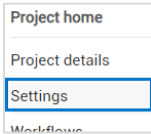# REVENUE MANAGEMENT

InEight® CONTROL

CONFIGURE REVENUE SETTINGS

1. From the Project home page, select **Settings**.

Project home
Project details
Settings
Workflows

2. Select ⊙ from the side menu.

3. Select the **Revenue** tab.

4. Select earnings rule for Fixed Final Price items.

   - **CE final cost** is recommended if forecast quantities differ from pay quantities

     Fixed final price
     Earnings amounts based on:
     ○ Forecast (T/O) qty
     ● CE final cost
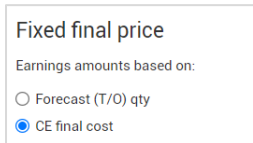
5. Select earnings rule for Unit Price items.

   - **Forecast (T/O) qty** is typically recommended for unit price items.

     Unit price
     Earnings amounts based on:
     ● Forecast (T/O) qty
     ○ CE final cost
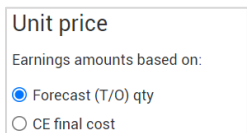
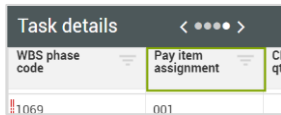6. If desired, turn on the switch to have Forecast (T/O) quantities in the CBS roll up to Forecast (T/O) quantities in the Pay Item register.

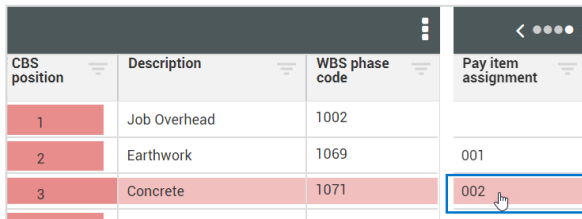   Enable pay item Forecast (T/O) qty rollups
   ⊘

ASSIGN PAY ITEMS TO COST ITEMS

1. On the CBS tab, scroll to the Pay item assignment column.

   Task details ‹ ●●●● ›
WBS phase code	Pay item assignment	CB qty
1069	001	

2. Double-click in the **Pay item assignment** field for the cost item you want to assign.

CBS position	Description	WBS phase code	Pay item assignment
1	Job Overhead	1002	
2	Earthwork	1069	001
3	Concrete	1071	002

3. Select the **pay item** to assign.

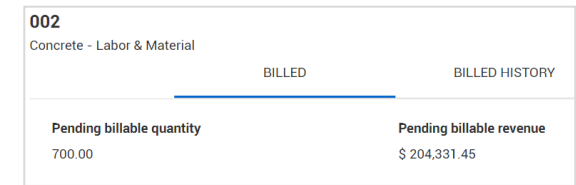 | Sele… | Pay item ID | Description |
   |---|---|---|
   | ○ | 001 | Earthwork - Labor & Mater… |
   | ● | 002 | Concrete - Labor & Material |
   | ○ | 003 | Steel - Labor & Material |

4. Click **Assign**.

   Note: Avoid assigning the same pay item to superior *and* subordinate cost items as this will double-up costs.

BILL A PAY ITEM
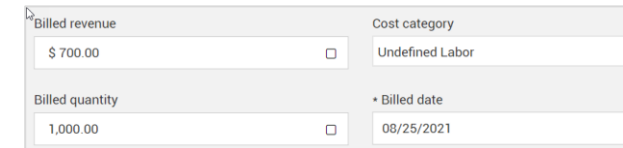
(If not brought in from your ERP)

1. Right-click on a pay item and select **Billed revenue details**.

   - Pending billable quantity and revenue come from contributing cost items.

     002
     Concrete - Labor & Material
     BILLED   BILLED HISTORY
     Pending billable quantity   Pending billable revenue
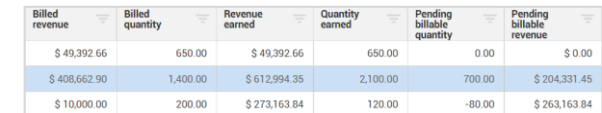   700.00 $ 204,331.45

2. Enter billing details.

Billed revenue	Cost category
$ 700.00	Undefined Labor
Billed quantity	* Billed date
1,000.00	08/25/2021

3. If needed, click ⊕ Add billed , then submit additional billing under another cost category.

4. Click **Apply.**

   - Billed values update in the Pay Items register.

Billed revenue	Billed quantity	Revenue earned	Quantity earned	Pending billable quantity	Pending billable revenue
$ 49,392.66	650.00	$ 49,392.66	650.00	0.00	$ 0.00
$ 408,662.90	1,400.00	$ 612,994.35	2,100.00	700.00	$ 204,331.45
$ 10,000.00	200.00	$ 273,163.84	120.00	-80.00	$ 263,163.84

BILL MULTIPLE PAY ITEMS

1. Select the pay items to bill.

☐	Pay item number
☑	001
☑	002

2. Right-click on the selection and select **Bill multiple pay items**.

   • On the New Bill Request, the Billed Revenue should match the Pending billable revenue on the Pay Item Register.

New bill request	
Description	**Billed revenue**
Earthwork - Labor & Material	$ 49,392.66
Concrete - Labor & Material	$ 408,662.90

3. If needed, manually change the Billed Revenue value(s).

4. Assign a cost category and notes as needed.

Billed quantity	UoM	Cost category
650.00	CY	Labor

5. Click **Submit**.

REVIEW BILLED HISTORY

1. Right-click on a pay item and select **Billed revenue details**.

2. Select the **Billed History** tab.

3. Review the register of billing entries.

		BILLED		BILLED HISTORY
Billed date	**Billed quantity**	**Billed**	**Cost item**	**Cost Category**
08/25/2021	650.00	$ 49,392.66		Undefined Lab...

UNIT PRICE REVENUE FORECASTING

Forecast total revenue = Current forecast (T/O) Qty X Unit Price

Description	Current forecast (T/O) qty		Current unit price	Current price	Forecast total revenue
Earthwork - Labor & Mater...	10,000.00	CY	$ 75.99	🔒 $ 759,887...	$ 759,887.01
Concrete - Labor & Material	10,000.00	CY	$ 291.90	🔒 $ 2,919,02...	$ 2,919,020.71
Steel - Labor & Material	800.00	Ea...	$ 2,276.37	🔒 $ 1,821,09...	$ 1,821,092.28

REVENUE FORECASTING DATA BLOCK

Create a data block with revenue forecasting columns in the CBS.

Forecast Revenue		‹ • ›			⋮
Forecast revenue earned	**Forecast remaining revenue**	**Forecast revenue unit cost**	**Forecast total revenue**	**% margin**	**Forecast total margin**
$ 49,392.66	$ 444,533.90	$ 49.39	$ 493,926.56	25.49 %	$ 125,926.56
$ 408,662.90	$ 1,634,651.60	$ 204.33	$ 2,043,314.50	40.29 %	$ 823,314.50
$ 0.00	$ 0.00	$ 0.00	$ 0.00	0.00 %	$ 0.00
$ 273,163.84	$ 273,163.84	$ 682.91	$ 546,327.68	24.04 %	$ 131,327.68
$ 0.00	$ 364,218.46	$ 455.27	$ 364,218.46	43.72 %	$ 159,218.46

NEED SOME MORE HELP?

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