SERVICEBOX

Efficient Quoting Processes in Electrical Contracting with Software

Quoting software is a crucial component for efficient job management. A good service management software offers user-friendly tools that make estimating job requests a breeze. When a customer contacts your business, your customer service staff can create quotes and show price breakdowns that can be printed or emailed directly to the customer, along with a signature attachment. If the customer approves the quote, your staff can turn the quote into a functional work order with a single click that can be dropped into your scheduling calendar.

Duplicating Quotes
If you want to improve the efficiency of your business, then the ability to duplicate quotes for common work order requests is essential. You can create standard quote templates that can be used when your customer service agents are working with new clients. Your professional quoting software can also duplicate quotes for clients who have repeated work orders or repetitive pricing.

Track Follow-Ups
Cloud-based professional quoting software can also be used to track follow-up for new leads. Sometimes, a customer may contact your business to get a quote on a service, but may need time to decide on hiring your services. In this case, your quoting software can ping reminders for your customer service or scheduling staff to follow up on work orders that have yet to be approved by clients. This can save time and increase your business profits.

Benefits of Professional Quoting Software
The number one benefit of using professional quoting software is the ability to build trust between your business and your clients. Accurate quoting software with price breakdowns allows for transparency in how you price your services. When clients can see what they are being charged for, the positive reputation of your business will grow. Other benefits of using professional quoting software for your electrical contracting business include:



Stay Competitive
Electrical contractors tend to operate in a very competitive market. Not only are you competing against other electrician businesses when bidding for larger projects, but you are also competing for smaller clients, such as homeowners and small business owners. It's important to use professional quoting software that can help you set a competitive price for your services, so your business can be more appealing than your competition.

Improve Customer Satisfaction
You can improve the satisfaction of your customers by using professional quoting software that generates accurate quotes. Customers are more likely to be satisfied when they are billed for services that are very close to the initial estimate. Better customer satisfaction can build your reputation by fostering positive experiences for customers.



SERVICEBOX

A Saskatchewan Company

ServiceBox was founded in Regina, SK in 2012 by CEO Jon Clifford to serve the unique needs of the Saskatchewan service industry. We partnered with electrical, hvac and plumbing companies across the province to design and test features that would reduce exhausting administrative tasks into simple one and two-click functions, allowing techs in the field to accomplish in seconds what used to take admins in the office hours to do.

All facets of ServiceBox are created with efficiency in mind. In response to industry requests, we implemented functionalities such as our **Ongoing Maintenance** feature, which automatically assigns/schedules maintenance visits and sends service reminders, so contractors and customers alike remember their appointments. We added **Easy Quoting** with one-click conversion to work orders, a rapid **scheduler with gps tracking** that allows admins to schedule employees by simply dragging work order icons onto their calendar, and an **accounting connector** that sends all cloud-based timesheets and invoices into a company's accounting software with the push of a single button.

It's part of the ServiceBox ethos to bring all the features a large American competitor would offer, but with Canadian companies in mind: interfacing with Canada-only softwares like Sage 50, and priced in a way that smaller and rural companies can afford.

Cultivator, Regina, SK



In 2021 we were thrilled to be invited to move our offices into the Cultivator, powered by Conexus: a forward-looking hub for Saskatchewan tech businesses.

ServiceBox in the electrical trade: The Shock Doctor, Shawn Schleihauf



Our Features:

Quotes
Create and send quotes right from your phone.

Work Orders
Techs can create or receive work orders and add pictures, notes, expenses, time and materials.

Schedules
Drag work orders into your online calendar to schedule and dispatch at the same time. Easy!

Ongoing Maintenance
Program recurring maintenance workorders to spawn in the schedule automatically.

Timesheet
GPS tracks techs checking in and out of their work orders onsite, filling timesheets automatically.

Safety
Add our templated safety forms, or your own checklists, to work orders.

Invoices
Work orders convert to invoices with the push of a button, for easy emailing.

Payments
Collect payment quickly with links in the e-invoice, or by using a handpoint device onsite.

Inventory
Keep track of what's where, and pre-set alarms to warn you when stock is low.

Marketplace
Get seen! A bouquet of services to strengthen and broaden your presence online.

Accounting
ServiceBox connects seamlessly with Sage 50 Canada, QuickBooks desktop and QuickBooks online accounting software.

Book a free demo now!
Scan the QR code or visit:
www.getservicebox.com/free-demo