Professional Services Automation

Optimize Your Professional Services Organization

Empower your professional services organization with the Replicon Professional Services Automation 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.

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Jillian Schoenhofer, Chief Administrative Officer, Axis Teknologies

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 Automation (PSA) 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.
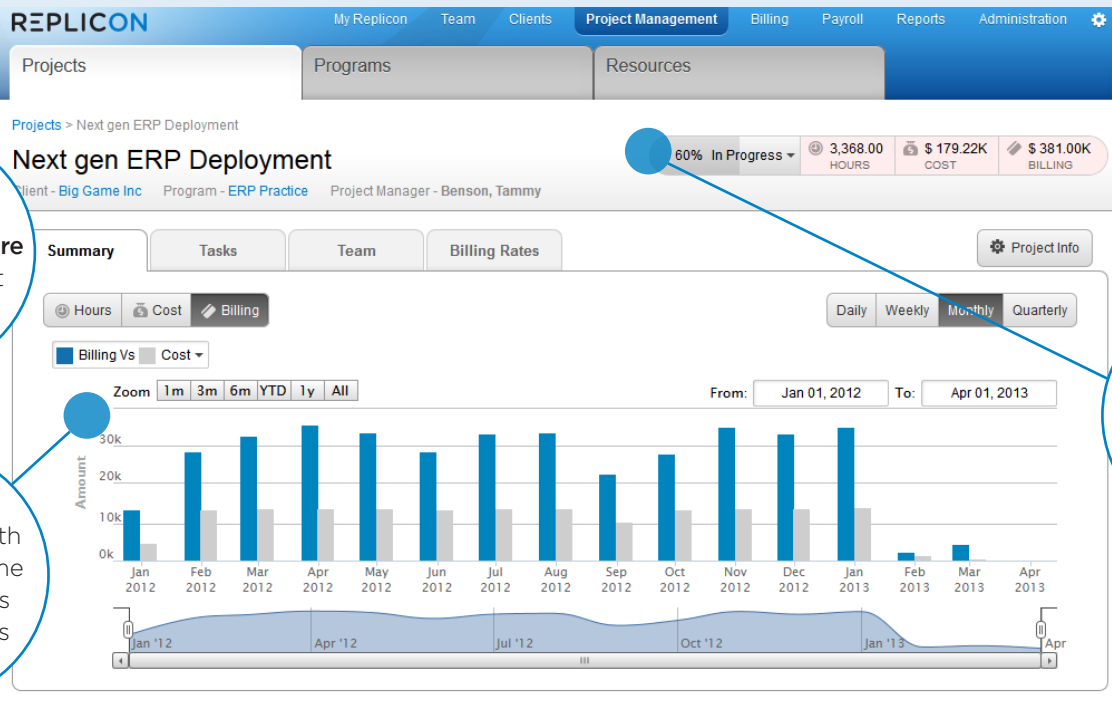
Forecast revenue and resource demand

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

REPLICON

My Replicon | Team | Clients | **Project Management** | Billing | Payroll | Reports | Administration

Projects | Programs | Resources

Projects > Next gen ERP Deployment

Next gen ERP Deployment
60% In Progress ▾ | 3,368.00 HOURS | $ 179.22K COST | $ 381.00K BILLING

Client - Big Game Inc | Program - ERP Practice | Project Manager - Benson, Tammy

Summary | Tasks | Team | Billing Rates | ⚙ Project Info

Hours | Cost | **Billing** | Daily Weekly **Monthly** Quarterly

Billing Vs Cost ▾

Zoom 1m 3m 6m YTD 1y All | From: Jan 01, 2012 | To: Apr 01, 2013

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
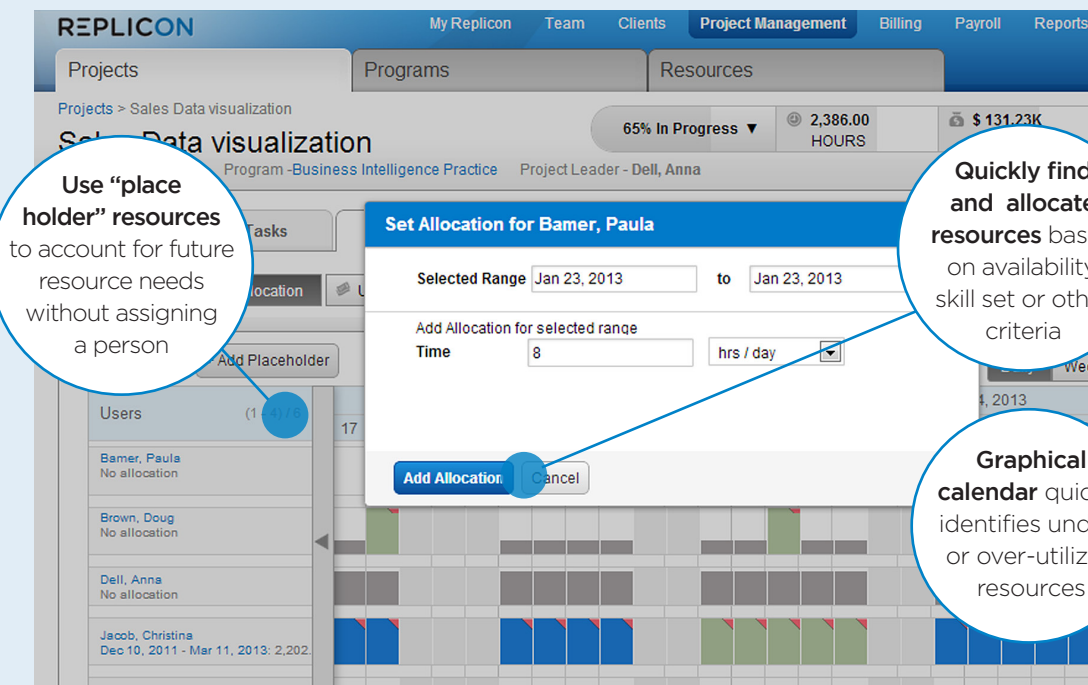
Centralized Time Sheet Management

▸ Easily capture billable and nonbillable time, as well as time off, by project and task

▸ Streamline approvals for billable hours with flexible workflows

▸ Ensure access from anywhere, anytime, with the mobile app

▸ Provide convenient role-based views to provide a hassle-free user experience

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

Powerful Invoice Creation and Management

▸ Align billing rates by user, role, or project—based on client contracts—for accurate and timely invoices

▸ Configurable invoice template with ability to make adjustments (mark-ups, discounts, and write-offs) and support for multiple currency billing

▸ Flexible billing options with support for time & materials and fixed bid contracts

▸ Real-time status tracking and visibility into payment terms

REPLICON

My Replicon | Team | Clients | **Project Management** | Billing | Payroll | Reports

Projects | Programs | Resources

Projects > Sales Data visualization

Sales Data visualization
65% In Progress ▾ | 2,386.00 HOURS | $ 131.23K

Program - Business Intelligence Practice | Project Leader - Dell, Anna

Tasks

Set Allocation for Bamer, Paula

Selected Range Jan 23, 2013 to Jan 23, 2013

Add Allocation for selected range
Time 8 hrs / day ▾

Add Allocation | Cancel

Add Placeholder

Users (1 ...)

Bamer, Paula
No allocation

Brown, Doug
No allocation

Dell, Anna
No allocation

Jacob, Christina
Dec 10, 2011 - Mar 11, 2013: 2,202.

Use **"place holder" resources** to account for future resource needs without assigning a person

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

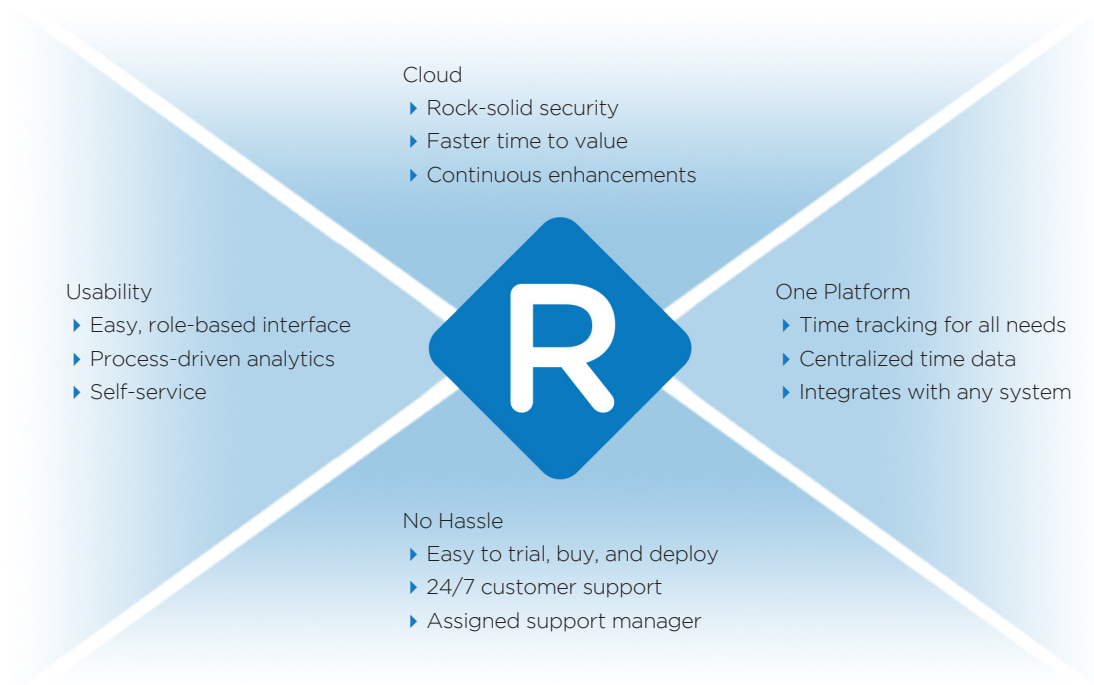**Graphical calendar** quickly identifies under- or over-utilized resources

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:

Cloud
▸ Rock-solid security
▸ Faster time to value
▸ Continuous enhancements

Usability
▸ Easy, role-based interface
▸ Process-driven analytics
▸ Self-service

One Platform
▸ Time tracking for all needs
▸ Centralized time data
▸ Integrates with any system

No Hassle
▸ Easy to trial, buy, and deploy
▸ 24/7 customer support
▸ Assigned support manager

Add enhanced functionality to Professional Services Automation 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.