



XactPRM Training

Tips, Tricks, and New Features

5/6/2024

XactPRM Training

Agenda

- Verisk pricing methodology
- Recent and upcoming changes
- Product training

Goal

- Faster Estimating
- More Approvals
- Less Pushback



Verisk Pricing Methodology

Verisk Pricing Methodology



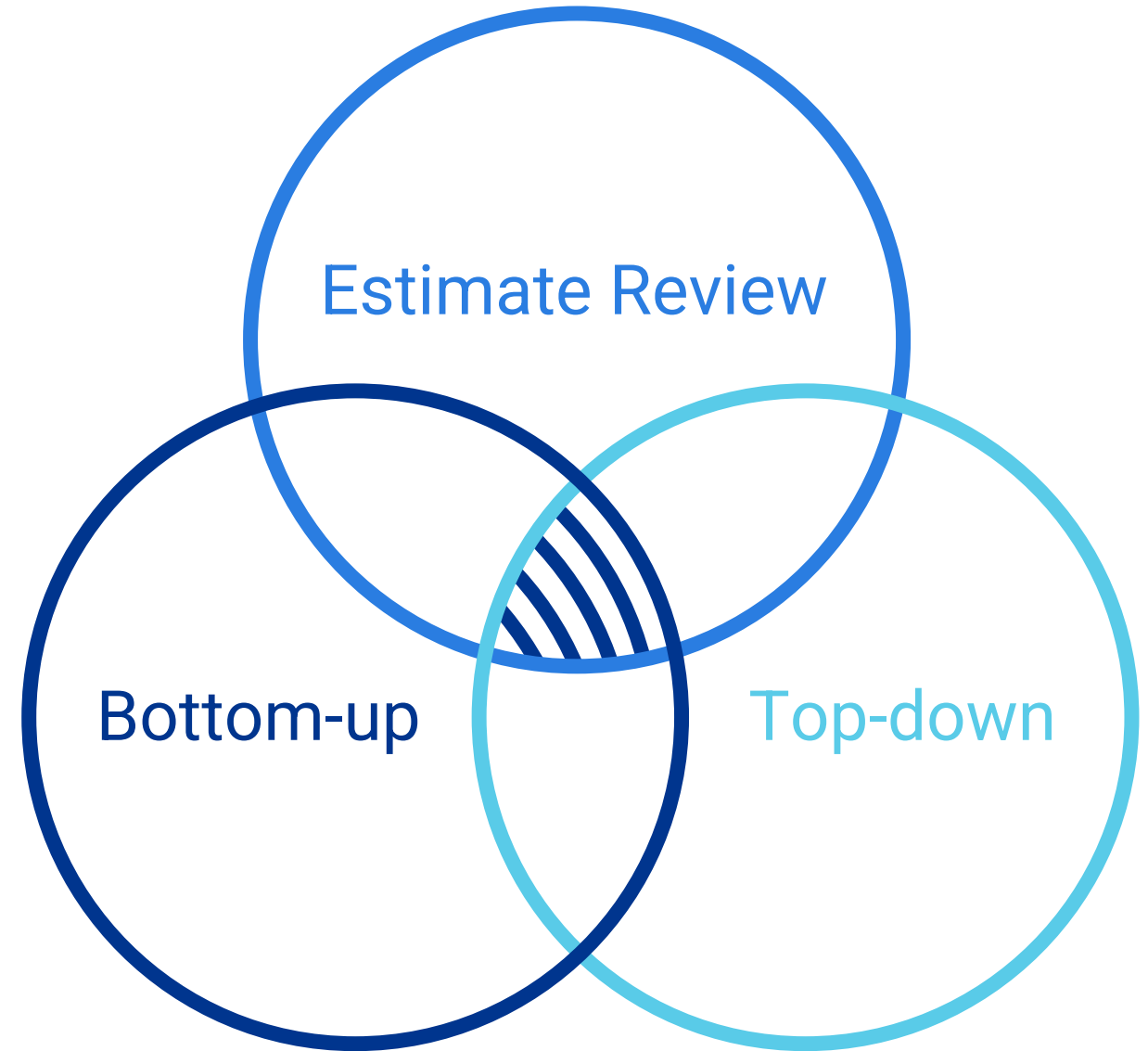
Pricing Info By The Numbers

- 35 years experience researching pricing
- Team of 52 pricing professionals
- Over 50,000 suppliers, contractors, and servicers surveyed annually
- Around 20,000 market surveys conducted each month
- 10,000+ line item database
- 431 markets covering the United States
- 12 Price list updates per year
- Over 57,000,000 individual line item prices published per year

Verisk Pricing Methodology

Three-pronged approach

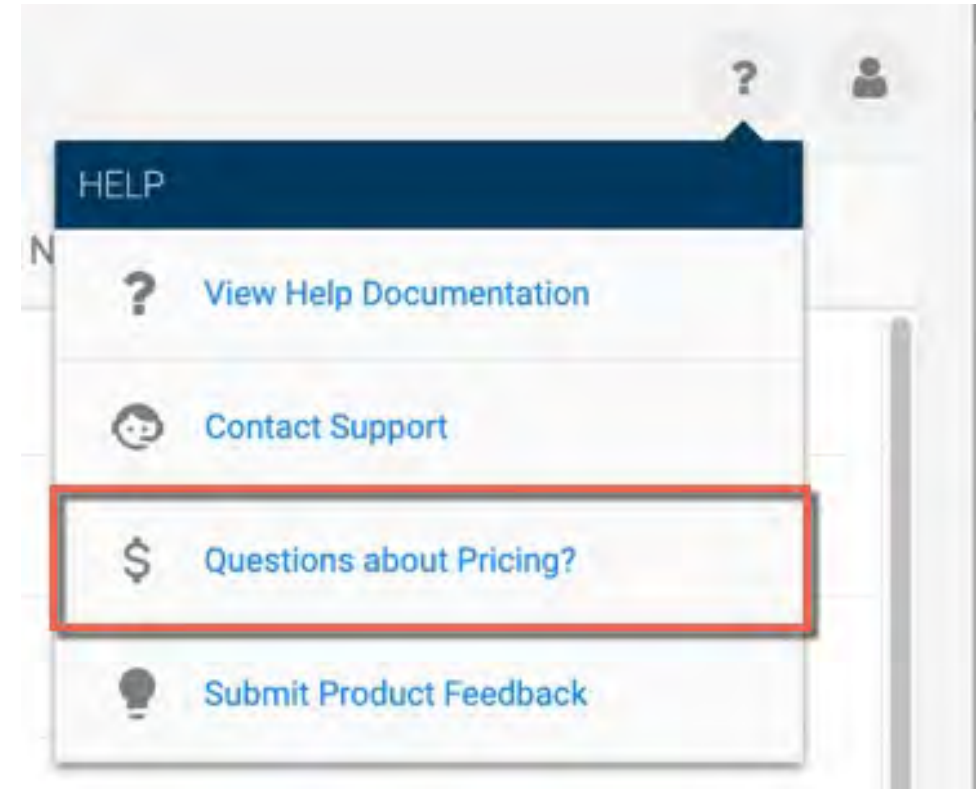
- Review and understand the time and material costs (bottom-up) by price surveying local wages, material, and equipment needed to perform the work.
- Survey unit costs (top-down) from local subcontractors and servicers.
- Review prices entered for recent jobs.
- Prices are never factored.
- Boots on the ground pricing.



Verisk Pricing Methodology

Pricing Questions

- Email pricing@verisk.com
- Call 1-800-932-9228 and select option 4 (exchange pricing information)
- Request a copy of our Pricing White Paper



Recent and Upcoming Changes

PPW Integration Enhancements

Application Options

- Auto Assign Work Orders
- Auto Import - Work Orders
- Auto Work Details
- Bid/Comp & Invoice Items
- Categories
- Client Companies**
- Client Profiles - Configuration
- Customer Numbers
- Document Types
- Duplicate Work Order - Field Settings
- Rushes
- States
- User Documents
- Work Types
- XactPRM Integration**

Client Companies

[Add Company](#)

Company Name

Client Discount %
[Add State](#)

Contractor Discount %

Billing Address

Comments/Notes

Due Date Offset
(only when importing, will set due date to 'x' days earlier)

Photo Re-size
 x
(default is 640x480, min is 320x240, max is 1024x768)

Allow adjusted invoice total
☐

Enable client login
☐
Login ID:

Login Password
(only enter when changing the password)

Rep ID

PCR PDF - Display Only Answered Questions
☐

Start Date - Lock Order
☐

Date/Time Overlay on PPW Mobile

Mobile Check In Provider

Vendorly Invoice Integration
☐

XactPRM Profile

XactPRM File Number

Active
☐

Save

Cancel

Profile Name

Last Modified

PRM

4/29/24

PRM

4/18/24

PRM

4/12/24

Loan Number

Asset ID





Investor Case Number

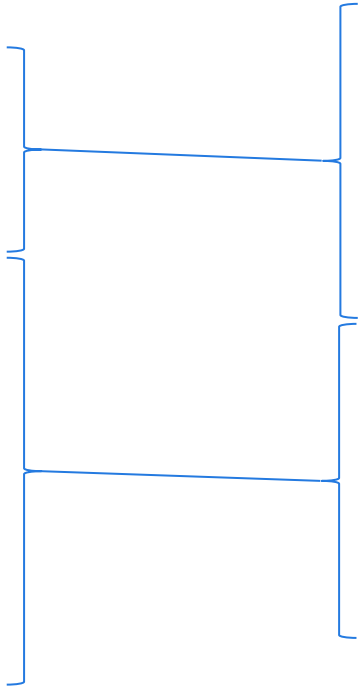
Work Order Number

“Simplicity is the ultimate sophistication.”
~ Leonardo da Vinci

“Complexity is like energy. It cannot be created or destroyed,
only moved somewhere else.
~ Tesler’s Law

Quick Estimate Enhancements

Line Items		Quick Estimates	
Image		Name	
		Landscape Maintenance	
		Lawn initial cut, and clean-up	
		Shrub Trimming	
		Tree Removal	
		Tree Trimming	



Quick Estimate Enhancements

⚡ Bathroom Cleaning

<input type="checkbox"/>	Category	Selector	Activity	Description	Unit	Unit Price
<input checked="" type="checkbox"/>	CLN	TLT+	+	Clean toilet - Heavy	EA	\$40.42
<input checked="" type="checkbox"/>	CLN	TLTS	+	Clean toilet seat	EA	\$6.37
<input type="checkbox"/>	PRM	CLNB	+	Clean with germicidal bleach	SF	\$0.47
<input checked="" type="checkbox"/>	CLN	VAN	+	Clean vanity - inside and out	LF	\$17.86
<input checked="" type="checkbox"/>	CLN	TSFA+	+	Clean tub / shower faucet - Heavy	EA	\$26.15
<input checked="" type="checkbox"/>	CLN	FAU	+	Clean sink faucet	EA	\$13.09
<input checked="" type="checkbox"/>	CLN	SNK	+	Clean sink	EA	\$17.60

CANCEL

ADD SELECTED

Custom Quick Estimate

⚡ Lawn Mowing / Grass Cut

\$90.80

Mower, line trimmer, blower, and labor to cut and dispose of trimmings.

⚡ Grass Cut / Mow Lawn

\$86.57

Labor & equipment to mow, line trim, blow and dispose of trimmings.

Each (EA)

1

Quality

Average Yard

Each (EA)

1

Yard size

Average

Between 5,000 and 10,000 square feet

Initial cut?

No

Do not adjust cost for an initial grass cut

Initial cut length

N/A

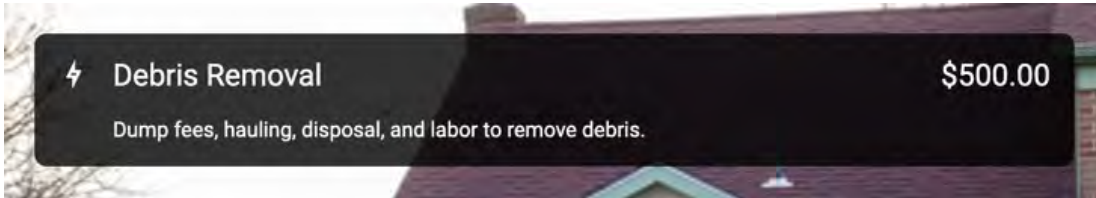
Not applicable

CANCEL

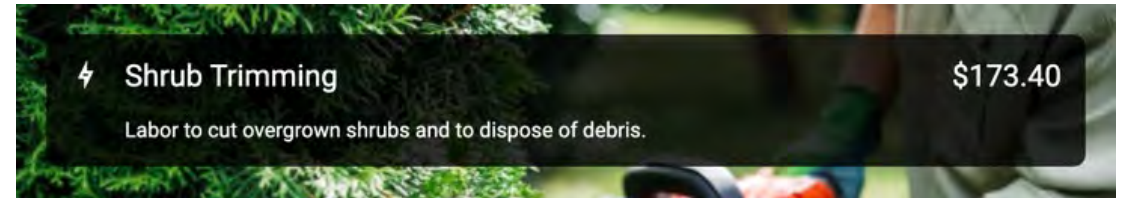
ADD ITEMS

Smart – Advanced Quick Estimate

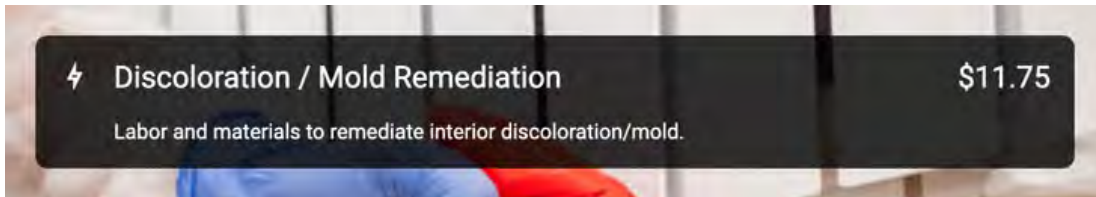
Quick Estimate Enhancements



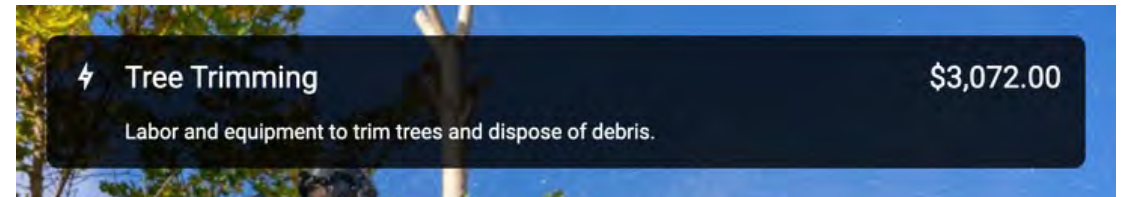
⚡ **Debris Removal** **\$500.00**
Dump fees, hauling, disposal, and labor to remove debris.



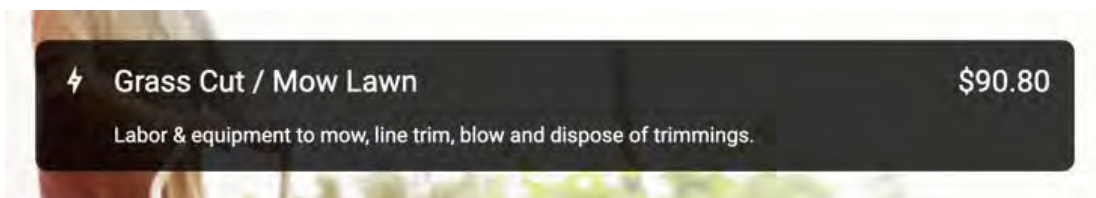
⚡ **Shrub Trimming** **\$173.40**
Labor to cut overgrown shrubs and to dispose of debris.



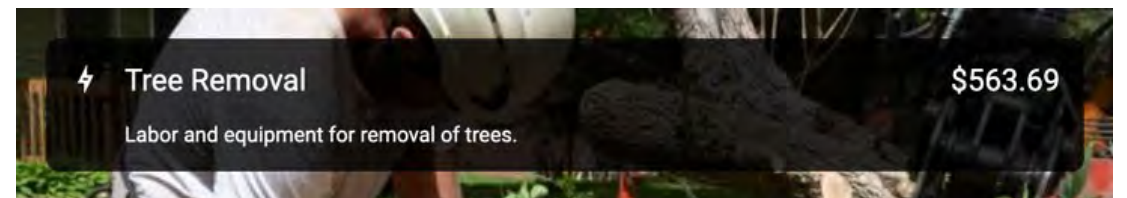
⚡ **Discoloration / Mold Remediation** **\$11.75**
Labor and materials to remediate interior discoloration/mold.



⚡ **Tree Trimming** **\$3,072.00**
Labor and equipment to trim trees and dispose of debris.



⚡ **Grass Cut / Mow Lawn** **\$90.80**
Labor & equipment to mow, line trim, blow and dispose of trimmings.



⚡ **Tree Removal** **\$563.69**
Labor and equipment for removal of trees.

Upcoming Changes

Upcoming

- Line item description improvements
- Search improvements
- Adding a Quality filter
- New billing portal / in app purchasing



Q&A