

# APEX **eSUITE**

## Elevate Your Profits



Burden Labor  
Costing Tool



Flat Rate  
Developer Tool



Labor Efficiency Tool

Contact us to learn how to *"Elevate Your Profits."*



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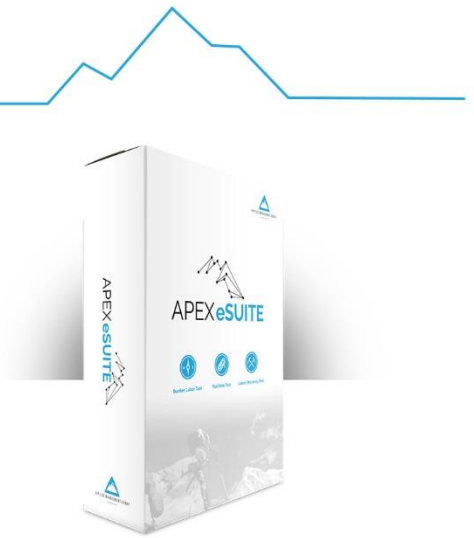


## OVERVIEW

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In today's economic climate, service oriented businesses need every competitive advantage in the marketplace. The companies that will rise to the apex of profitability will be the companies that understand how to establish long-term value added relationships with their customers.

We have learned over the years that profitability isn't always more sales. Profitability is the "ability" to "profit" in any environment; this is done through knowledge, understanding, and the right tools. The Apex eSuite offers a unique advantage by not only helping businesses become more profitable, but by establishing a strategic enterprise to maximize labor efficiencies and accurate pricing models.



### BURDENED LABOR<sup>^</sup> COSTING TOOL

The Burdened Labor Costing Tool meticulously reports all labor costs associated with direct employees. Whether it is payroll taxes, workman's compensation, benefits, or even overhead and indirect employee time spent in that department. Having a grasp on this data is critical to making effective management decisions.

### FLAT RATE DEVELOPER<sup>^</sup> TOOL

Clients don't appreciate pricing that is convoluted and layered in a complex service pricing scheme. The Flat Rate Developer Tool simplifies pricing by calculating labor, parts, and material costs and then turning that data into an accurate pricing model that not only makes sense to the customer, but allows for clear and competitive profit margins.

### LABOR EFFICIENCY TOOL<sup>^</sup> TOOL

If there is one thing that hangs on the mind of the Service Manager it is their employees' time. The Labor Efficiency Tool's purpose is to easily track how and where employees spend their time. This information is then used to report on benchmarks, billable time, and assists in effectively managing any fleet of direct employees.

## APEX eSUITE

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The Apex eSuite provides critical service data points in an intuitive and flexible cloud based solution. There is no other tool on the market that tracks labor costs, employee proficiency, and overall labor productivity like the Apex eSuite. Your business will benefit from increased profitability and the peace of mind knowing that labor costs, pricing, and employee management are at the highest optimal levels.

In addition, you the business owner, glean from a clear view of reported data to see your labor costs, your hourly rates, and other critical service information that is specific to your business. The Apex eSuite provides you with your numbers providing you with the financial information to make informed managerial decisions.

Finally, each application module is supported by our Seven Summits training, ensuring you are capable of getting the most out of the tools.

