



REPLICONPSM

Optimize Your Professional Services Organization

Empower your professional services organization with the Replicon Professional Services Management solution, a cloud-based application that automates project billing, simplifies resource management and provides clear visibility into your future project planning activities.

“ Replicon has played a critical role in optimizing our workforce and processes to run a more efficient professional services business. ”

Jillian Schoenhofer, Chief Administrative Officer,
Axis Technologies

Delivering Professional Services is Challenging

Managing multiple clients and projects requires constant vigilance over project status, employee and consultant hours, accrued expenses, and available resources. Without visibility into this essential information, projects can fall apart due to untracked billable hours, missed deadlines, and cost overruns that result in dissatisfied customers and unprofitable projects.

What's more, when it comes to billing and invoicing, one size does not fit all. Different clients pay different rates, have different terms, and require different invoice submission processes. In a complex professional services business, you may have to include various project expenses as well as detailed information about who spent how much time on various project activities. It can get very complicated.

Solutions that cater to the specific needs of professional services organizations and help manage time, expenses and resources efficiently can have a tremendous impact on project success, as well as the success of the business as a whole.

Everything You Need for Your Professional Services Organization

The Replicon Professional Services Management (PSM) solution lets you track and analyze profitability by project and client, improve cash flow and leverage real-time data for more informed business decisions.

Improve project visibility and execution

A holistic view of all project-related costs — including time and expenses — and real-time insight into profitability arms you with the information you need to improve margins and deliver projects on-time and on-budget.

Streamline time capture and billing

Centralized electronic time capture by project makes it easy for employees to enter time, and makes billing faster and more accurate.

Maximize resource utilization

The ability to allocate resources to projects and track target-to-actual utilization ensures consultants are maximizing their billing capacity.

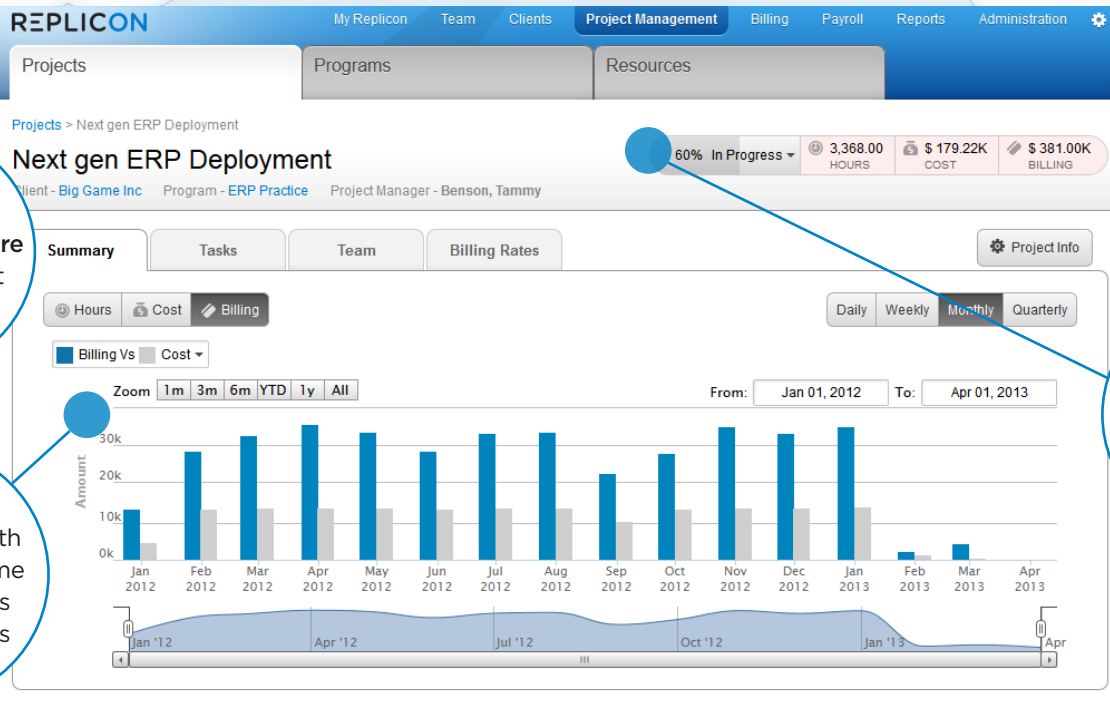
Forecast revenue and resource demand

With full visibility into future projects and resource availability, you can anticipate resource shortages and take corrective action, such as hiring, retraining, or redeploying staff.

“ If I talk to a client, I have all the information at my fingertips. Replicon really helps us have transparency with clients. It helps with that constant collaboration. ”

Julia Watson, Director of Operations
Communicopia





Leverage ready-made reports or configure reports to meet your needs

Get the "big picture" with dynamic, real-time summary charts and dashboards

Analyze data at-a-glance with in-context summaries on every screen

Holistic Client Management

- ▶ Access a centralized view of all projects for any client
- ▶ Get insights into total billings, costs, and profitability by customer
- ▶ Establish pre-approved client-specific billing rates and expense types

Advanced Project and Practice Management

- ▶ Set up and administer projects in minutes
- ▶ Set budgets for costs and hours & define milestones
- ▶ Real-time visibility into billable hours and costs
- ▶ Practice management rolls up multiple projects for macro profitability analysis

Integrated Expense Management

- ▶ Easily submit and approve expenses—even on-the-go with mobile capabilities
- ▶ Track actual expenses incurred against the set estimate
- ▶ Bill-back clients for project expenses and reimburse consultants

Streamlined Billing Management

- ▶ Manage billing rates by user, role, project, or client
- ▶ Get a centralized view of all billable amounts by client
- ▶ Quick drill-down to access transaction-level data

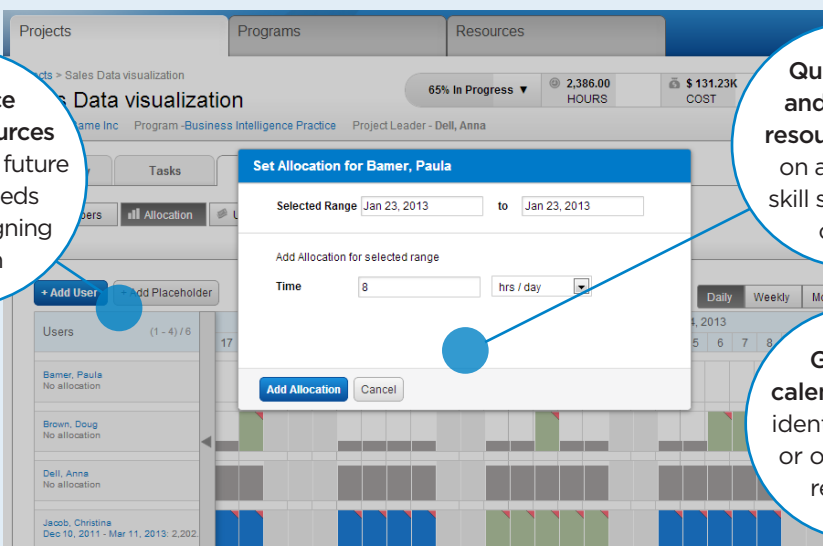
Centralized Time Sheet Management

- ▶ Easily capture billable and non-billable time by project and task
- ▶ Flexible workflows with streamlined approvals
- ▶ Mobile app ensures access from virtually anywhere
- ▶ Role-based views help you find what you need quickly and provide a hassle free user experience

Use "placeholder" resources to account for future resource needs without assigning a person

Quickly find and allocate resources based on availability, skill set or other criteria

Graphical calendar quickly identifies under- or over-utilized resources



Contact Us

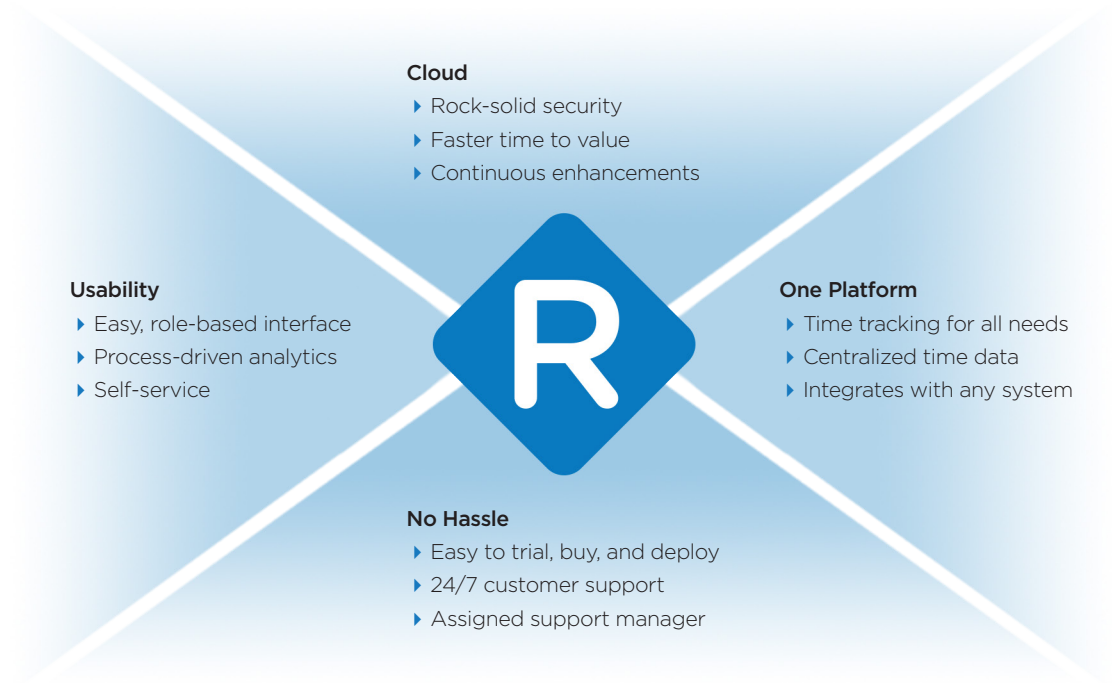
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Replicon's cloud time tracking solutions deliver greater insights, reduce the risk of non-compliance, and help organizations optimize their business processes to drive down costs and increase performance. This is what makes Replicon unique:



Add enhanced functionality to the Replicon PSM with these add-ons:



WEBEXPENSE

Collect and track reimbursable project expenses for your consultants.



TIMEOFF

Easily manage time off requests and balances for your consultants

About Replicon

Replicon is the leading provider of cloud-based time tracking software. Our award-winning solutions are used by more than 1.5 million people in over 7,800 organizations across 70 countries. We help customers to better manage workforce attendance, expenses, projects, professional services teams, and shared services resources.

Our diverse customer base — from start-ups to Fortune 500 companies — trusts Replicon to help reduce compliance risk, keep costs down, and provide greater insight into business performance. Clients include: FedEx, MetLife, New Zealand Transport Agency (NZTA), Novartis, Orbitz, and Xerox. Replicon is a global company with employees in Australia, Canada, India, the United Kingdom, and the United States.

Want to try it for your business?

Get your free trial now. Free one-on-one support is available throughout the trial. www.replicon.com/freetrial or contact us.