## Time by Ping, dba Laurel

Scoping start date: n/a

Implementation Completed Date (Go live date): n/a

MSA Signature Date: Mar 14, 2024

GTM POC: Skoro

ERP: Other Rillet & QBO, its a mess

Tax Integration: No Tax

### 

### Key people at Merchant

### Head of Finance: Farhan Ahmed <farhan@laurel.ai>

### Company summary

Laurel provides time tracking AI software for legal professionals  
  
AM Notes

* Farhan still likely uses his own spreadsheet to track invoices and who has paid
* Complicated transition to Rillet, creates issues for our ability to track mark as paid, said he would get his accountants to update QBO as well as Rillet, but unclear the latest here, needs to be resolved

### Billing model

* Recurring straight-line

### Contract Processing Steps

* Contract is written poorly has due date and put invoice date as prior to net 30 (assume net 30 is already baked into due date.
* There is not default billing frequency
* Integration item should always be “Sales”

### Events Processing (if necessary)

* n/a

### Customer Information

* n/a

### Feature Requests

* n/a

### Rewatch Calls

* n/a