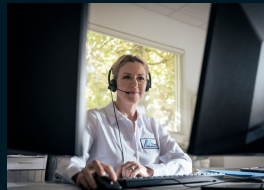




QXO

# Supply Chain Integration

June 2026



# Agenda

- The ServiceTitan + QXO Supply Chain Integration
- Getting Started
- FAQ + Resources



# Meet the ServiceTitan Team



**Jordan Gilbertson**

Supply Chain - Product Manager



**JC McAllister**

Pricebook - Product Manager

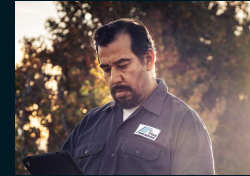


**Lisa Inouye**

Sr Manager, Supply Chain BD

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# ServiceTitan + QXO Supply Chain Integration



# ServiceTitan + QXO supply chain integration

Now Available

The screenshot shows the 'Create Purchase Order' form in the ServiceTitan interface. The form is organized into several sections: 'ORDER DETAILS', 'LOCATION', 'DATES', and 'OPTIONAL FIELDS'. Each section contains various input fields and dropdown menus for specifying order information.

ORDER DETAILS		
PO Source*	Job #	Business Unit*
Job	224646	Main
Vendor*	Supplier Branch	Job Account
Vendor A	Branch 123	
Order Type*	Technician	Files Attached
Special Order	Select a technician	Choose File
Project Labels	Search Project Label	

LOCATION		
Inventory Location*	Ship To*	Delivery Method
Main Warehouse	Main Warehouse	Place shingles on roof

DATES		
Date Created*	Require By	Requested Delivery Time - From
08/02/2024	08/06/2024	8:00 AM
Requested Delivery Time - To		
5:30 PM		

OPTIONAL FIELDS

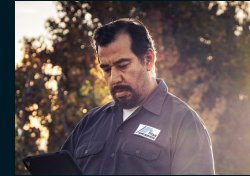
## Key Features

- **Rich product content:** Browse QXO's catalog of products with detailed product information, imagery, and variants.
- **Accurate pricing at every stage:** Access nightly, branch-specific pricing updates in your pricebook or when building an estimate, and validate real-time pricing and stock levels before you send the PO to QXO
- **Seamless estimate-to-order flow:** Once a job is sold, instantly convert the estimate into an electronic PO—complete with QXO SKUs, variants, and delivery details.



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# Getting Started




# Getting Started

## Mutual Customer

### Reach out to their ServiceTitan CSM / Onboarder

Your ServiceTitan Customer Success Manager (CSM) / Onboarder (OB) will own the integration onboarding process. You will leverage your purchase history import via API to add items you purchased.

Note: You can locate your CSM / OB's name and email address in ServiceTitan by navigating to the  TitanAdvisor icon in the top left.

## New QXO Customer

### Complete the [new QXO Account Form](#) to notify QXO Corporate

QXO Corporate will contact the respective QXO branch to set up an account. The QXO branch rep will then provide you with a template of curated material items that are frequently purchased by customers based on branch availability.

Note: You can follow up on your request for a new QXO account by contacting [integrations@qxo.com](mailto:integrations@qxo.com).



# Getting Started

## NA Customer

### Reach out to your ServiceTitan CSM / Onboarder

Your ServiceTitan Strategic CSM / OB will notify your Center of Excellence (COE) you're interested in moving forward. Once you're approved, your CSM/OB will work with you on the Pricebook pre-work:

- **If you have a Pricebook and templates set up**, ServiceTitan can run a match against the QXO catalog where we identify High, Medium, and No Match items.
- **If you don't have a Pricebook setup**, they can leverage your purchase history to pull in all items you purchased.



# Activation Email

**Subject:** ServiceTitan + QXO Supply Chain Integration Activated!

**To:** [Customer Email]

**CC:** [QXO Corp or Branch Rep email?]

**From:** OB/CSM

Hi [Customer First Name],

I'd like to inform you that Supply Chain Integration with QXO has been enabled for your account. Now that Supply Chain Integration + QXO is available in your account, the next step will be for you to go through the setup process to ensure you have all the right settings in place, connect your accounts between ServiceTitan and QXO, and become more familiar with the workflows.

ServiceTitan has been working with QXO to deliver powerful integration capabilities enabling you to access their catalog and real-time pricing and procure materials directly from QXO in ServiceTitan's platform.

Below are links to the Supply Chain Integration Knowledge Base where you'll find everything you need to get started with the setup and workflows.

## [Supply Chain Integration Activation Checklist](#)

**Please schedule a 30-min call with your ServiceTitan representative to begin walking through the onboarding process.**

### **Items to Prepare for Onboarding**

Let your ServiceTitan representative know whether you are an existing or new customer of QXO, as we will need to ensure you have your username and password ready.

- **If an existing QXO customer**, please have your username and password ready. We will get your QXO purchase history via the integration.
- **If a new QXO customer**, please complete the [new QXO account form](#) to notify QXO Corporate. QXO Corporate will contact the respective QXO branch to set up an account. The QXO branch rep will then provide you with a template of curated material items that are frequently purchased by customers based on branch availability.



# Onboarding Guide



## Onboarding guide: QXO Supply Chain Integration for ServiceTitan customers

### Overview

Connect with your QXO (formerly Beacon), supplier to access their catalog, configure your pricebook, and streamline roofing procurement for greater efficiency and profit.

Who uses this feature

### Things to know

- Improve your inventory management by automating the import of supplier catalog items. [Upload your purchasing history](#) to your ServiceTitan pricebook.
- The default setting for item updates is *Manual*. For guidance on enabling and customizing automatic updates, see [Update your pricebook with Pricebook Connect](#).
- The pricebook for roofing integrations is used for materials only. After adding new items or mapping existing items between your pricebook and vendor product catalog, you can find the items in the *Materials* tab of your pricebook, where you can access their *Material Variations*. For more, see [Manage supplier catalog material variations in ServiceTitan](#).
- When setting up your account for QXO integration, the email and password are tied to an individual user, not the company. If the main user who set up the integration has their account removed for any reason by QXO, the integration will be disconnected, and you need to reconnect it.

#### IN THIS ARTICLE

- ▶ Overview
  - Things to know
- ▶ Step 1: Map your ServiceTitan account with your supplier accounts
- ▶ Step 2: Set up your pricebook
  - Step 3: Manage your pricebook
- ▶ Step 4: Manage your purchase orders (POs)
- Additional resources



# Map ServiceTitan + QXO Accounts

## Integration Setup

- ✓ Link Vendors      ✓ Verify QXO Account Number      ✓ Map Account

Select branch / job account(s) to map to the correct business unit(s). The branch / job account that is set to primary will be used to filter the product catalog, retrieve costs, and populate purchase order fields. All other branch / job accounts that are mapped to business units will be used to retrieve costs and items from different branches.

### Default branch

- BRANCH NAME #1234
- CITY, STATE, ZIPCODE

Search...

Edit


Branch	Account	Business Units	Primary
BRANCH NAME #1234	1234	Roofing - Sales, Roofing Install	<input checked="" type="radio"/>

◀ ◁ 1 ▷ ▶ 10 items per page 1 - 1 of 1 items



# Map/Add Items from QXO Catalog to Pricebook

**Catalogs**  
Browse through a list of providers and select items to add to your Pricebook.



QXO 236565 128315 New









**QXO**  
Browse through and select items to add to your Pricebook. Run matching and upload past purchase history.

[Upload purchase history](#) [Map to provider](#)

Categories  [Select all items](#)

**CATEGORIES**

**MATERIALS**

 3 tab shingles 98 <span>79 New</span>	 Above grade 222 <span>167 New</span>	 Accessories 1147 <span>651 New</span>	 Adhesives 475 <span>193 New</span>
 <span>1509 New</span>	 <span>21 New</span>	 <span>63 New</span>	 <span>116 New</span>

Clear All Selections 97 Materials SELECTED [Add to Pricebook](#)



# Map/Add Items from QXO Catalog to Pricebook

The screenshot shows the QXO interface. At the top, there are buttons for "Upload purchase history" and "Map to provider". Below that, the "Categories" section shows "3 tab shingles". A grid of shingle items is displayed, with one item, "Elite Glass-Seal&reg; Shingles", selected and highlighted. A hand cursor is pointing at the "Show Details" link for this item. An overlay window titled "Material Details" is open, showing a large image of the shingles and the following information:

**Material Details**

3 tab shingles

**Owens Corning Supreme&reg; Shingles Chateau Green** New

CODE: C-385673      COST: —

DESCRIPTION: <p>Supreme three-tab shingles is a smart choice when you need to balance curb appeal, weather resistance and value.</p>

SUPPLIER: qxo      VENDOR PART #: C-385673

UNIT OF MEASURE: —

Assets Variants

Material Name	Code	Cost
Supreme&reg; Shingles	113894	\$\$\$
Supreme&reg; Shingles	113896	\$\$\$
Supreme&reg; Shingles	113899	\$\$\$
Supreme&reg; Shingles	113897	\$\$\$
Supreme&reg; Shingles	113900	\$\$\$

Navigation: 1 2 3 4 5 6 7 8 9 10 ... 5 items per page 1 - 5 of 86 items

Buttons: Close, Select Item

A **parent item** includes general product details, such as manufacturer and name.

A **variant** refers to a specific version of the item, such as a particular size or color.



# Set Updates to Auto Update

▼ QXO

	Auto Dismiss	Auto Update	Manage Manually
Name	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Code	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Description	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Media and Assets	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Cost	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>



# Create Electronic Purchase Order

ORDER DETAILS

<b>Job #</b>	<b>Business Unit*</b>	<b>Vendor*</b>
<input type="text" value="Search for job #"/>	<input type="text" value="Select a business unit"/>	<input type="text" value="QXO"/>
<b>Supplier Branch*</b>	<b>Order Type*</b>	<b>Technician</b>
<input type="text" value="BRANCH NAME #1234"/>	<input type="text" value="Special Order"/>	<input type="text" value="Select a technician"/>
<b>QXO Job Account*</b>	<b>Files Attached</b>	
<input type="text" value="Select a qxo job account"/>	<input type="button" value="Upload File"/>	

LOCATION

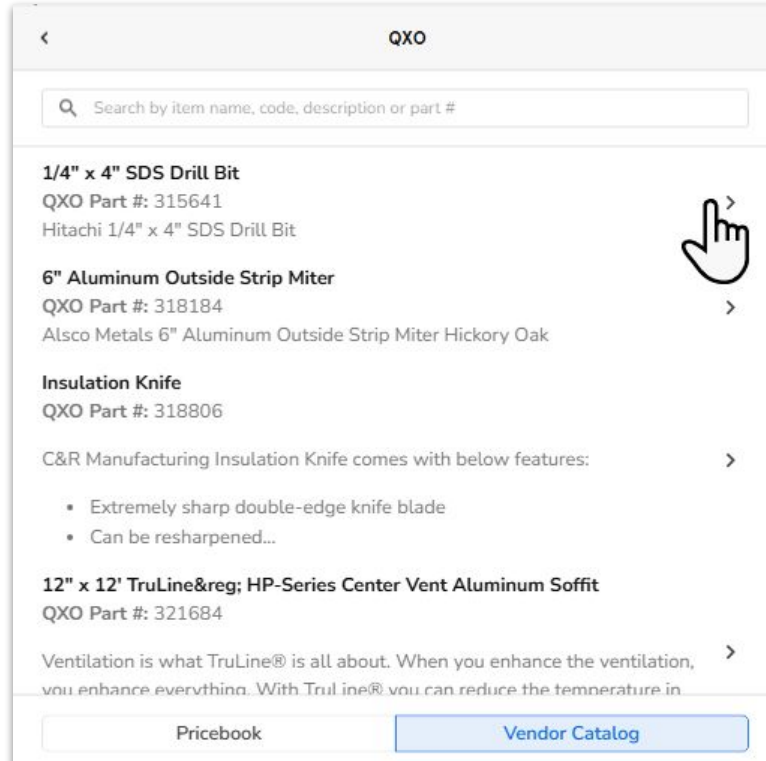
<b>Inventory Location*</b>	<b>Ship To*</b>
<input type="text" value="Select a location"/>	<input type="text" value="Select an address"/>

DATES

<b>Date Created*</b>	<b>Required By</b>	<b>Delivery Target*</b>
<input type="text" value="07/18/2025"/>	<input type="text" value="07/18/2025"/>	<input type="text" value="Select a delivery target"/>



# Add Catalog Items Directly to a PO



# Review Real-Time Pricing & Availability

Create Purchase Order Check Vendor Inventory Cancel Create ▼

ORDER DETAILS

Job #  
Search for job #

Supplier Branch\*  
BRANCH NAME #1234

QXO Job Account\*  
ACCOUNT NAME (1234)

Remove Match Available Qty

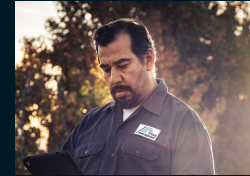
<input type="checkbox"/>	Item Name	Vendor Part Number	PO Qty <span>i</span>	Status	
<input type="checkbox"/>	Shingles	123456	1.00	Not available at the selected branch	

◀ ◁ 1 ▷ ▶ 10 items per page 1 - 1 of 1 items



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## Resources & FAQ



# Resources & FAQ

- [QXO listing on ServiceTitan Partner Marketplace](#)
- [QXO Onboarding Checklist](#)
  - [Set up your account for the QXO integration](#)
  - [Manage supplier catalog material variations in ServiceTitan](#)
  - [QXO purchasing workflows](#)

**What if you're unable to validate your username and password to access the QXO integration?**

Email [sitesupport@qxo.com](mailto:sitesupport@qxo.com) for assistance.

**What if items are missing from the QXO catalog?**

Reach out to your QXO branch rep who can work with the QXO Merchandising team to update the catalogs.

**What if pricing is showing but incorrect?**

Reach out to your QXO branch rep to correct any pricing at the branch level.

The graphic features the ServiceTitan logo (a stylized head with gears) and the QXO logo (the letters 'QXO' in a blue, rounded font) at the top left. Below the logos is the title 'ServiceTitan + QXO Integration'. The main text describes the partnership, highlighting that it provides a smarter, more connected procurement workflow. It lists three key benefits: 'Estimate with confidence' (building accurate estimates quickly), 'Procure efficiently' (improving production speed and certainty), and 'Key Integration Benefits' (rich product content, seamless estimate-to-order flow, and accurate pricing at every stage). At the bottom, it asks 'What can ServiceTitan do for you?' and lists three specific benefits: 'Sell More, Close Faster', 'Run Smoother Jobs', and 'Earn Customer Trust'. A footer provides a link to learn more about the partnership.

**ServiceTitan + QXO Integration**

ServiceTitan and QXO have joined forces to bring roofing and exterior contractors a smarter, more connected procurement workflow. The ServiceTitan + QXO integration, now available in Early Access, gives customers access to rich product content, accurate pricing, and digital purchasing functionality, all within their primary operating tool, ServiceTitan.

**Estimate with confidence:** Build accurate, professional estimates quickly while protecting your margins with the most current product data and branch-specific pricing right at your fingertips.

**Procure efficiently:** Improve production speed and procure with certainty by instantly converting sold estimates into purchase orders and checking real-time pricing and availability at the local QXO branch before you hit send.

**Key Integration Benefits**

- **Rich product content:** Browse QXO's catalog of products with detailed product information, imagery, and variants.
- **Seamless estimate-to-order flow:** Once a job is sold, instantly convert the estimate into an electronic PO—complete with QXO SKUs, variants, and delivery details.
- **Accurate pricing at every stage:** Access nightly, branch-specific pricing updates in your pricebook or when building an estimate, and validate real-time pricing and stock levels before you send the PO to QXO.

**What can ServiceTitan do for you?**

Running a roofing business shouldn't feel like chasing chaos. ServiceTitan eliminates the guesswork by connecting every part of your business in a single, easy-to-use platform. Where most roofers rely on a patchwork of disconnected tools that cause delays, data gaps, and double work, ServiceTitan brings everything under one roof.

<p><b>Sell More, Close Faster</b></p> <p>ServiceTitan gives roofing contractors the tools and data they need to estimate and sell with speed, accuracy, and confidence.</p>	<p><b>Run Smoother Jobs</b></p> <p>Operations shouldn't live in a maze of sticky notes and spreadsheets. ServiceTitan gives your team one place to plan, track, and deliver every job with precision.</p>	<p><b>Earn Customer Trust</b></p> <p>Homeowners expect fast responses, and clear pricing. With ServiceTitan, you'll deliver a polished experience that builds trust and drives referrals—without adding extra work.</p>
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Learn more about our partnership by visiting <https://marketplace.servicetitan.com/partner/qxo>