Throughset

QUOTE TO CASH

One amendment. Two prices.

Amendment: price changed to $900



Quote

SALES SYSTEM

PRICE HELD

$1,000



Order

ORDER SYSTEM

PRICE HELD

$900



Contract

CONTRACT SYSTEM

PRICE HELD

$900

≠



Billing

BILLING SYSTEM

PRICE HELD

$1,000



Invoice

FINANCE SYSTEM

PRICE HELD

$1,000

The price stops matching here: $900 vs $1,000

A mid-sized B2B company. Finance fixed invoices by hand.

Throughset

HOW WE WORK

One price. Every step.



1

Map it

Where the price lives, step by step



2

Find the overlap

Where two copies stop matching



3

Decide one owner

One source of truth for price



4

Change safely

Small steps, each one tested

Billing errors came in below 0.1 percent

FROM OUR CLIENT WORK

RIGHT INVOICES

TRUSTED FORECAST

FEWER SPREADSHEETS

Throughset

TRY IT THIS WEEK

Check your price.

Pick a contract amended last quarter. Write down its price at each step.



Quote

YOUR PRICE

=?



Order

YOUR PRICE

=?



Invoice

YOUR PRICE

If they differ, count the places the price was copied.

THE ORG REVIEW

Quote-to-cash is our specialty

$3,500

USD, FROM, FIXED FEE

- Agreed before work starts
- You keep the findings either way

throughset.com