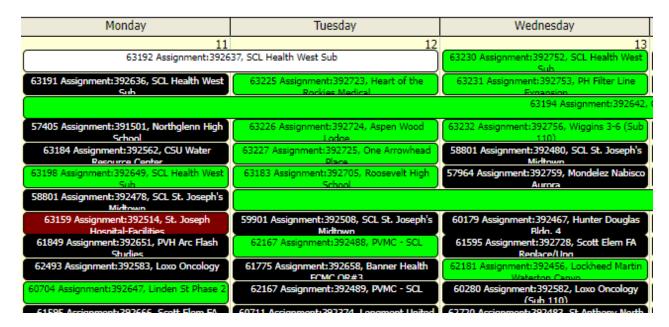


FINISHED AND GO BACK WORK ORDER ASSIGNMENTS

It is important to monitor work order assignments to ensure they are in the correct dispatch status.

1. Go to the **Planning** tab in Field Gateway to look for assignments in Assigned status that are green or Goback status that are red.





2. Review assignments in **GoBack** status and communicate with technician to determine the reason for the return trip and when it will happen. Then put the work order in the correct dispatch status.

62554 Assignment:390931, Ball AMC

3. Review any open **Assigned** assignments to determine if they should be in **Finished** status and ask technicians to close them. When the assignments are known to be complete and needs to be billed, put all assignments for the work order into **Finished** status.

62992 Assignment:392143, Longmont United Hosnital

PERFORM WORK ORDER

SERVICE PLEDGE

We will...

- o Arrive on-time at our jobsites
- o Call ahead to confirm every appointment
- Thoroughly review the work to be performed with our customer before starting
- Maintain an orderly jobsite free of hazards and clutter
- o Clean-up after ourselves daily
- Draft a thorough plan for any return trips
- o Inform the customer of when we shall return to complete the job

- o Always review the work we've done with the customer upon completion
- Make our customer aware of any items needing future attention
- Thank the customer for choosing Encore Electric!

FIELD CONNECT ASSIGNMENTS

REVIEWING ASSIGNMENTS

Review your assignments in Field Access daily. Depending on your schedule you may be required to do the following several times a day.

1. Each morning log into Field Access and review your schedule and assignments. At the end of each day review your schedule and assignments for the following day.



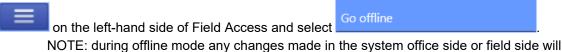
- 2. Review the **Assignment Details** tab for an overview of the work order.
 - a. Contact Information: The primary contact information for the work order is listed under "Phone" and "Contact Note". Additional contacts for the site are listed under "Contact" and the "Site Contacts" link in blue. Contact the account manager to verify or update contact information for work orders.
 - b. Work Summary: Contains a brief scope description and any other details that affect scheduling. For the full scope description, see the "Work Ordered Notes" or open the proposal for flat rate work orders under "Attachments".
 - c. Estimated hours: Shows hours for the individual assignment and the total for the work order on flat rate work orders.



WORKING WITHOUT WIFI OR CELL SERVICE

If you know you will be in an area without cell service or access to WIFI you will need to follow the following procedure

1. You will need to connect to the available WIFI (cell phone hot spot or other) touch the menu bar



not be synced until you are back online

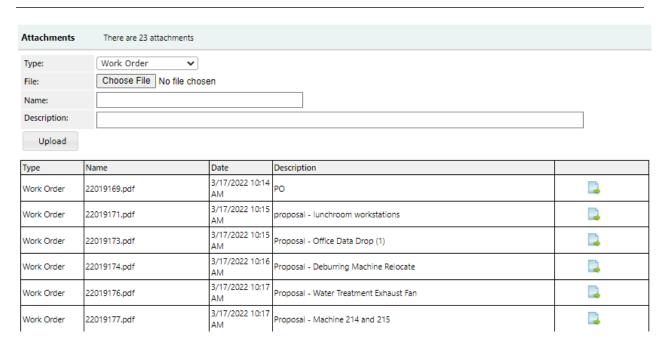
To cancel offline mode simply touch the upload data tab in the left-hand corner of you tablet.



ARRIVING ON SITE FOR AN ASSIGNMENT

- 1. Open the assignment.
- 2. Review all work order notes and attachments. Review all site notes and any other comments from other technicians.

Attachments contain: quotes, proposals, change orders, executed contract, client pos, drawings, permits, submittal, RFI'S, invoices, COIS, tax exempt certificates, cut sheets, one lines, daily huddles and any other forms completed in field connect.



Proposals: Contain full scope that was agreed on with the customer. Review and understand the work description that was sold to the customer to understand their expectations.

Work Ordered Notes: Contains detailed scope from proposal and detailed job specific information such as access codes, COVID protocols, check-in requirements, containment, and any other special requirements.

Daily Summary: Completed daily by technicians. Brief description of work performed, job difficulties and or any other pertinent information.

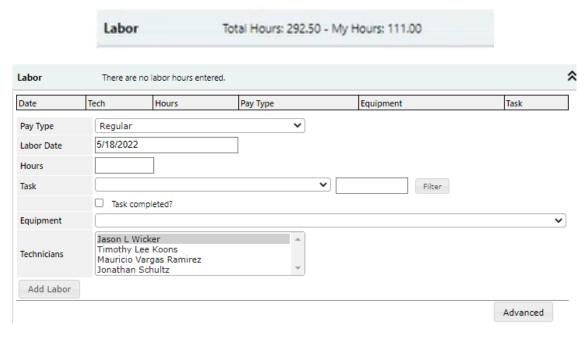
- 3. Fill out your daily huddle form in Field Access and save, (Make sure you identify the appropriate job hazards for tasks that day)
- 4. Select the Forms tab to access all required forms to complete the work order. Select New to create a new form. On each form, Save allows you to return to the form later while Complete adds the forms to the attachments for the work order.



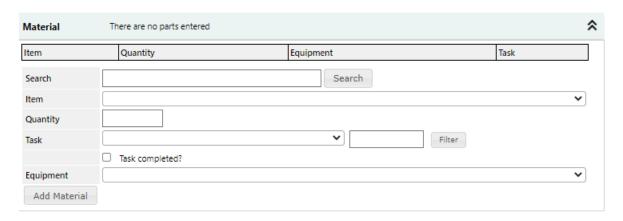


COMPLETING ASSIGNMENTS FOR THE DAY

1. Enter labor for you and your crew. The labor tab also indicates your individual labor hours entered for the work order and the total labor hours entered for by everyone on the work order.

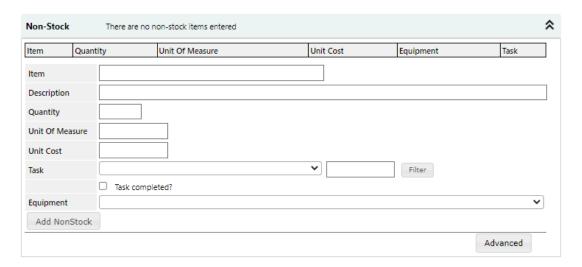


2. Enter material (this is for material from your van stock, meaning anything you pulled off your van Material pulled from co-worker's vans needs to be entered via their field connect portal to properly track inventory for individual van warehouses.



3. Enter any non-stock material (this would be anything purchased outside a PO for this assignment – this would also include any material ordered to van stock that is not in the commodity list)

If purchasing material with a credit card you must enter the description and cost in invoice notes field. Van inventory is updated when the job is billed and is not updated real time. Enter !NC as the Item value. Enter the lump sum plus tax of a few items (Unit Cost) and entering 1 for Quantity and EA "Unit Of Measure. Add receipts/invoices as attachments and start your reimbursement form at this time.



Other Charges (if you have questions on what goes in here, please call you supervisor)

- 4. Enter **Daily Summary**: This is a description of work completed today.
- 5. Choose the correct **Status** when you have completed your work for the day.
 - a. Finished: Select when the assignment is complete. This removes from assignment from your tablet. There can be multiple assignments associated with a single work order. Putting the last assignment for a work order into finished status puts the entire work order into finished status which indicates it is ready to be billed.
 - b. **Go back:** Select when work order is not finished and requires a return trip later and you have no future assignments for the work order. Assignments in **GoBack** status stay in

your assignment list in Field Connect. The service technician is responsible for communicating with the service coordinator about when they will return to the work order and why the return trip is needed. The service coordinator is responsible adding additional assignments and putting the work order in correct dispatch status

- 6. When a work order is completed, and all assignments are in the finished status (there can be several assignments for one work order) complete the following:
 - a. In the **Daily Summary**, write **100% COMPLETE** followed by a brief summary of the work completed in layman's terms. This is used to create the invoice for billing by the project accountant and will be visible to the customer.
 - b. Change to **Finished** status and verify all assignments have been changed to finished status. Service technicians can view all assignments under the **WO assignments** tab to verify that open assignments are not assigned to others

Tech	Status	Scheduled
Jason L Wicker	Assigned : 5/12/2022 9:44:23 AM	5/20/2022 11:00:00 AM
Jason L Wicker	Assigned : 5/9/2022 12:30:09 PM	5/13/2022 11:00:00 AM
Jason L Wicker	Finished: 5/12/2022 1:45:04 PM	5/6/2022 11:00:00 AM
Jason L Wicker	Finished : 5/2/2022 7:21:22 AM	4/29/2022 11:00:00 AM
Jason L Wicker	Finished: 4/25/2022 7:51:42 AM	4/22/2022 10:30:00 AM
Jason L Wicker	Finished: 4/16/2022 1:25:06 PM	4/14/2022 7:00:00 AM
Jason L Wicker	Finished: 4/11/2022 7:24:14 AM	4/7/2022 7:00:00 AM
James P McNown	Finished: 4/8/2022 2:47:00 PM	4/1/2022 11:00:00 AM
Jason L Wicker	Finished: 4/4/2022 8:53:43 AM	3/31/2022 7:00:00 AM
Jason L Wicker	Finished: 3/25/2022 5:05:34 PM	3/22/2022 7:00:00 AM

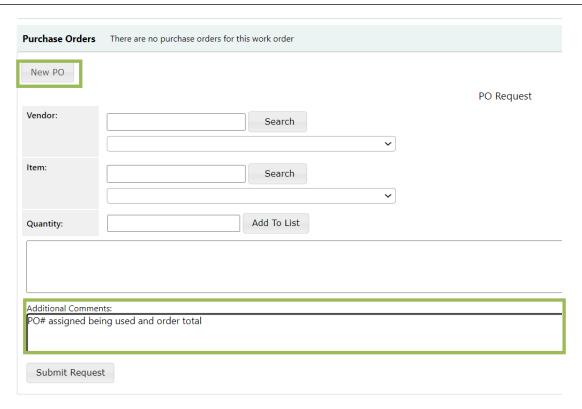
ORDERING MATERIAL

For special projects and work orders you must order material via a purchase order. A purchase order for material is obtained from the office for a special project or a work order. You do this in one of four ways.

- 1. Technicians are responsible for ordering their own commodities. Supervisors typically write PO's for quoted material. Supervisors place large orders of pipe and wire when it is required.
- 2. Before going to the supply house, request a PO in Field Connect by going to the PO tab in the assignment in WO details. Create a new PO by selecting the vendor and assigning the PO a number using the correct numbering sequence (WO#.000#). The system will not let you create duplicate PO's.

Purchase Orders

3. To create a new PO, select **New PO** and enter the next available PO# in **PO#**. Enter the PO# and order total and in **additional comments**. **Additional comments** generate an email to office personnel indicating there is a new open PO.



Anytime you pull a PO number yourself you need to also submit a PO request with the dollar amount of the PO so that we may update Spectrum with the correct dollar amount for the PO.

Emergency calls: for an emergency call after hours, you must order the material to the call address and office personnel will transfer it to the work order later.

MATERIAL RETURN OR RESTOCK PROCESS

Unused material ordered for a work order can be returned, disposed of, or restocked back to the van. Do not return material if it is not worth your time. Material can be thrown away on flat rate work orders.

Return material: return all overstock material that can be returned to the vendor and notify the project manager for that job that you have returned material from that project.

Restocking material: If you need to restock material to your van it must fall into the following categories.

- 1. It must be a small quantity of material that can be used within 6 months.
- 2. It cannot be a stock item.
- 3. The material must be in a condition to be sold as new.

Ordering van inventory: Requires a supervisor for the process.

- 1. Get quote for van inventory from vendor
- 2. Material must be in inventory items list (must have a code in our system)
- 3. Only a supervisor can enter P.O. for van inventory

- 4. Requires a twostep invoice entry
- 5. Material must also be received in twostep process
- 6. Service Electrician can pick up inventory

ORDERING TOOLS

- 1. Obtain approval from your Service Manager or Project Manager prior to ordering the tool
- 2. Provide a proper PO number to the vendor 5556-120-(your employee number)
- 3. Notify the Service Manager or Project manager of the tools identification number and location once received.

BILL WORK ORDER

ACCOUNTING SCHEDULE

Accounting schedules indicating important dates are created annually and revised periodically. The example schedule below is for 2022 and should be updated in this document annually. The most up to date copies are found in the accounting shared network drive.

ENCORE electric

ACCOUNTING SCHEDULE - 2022	4	5	6	7	8	9	10	11	12	1	2	3
# PR Weeks	January 4	February 4	March 5	April 4	May 4	June 4	July 5	August 5	September 4	October 5	November 4	December 4
Last Work Date Posted [PM Information]	Jan 30 22	Feb 28 22	Mar 31 22	Apr 30 22	May 29 22	Jun 30 22	Jul 31 22	Aug 31 22	Sep 30 22	Oct 31 22	Nov 30 22	Dec 31 22
Payroll Weekending Date	Jan 30 22	Mar 6 22	Apr 3 22	May 1 22	May 29 22	Jul 3 22	Jul 31 22	Sep 4 22	Oct 2 22	Nov 6 22	Dec 4 22	Jan 1 23
Open AR Module for Month (closing month and next month open)	Feb 1 22	Mar 1 22	Apr 1 22	May 2 22	Jun 1 22	Jul 1 22	Aug 1 22	Sep 1 22	Oct 3 21	Nov 1 22	Dec 1 22	Jan 3 23
Construction / WO Billings / Budget Updates Completed in Spectrum	Feb 2 22	Mar 9 22	Apr 6 22	May 4 22	Jun 1 22	Jul 6 22	Aug 3 22	Sep 7 22	Oct 5 22	Nov 8 22	Dec 7 22	Jan 4 23
AR Closed for Current Month	Feb 3 22	Mar 10 22	Apr 7 22	May 5 22	Jun 2 22	Jul 7 22	Aug 4 22	Sep 8 22	Oct 6 22	Nov 8 22	Dec 8 22	Jan 5 23
AP Cut-Off (Monthly Vendor Check Run)	Jan 25 22	Feb 25 22	Mar 25 22	Apr 25 22	May 25 22	Jun 27 22	Jul 25 22	Aug 25 22	Sep 30 22	Oct 31 22	Nov 30 22	Dec 31 22
All Invoices Entered in AP - email will be sent	Jan 27 22	Mar 3 22	Mar 31 22	Apr 28 22	May 26 22	Jun 30 22	Jul 28 22	Aug 31 22	Oct 4 22	Nov 3 22	Dec 5 22	Jan 3 23
Invoice Approval for Contract Labor & Utilities [PM]	Weekly	Weekly	Weekly	Weekly	Weekly	Weekly	Weekly	Weekly	Weekly	Weekly	Weekly	Weekly
All A/P Invoices Approved (AP Close) - by NOON	Jan 31 22	Mar 7 22	Apr 4 22	May 2 22	May 31 22	Jul 5 21	Aug 1 22	Sep 6 22	Oct 6 22	Nov 7 22	Dec 8 22	Jan 5 23
Equip/Tool Rentals updated & emailed to Asst. Controller [PM]	Jan 31 22	Mar 7 22	Apr 4 22	May 2 22	May 31 22	Jul 5 22	Aug 1 22	Sep 6 22	Oct 3 22	Nov 7 22	Dec 5 22	Jan 3 23
Misc Transfers	Jan 31 22	Mar 7 22	Apr 4 22	May 2 22	May 31 22	Jul 5 22	Aug 1 22	Sep 6 22	Oct 3 22	Nov 7 22	Dec 5 22	Jan 3 23
Job Cost Closed - email will be sent to PA's & PM's * Attach Bond List *	Feb 3 22	Mar 10 22	Apr 7 22	May 5 22	Jun 2 22	Jul 7 22	Aug 4 22	Sep 8 22	Oct 6 22	Nov 9 22	Dec 8 22	Jan 5 23
Work Order Reconciliation Complete (by noon)	Feb 4 22	Mar 11 22	Apr 8 22	May 6 22	Jun 3 22	Jul 8 22	Aug 5 22	Sep 9 22	Oct 7 22	Nov 11 22	Dec 9 22	Jan 6 23
AR Follow-up & Documentation in Spectrum Notes [PA]	Feb 4 22	Mar 11 22	Apr 8 22	May 6 22	Jun 3 22	Jul 8 22	Aug 5 22	Sep 9 22	Oct 7 22	Nov 11 22	Dec 9 22	Jan 6 23
Start CTC Process [PM] Leave JC month-end date open	Feb 4 22	Mar 11 22	Apr 8 22	May 6 22	Jun 3 22	Jul 8 22	Aug 5 22	Sep 9 22	Oct 7 22	Nov 10 22	Dec 9 22	Jan 6 23
Start CTC Job Reviews [PM & PA]	Feb 8 22	Mar 15 22	Apr 12 22	May 10 22	Jun 7 22	Jul 12 22	Aug 9 22	Sep 13 22	Oct 11 22	Nov 11 22	Dec 13 22	Jan 10 23
CTC Projections complete & UPDATED in Spectrum [PM]	Feb 10 22	Mar 17 22	Apr 14 22	May 12 22	Jun 9 22	Jul 14 22	Aug 11 22	Sep 15 22	Oct 13 22	Nov 15 22	Dec 14 22	Jan 12 23
Balance Sheet Account Reconciliations	Feb 11 22	Mar 18 22	Apr 15 22	May 13 22	Jun 15 22	Jul 15 22	Aug 12 22	Sep 16 22	Oct 14 22	Nov 11 22	Dec 16 22	Jan 13 23
Final Financials	Feb 18 22	Mar 21 22	Apr 20 22	May 20 22	Jun 20 22	Jul 20 22	Aug 19 22	Sep 20 22	Oct 20 22	Nov 21 22	Dec 20 22	Jan 20 23

Timesheets are due to Payroll by noon every Monday.

FISCAL YE

Notes: Our fiscal year end - 9/30

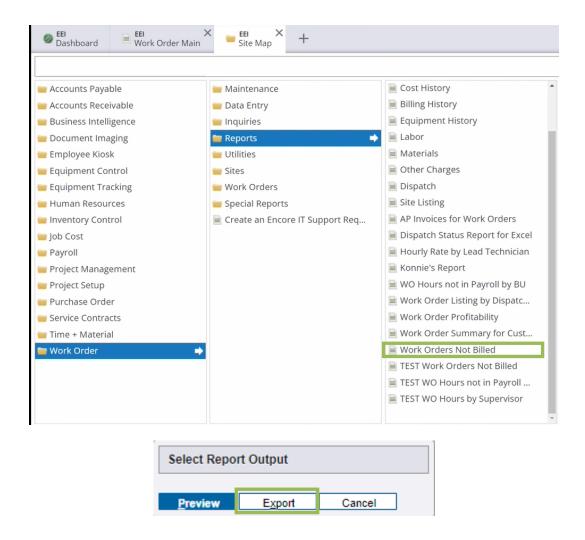
BILL WORK ORDER DISPATCH STATUSES

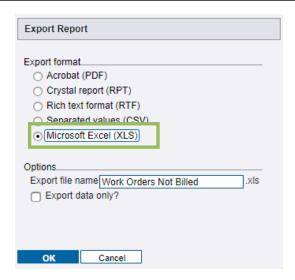
Dispatch Status	Dispatch Code	WO Status	Work Order Process Block	Definitions
Assigned	А	Assigned	Schedule	WO is assigned to a technician.
% Billing	Z	Assigned	Bill	Used for progress billing
Finished	F	Finished	Perform/Bill	Assignment is finished. This removes the assignment from techs assignment list in Field Connect on the tablet. If there are no more assignments in Field Connect for the WO, the work order is put into Finished status in spectrum. There can be multiple assignments for one work order. Tech should not put assignment in finished status unless assignment is finished. Otherwise use GoBack status.
				Project accountant uses this code to
WO Recvd	W	Finished	Bill	indicate invoice has been sent to customer

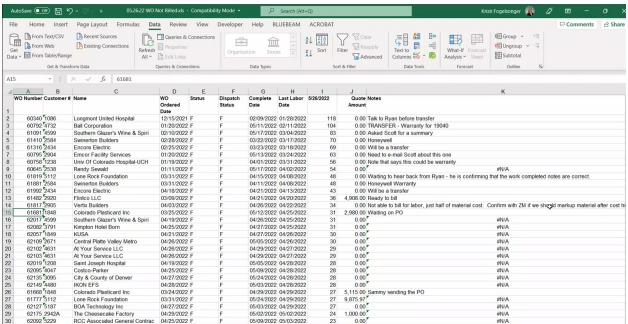
BILL WORK ORDER

A work order is ready to bill if for all assignments, including other co-worker assignments.

- Finished dispatch status
- 100% Complete technician notes in Daily Summary
- 1. Run the **Work Orders Not Billed** report and export from Spectrum to excel. Filter by status to find finished, complete, and progress billing status.

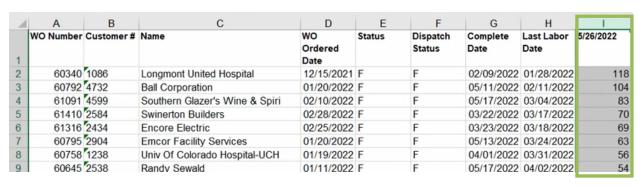




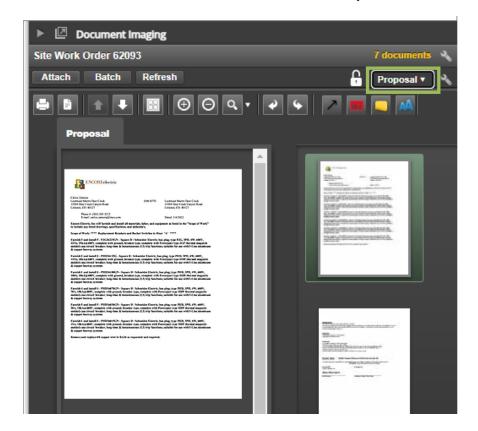


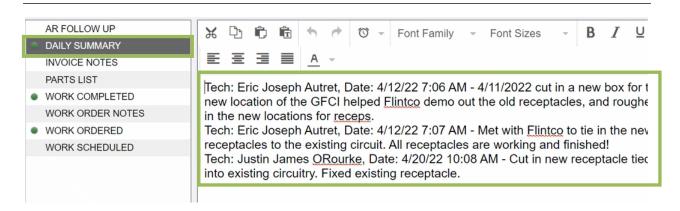
2. Sort by the number of days since cost has hit jobs to prioritize billing oldest work orders first. This allows time for invoiced cost to hit purchase orders in the work order so the cost is accurate before billing. This is especially important for T&M work orders. Typically, do not bill less than 25 days out on T&M work orders.

T&M work orders with quoted dollar amounts indicate do not exceed this amount.

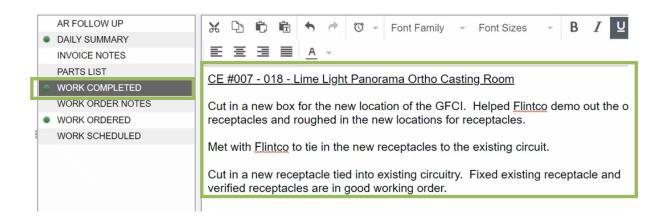


3. For quoted work orders that are ready to bill, compare the technician **Daily Summary** notes to the proposal to determine if everything in the proposal was completed. Verify that the work order is finished and ready to bill. Sometimes work orders are put into **Finished** dispatched status to remove it from technician's iPad when the work order is not ready to bill.

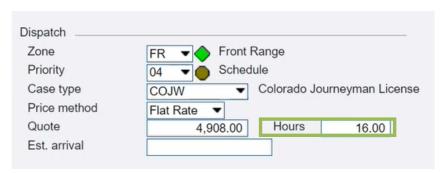




4. Enter Work Completed notes that will be used to generate invoice based on proposal and technician notes. Flat rate relies more on proposal and T&M relies heavily on the 100% COMPLETE summary in layman's terms from technician in "Daily Summary".



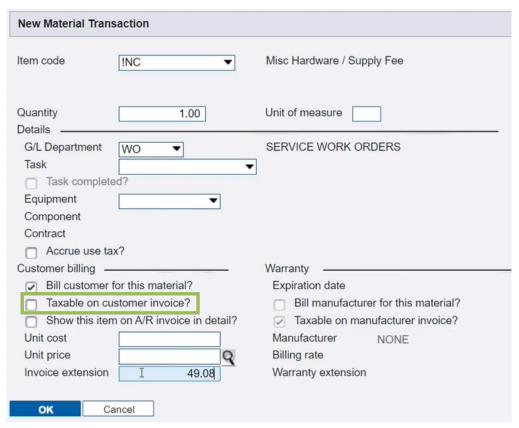
5. Compare quoted hours on **Main** tab to actual labor entered under **Labor** tab to confirm all work is completed. These numbers should be in the same range.





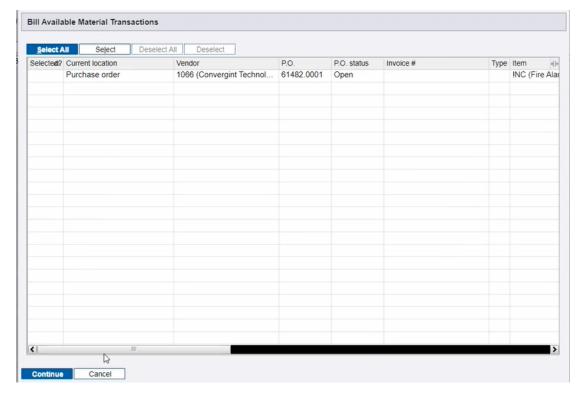
6. Under the **Material** tab, select new and add 1% of quoted material cost for miscellaneous supply fee to flat rate work orders. This is internal and is not visible to customers. Uncheck the taxable box to not charge tax on this fee.





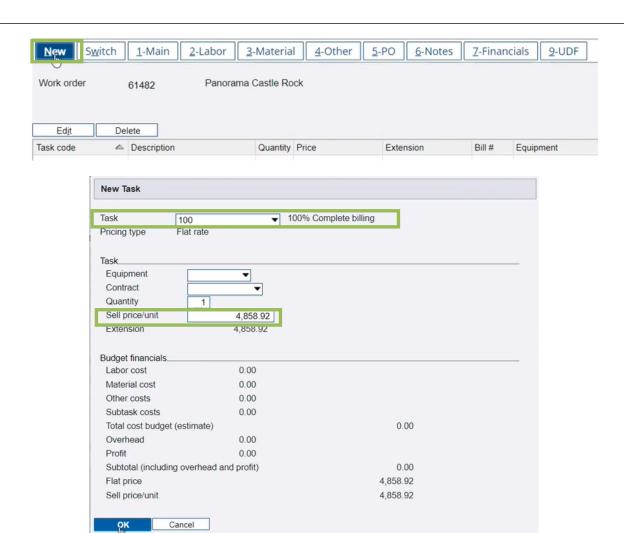
7. Select the **Material** button on the top right of the **Material** screen to see available purchase order costs. Select all and then click "Continue" to bill those material costs.



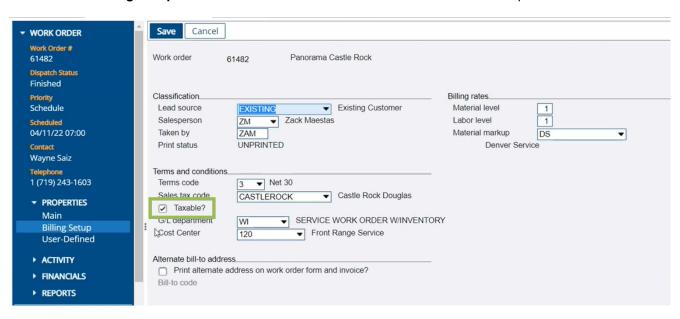


8. Subtract 1% from the quoted amount and enter remaining amount in the **Tasks** tab. Select **New** and enter 100 in the **Task** field and then enter the quoted amount that was reduced by 1% under **sell price**.





9. Go to Billing Setup and uncheck the Taxable? checkbox to ensure tax is not paid on this fee.

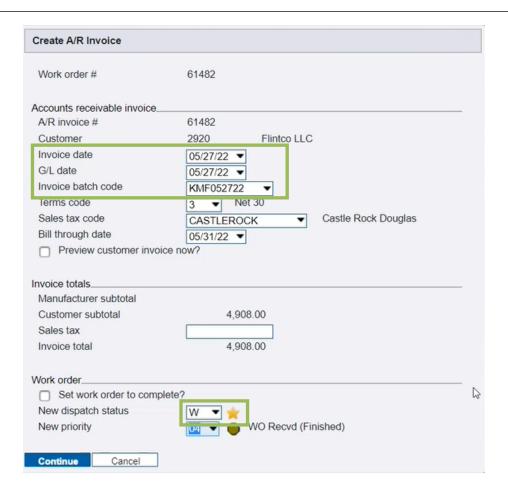


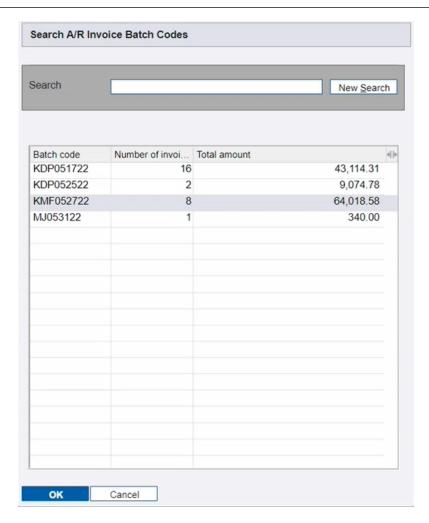
10. Review the numbers in the **Financials** tab to check for accuracy and anything that needs further investigation such as profitability. If the target of 40% profitability is not being hit, then there should be a conversation with account managers to find out what is going on. For example, if a change order is necessary?



11. Select Bill Now and select the upcoming Friday for the invoice date. Put all invoices for that week into a batch for the service manager to review. Put the billed work order in W WO Recvd status to indicate they have been invoiced. Anyone changing the dispatch status out of W WO Recvd must notify the project accountant. This is critical for understanding which work orders have been billed.





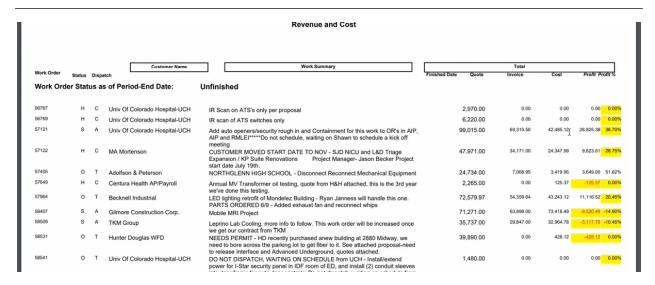


12. Review the batch of invoices for accuracy and errors. T&M material tabs must be manually edited to show an accurate description. Spectrum defaults to **Materials Used** as the material line item description when generating invoices.

l _{ie}	weige 61270	
ır	voice 61279	
Bill to: Colorado Plasticard Inc 10368 W Centennial Rd Littleton, CO 80127	Job: CPI Centennial 10368 W. Centennial Rd. Littleton CO 80127	
Invoice #: 61279 Date: 05/13 Payment Terms: Net 30 Customer Code: 1848	/22 Customer P.O. #: 2045120 Salesperson: Zack Maestas	
Remarks: CPI Centennial WO# 61279	Questions or credit card payment for this invoice	e: Lakewood - (720)279-570
Quantity Description	U/M Unit Price	Extension
Quote		4,702.0
	Subtotal:	4,702.0
	Total:	4,702.0
Add Exit Sign/EM Circuit and Receptacle/Receptacle fo	r TV in Scodex Room	
Install (1) customer furnished exit sign. Circuit to neare	est un-switched local lighting circuit in room.	
Install (1) duplex receptacle for TV monitor. Circuit to r	nearest 120 volt circuit in room.	
· Install new 20 amp, 120 volt breaker in EM Generator	panel in main electrical room. Energized work will be r	required.
Install conduit, wire and (1) new 20 amp, 120 volt EM	circuit from panel into Scodex Room.	
Install (1) duplex receptacle above ceiling in room to fe		
(/) aspect to september about the september and september about the september about th		

Quantity	Description	U/M	Unit Price	Extension
7.000	SERVICE TECHNICIAN	HRS	165.00	1,155.00
1.000	MISC HARDWARE/SUPPLY FEE		5.00	5.00

13. Progress billing is determined by reviewing profitability report. Typically, on larger work orders.

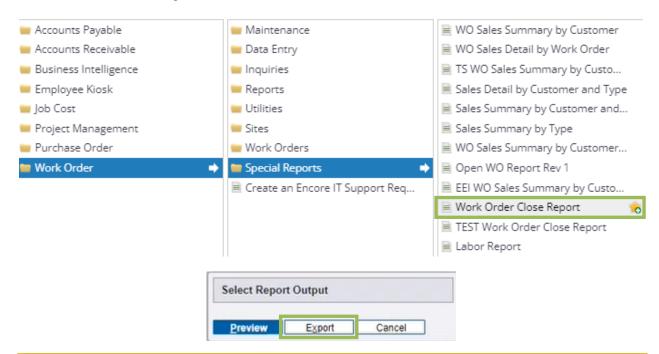


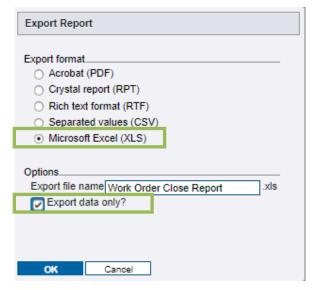
14. Review overtime and double-time pay approval for emergency calls. **Priority** should indicate if the double-time and overtime pay is required. Account managers confirm approval for billing with OT and double time pay with clients.

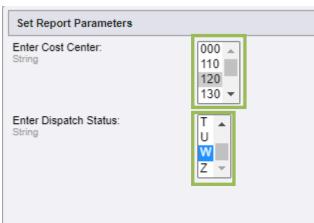
CLOSE WORK ORDER

CLOSE WORK ORDER

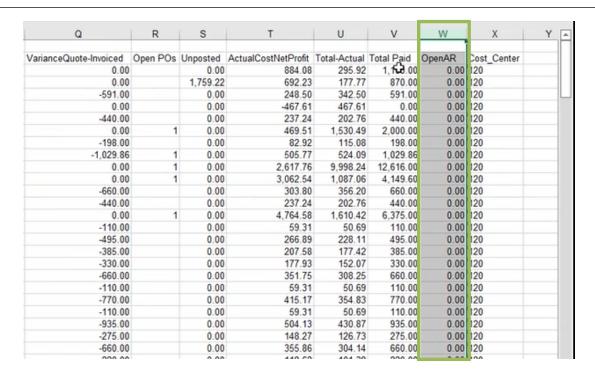
At month end, run the Work Order Close Report under work orders>special reports on the site
map. Export the report as an excel file and select the export data only check box. Select the
appropriate cost center and the W WO Received dispatch status. W WO Received indicates the
work order is being billed.



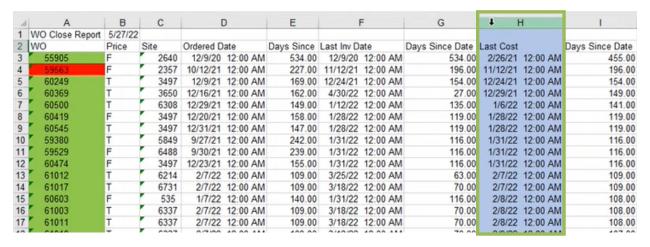




2. Sort the report by the **OpenAR** column to determine if Encore has been paid for the work order. Zero balance indicates payment has been received. Work orders cannot be closed unless payment has been received.

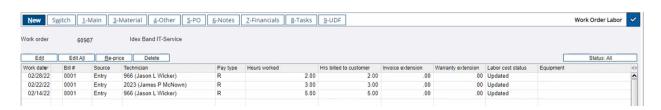


3. Sort by the Last Cost column to determine work orders that have not had cost in the last 60 days. The 60-day period allows time for all invoices to be received and processed as well as credit card charges that take 30 days to process. Do not close work orders that have had cost in the last 60 days.

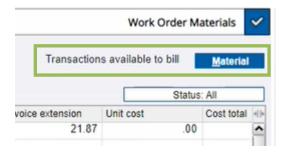


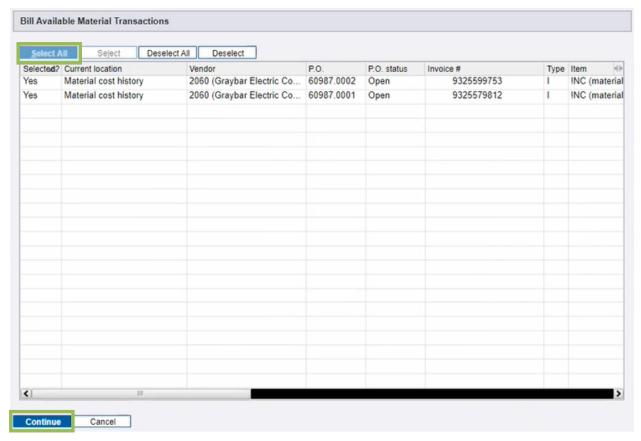
- 4. Use this sorted report to determine works order that meets the criteria for ready to close.
- 5. Go through each tab and make sure there are no outstanding labor and material cost.
- 6. Go to the **Labor** tab on the work order. Time that was entered into a workbook can be added to labor by clicking on the blue **Labor** button in the upper right side of the **Labor** tab.



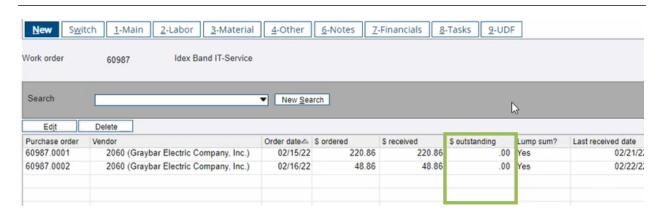


7. Go to the **Material** tab look for the blue **Material** button in the upper right corner indicating that there is outstanding material cost available to bill. Click the material button>select all>continue to pull in the outstanding material cost.

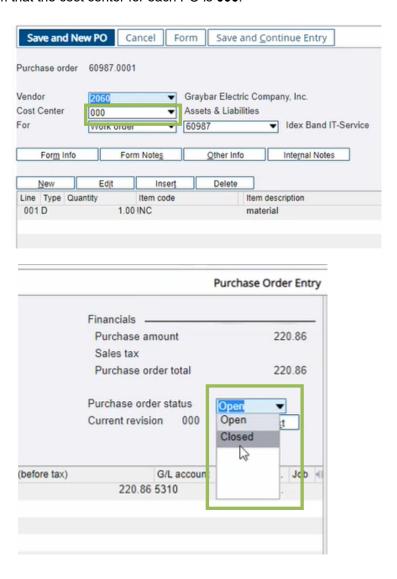




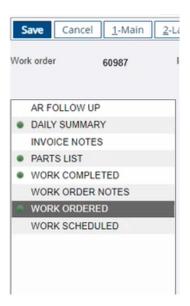
 Go to the PO tab and confirm there is nothing outstanding. Outstanding balances require further information from service supervisors and service managers to confirm the work order can be closed.



9. Select each purchase order with a zero outstanding balance and change the status from **Open** to **Closed**. Confirm that the cost center for each PO is **000**.

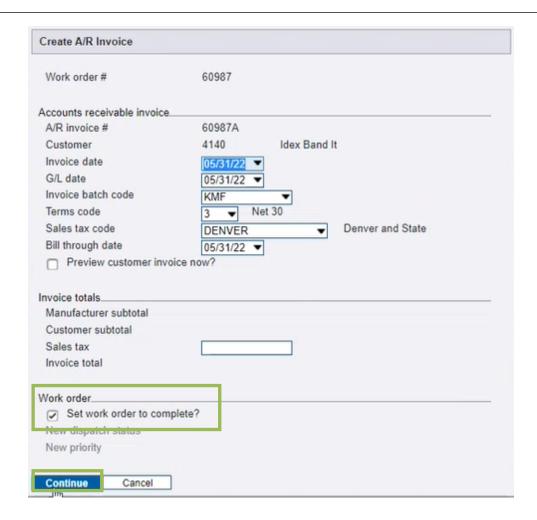


10. Review all notes to ensure there is no reason to keep the work order open.



- 11. Go to the **Task** tab to confirm there is no outstanding tasks.
- 12. Go to the **Financials** tab and review all information closely to ensure it is ready to close. Look for things like missing cost, net profit values that are very high or low, and anything out of the ordinary that requires investigation. If nothing is outstanding, then click **Bill Now**, check the **Set work order to complete** box and click continue.





It is possible to reopen work orders that are in the same fiscal years. This should be avoided if possible because it affects when the revenue is recognized for the work order. Closing work order on time gives a more accurate picture of revenue.

Work orders are typically closed at the end of the month.

Meet with Service Manager to determine if the Work Order can be closed

Ensure all costs have come in (corporate credit cards have about 30-day delay)

Ensure you do not prematurely close the work order - i.e. all expected cost is in and captured

Work Order 100% billed

PO's are reconciled (where applicable)

Work Order paid in full

Set to Closed in Spectrum

FLAGGING INCOMPLETE WORK ORDERS

OFFICE PERSONNEL

Work orders that are missing information should be marked by office personnel in Spectrum using the **C&A WO Checklist** UDF's to indicate what type of information is missing. This will populate a dashboard in Spectrum that is visible to all roles. Account managers and service supervisors should check this dashboard daily to resolve incomplete work orders. The work will not be scheduled until the missing information is added and the UDF is put in complete status.

The person flagging the work order will reach out to the account manager or other appropriate person to gather the missing information. They should document what is missing in the **Internal Feedback** notes field. Communicating with the right people to get the information will allow the work to proceed. Otherwise, the work order will remain in the Unschedulable Spectrum dashboard until the account manager inputs the missing information.

UDF FLAGGING PROCESS

- Select the type of missing information in the C&A WO Checklist user defined field (UDF)
- 2. Enter notes in work order internal feedback
- 3. Notify account managers via email

FIELD PERSONNEL

If a work order makes it to the technician and is missing information, the tech should contact the account manager or supervisor to find the missing information and then document what was missing in the note field **Internal Feedback**. Documenting missing information is a critical step so the team knows where we need to improve.

FIELD CONNECT FLAGGING PROCESS

- 1. Contact account manager or service supervisor to find missing information to proceed with work. The account manager contact information is notes section under the site tab by selecting the account manager drop down.
- Document what information was missing in Internal Feedback notes in field connect.