



Get paid faster, better, cheaper:

- Decrease DSO
- Lower Cost of Capital
- Reduce Processing Costs
- Limit Lost Tickets and Errors

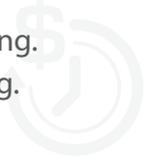
Electronic Field Ticketing and Invoicing



Every year billions of dollars are wasted on paper field tickets and manual invoice processing.

Iliad is an affordable subscription-based service for electronic field ticketing and invoicing.

With Iliad, every oil and gas service company is able to get paid faster, better, cheaper.



Some of Iliad's many benefits include:

**CEO**

Delivers more efficient operations  
Provides visibility into processes  
Real-time KPI's into business

**CFO**

Accelerates billing & payments  
Improves cash-flow  
Reduces costs of capital and DSO

**CIO**

On-premise or SaaS cloud hosted  
Integrates to any ERP or Accounting  
Available online / offline

**COO**

Improved visibility into resources  
Reduce revenue leakage/lost tickets  
Eliminates redundant data entry

**Field**

Quick and intuitive interface  
Streamlines ticketing process  
Less time processing paperwork

**Quality**

Documents job quality  
Tracks potential hazards  
Improves customer satisfaction

On average, **Lost and Under Billed Tickets** combined cost a company .5% of annual revenue.

Sales	Lost Tickets (.25%)	Under Billed (.25%)	Topline Added (.5%)	New Top Line Total
\$10MM	\$25,000	\$25,000	\$50,000	\$10,050,000
\$25MM	\$62,500	\$62,500	\$125,000	\$25,125,000
\$50MM	\$125,000	\$125,000	\$250,000	\$50,250,000
\$100MM	\$250,000	\$250,000	\$500,000	\$100,500,000



1 Field Ticket costs ~~\$20~~ **\$6.66**  
(~30-10 minutes for a Field Technician @ \$40 / hr)



1 Invoice costs ~~\$11~~ **\$1.83**  
(~30-5 minutes for an AR Specialist @ \$22 / hr)

Calculate your Savings

Sales	DSO Savings (Iliad Reduction of ~25%)	Field Ticket Savings (\$13.33 / ticket)	Invoice Savings (\$9.17 / invoice)	Total Savings	Total Additional Profit (Total Savings + Top Line Added)
\$10,050,000	\$30,976	\$66,650 (5,000 tickets)	\$45,850 (5,000 invoices)	\$143,476	\$193,476
\$25,125,000	\$77,440	\$133,300 (10,000 tickets)	\$91,700 (10,000 invoices)	\$302,440	\$427,440
\$50,250,000	\$154,880	\$199,950 (15,000 tickets)	\$137,550 (15,000 invoices)	\$492,380	\$742,380
\$100,500,000	\$309,760	\$333,250 (25,000 tickets)	\$229,250 (25,000 invoices)	\$872,260	\$1,372,260

DSO savings is calculated with the assumption of 120 DSO and an interest rate of 3.75%.

# How Our Field e-Ticketing and e-Invoicing Solutions Work Together



Field technicians must have the ability to collect field ticketing information for the customer to sign.

- Data is collected via tablet or laptop.
- Customer can sign field ticket electronically.
- If customer requires stamp, the field technician can use the Iliad field ticketing app to take an image for document storage.
- Once the job is done, all data is synced with your backend ERP.



Accounts Receivable must be able to access the field ticket data quickly.

- The data collected is quickly, if not immediately, available to your company's AR department and your clients' AP department.
- Once the data is received, our application gives your AR department the ease of connecting backend ERP to buyers' portals including Oildex, Ariba, ADP, Chevron, Quadrem, Cortex, HubWoo, Direct Email, and many more.



Money is collected and deposited into bank ~25% faster than previously calculated DSO.

- Transactions are automatically handled via your ERP through the gateway.
- Billing is quicker, meaning your payments make it to your bank faster.



## How does Iliad work?

Iliad Field e-Ticketing and e-Invoicing is a procure-to-pay solution to address inefficiencies due to paper based operations. Illegible or incomplete tickets, incorrect bill rates, lost paper copies and data entry errors are just a few of the challenges that are overcome through automation, data validation, mobile tools and cloud technologies. Iliad moves the entire process online, in real time.

Our electronic field ticketing process is simple: supervisors create job tickets, which is integrated with customer, inventory, pricing and personnel information from any accounting or ERP system. Tickets are then dispatched electronically to crews in the field. Field personnel update (or create new) contract compliant tickets that capture required signatures and stamps electronically. Once the job is complete, the ticket is electronically sent to accounting for processing.

When combined with electronic invoicing, the process continues: tickets are automatically uploaded and entered into any accounting or ERP system. Tickets are validated and invoices are created according to each customer's portal requirements, then automatically uploaded to the corresponding portal. We have experience integrating with multiple buyers' portals including Oildex, Ariba, ADP, Chevron, Quadrem, Cortex, HubWoo, Direct Email, and many more.

Our system eliminates multiple entry points, reduces staff burden, ensures compliance with contract pricing and reduces Days Sales Outstanding (DSO).



**Reduce your DSO by ~25%**  
**Collect money faster**  
**Reduce cost of capital**



Contact us today for a custom ROI and DSO reduction calculation.

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<https://www.myiliad.com>

