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# The **five Ps** of profitable projects and programs in professional services

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# Some **common** and **uncommon** sense about project and program delivery in Professional Services

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**86%** of professional services projects are completed on budget.

That means more than **1 in 7 aren't.**

Maybe that's one a month; maybe it's one a quarter. But it means that in an industry where costs should be entirely within your own hands, businesses are regularly making a loss.

But here's the killer. At the best companies, 94% of projects are completed on budget. Which means that these businesses experience a loss on only 1 in 20 projects: still too many, but in an increasingly competitive market, that's an increasingly significant difference.

So what are these companies doing differently? What are they doing better?

That's what this book explores – **highlighting five specific areas where the best in the business are taking the lead.**

**• Planning • Prioritization • Performance • People • Problem-solving •**

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# Planning... for profit

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# Planning... for profit

## **Planning.** Of course you do it. What professional services company doesn't?

Confirm the scope, schedule tasks, identify required resources: it's all part of the process.

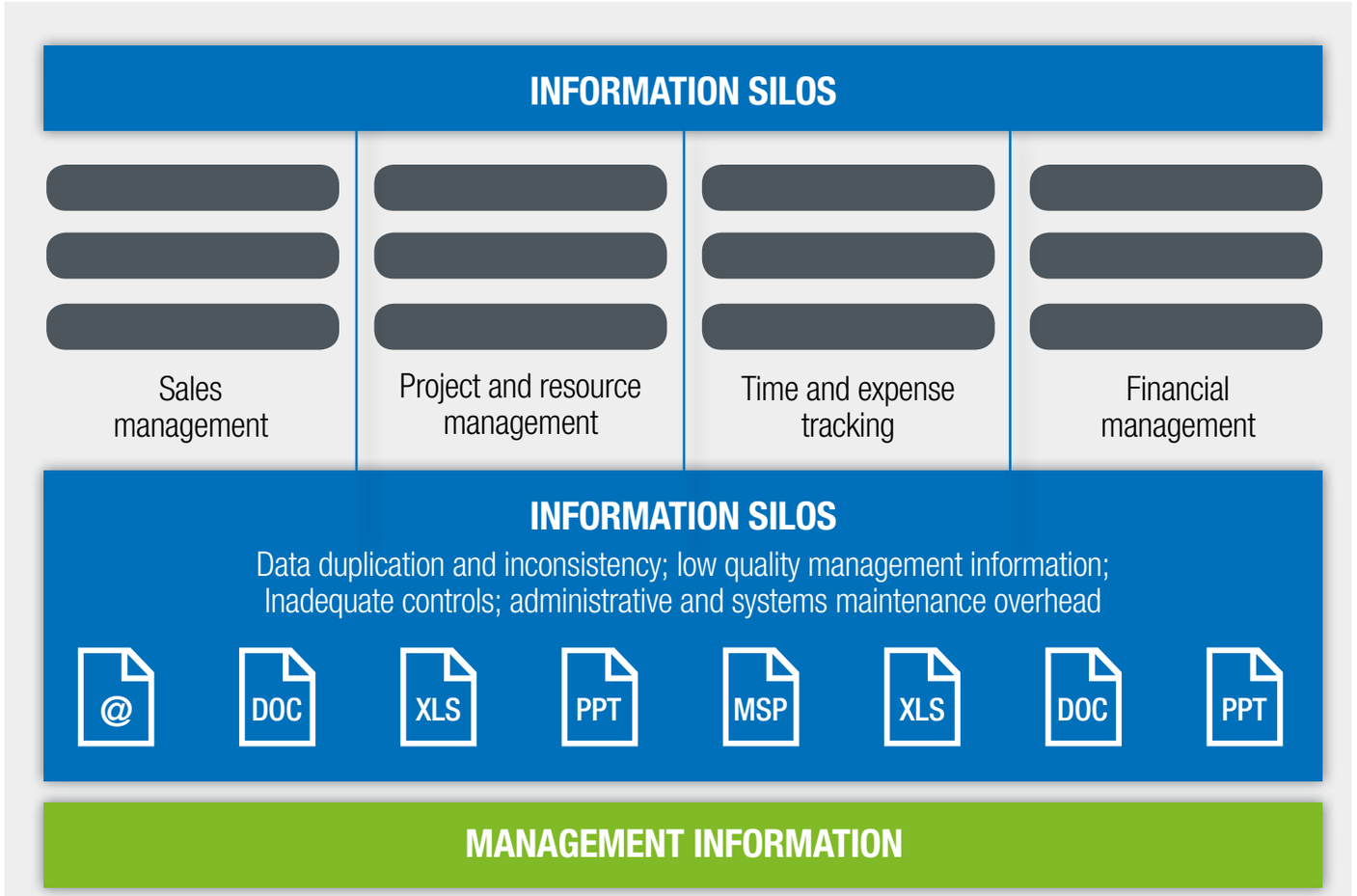
But there, precisely, is the problem. Far too often, project planning in professional services is nothing more than a part of the process; a box to be ticked; a mundane administrative task that bears little resemblance to what actually gets delivered, when and by whom.

Maybe it's over-zealousness: a desire to impress clients and help win the bid. Maybe it's over-confidence: a belief that you can (or should be able to) deliver far faster than you typically do.

**Whatever the reason, project planning in professional services too often overlooks the reality of prior experience and present and future workload.**

So put down your A2 sheets and colored pens for a moment, and remember the point of planning. It's not so you can say you've planned: it's **to guide delivery and secure profit.**

Let's look at what that means in practice.




One of the biggest barriers to effective planning is siloed information. If planning sits across multiple systems – which it often does – then it becomes increasingly difficult for the business to gain a single consolidated view of the plan.

Instead of a plan being a usable tool, it's a tick in the box. The result? **The Execution Gap.**

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# Planning... for profit

**Planning around projects**.
Project planning should start in the ideal world: a world where everything will go as planned, where you have unrestricted access to resources and where client requirements never waver from start to finish.

But if you're planning for profit, it needs very quickly to return to the real world.

Here, clients will be fickle. Resources will be finite. And there will be hitches along the way. You can't foresee all of these, but you can build in realistic contingency at each stage.

In professional services, the biggest hazard to delivery is availability of resources: your people. Put simply, if key staff are booked to work on other projects, they won't be able to work on yours – and your ideal timelines and schedules will become irrelevant.

So smart planning involves checking the pipeline: not only being aware of current projects, but also future commitments for the business. It involves checking other plans, to see who your colleagues are planning to use, where and when – then building your plan around those. That goes for the sales team too.

Above all, planning is not a one-off activity. It needs to take place throughout the project lifecycle – with plans being reviewed and adapted where necessary.

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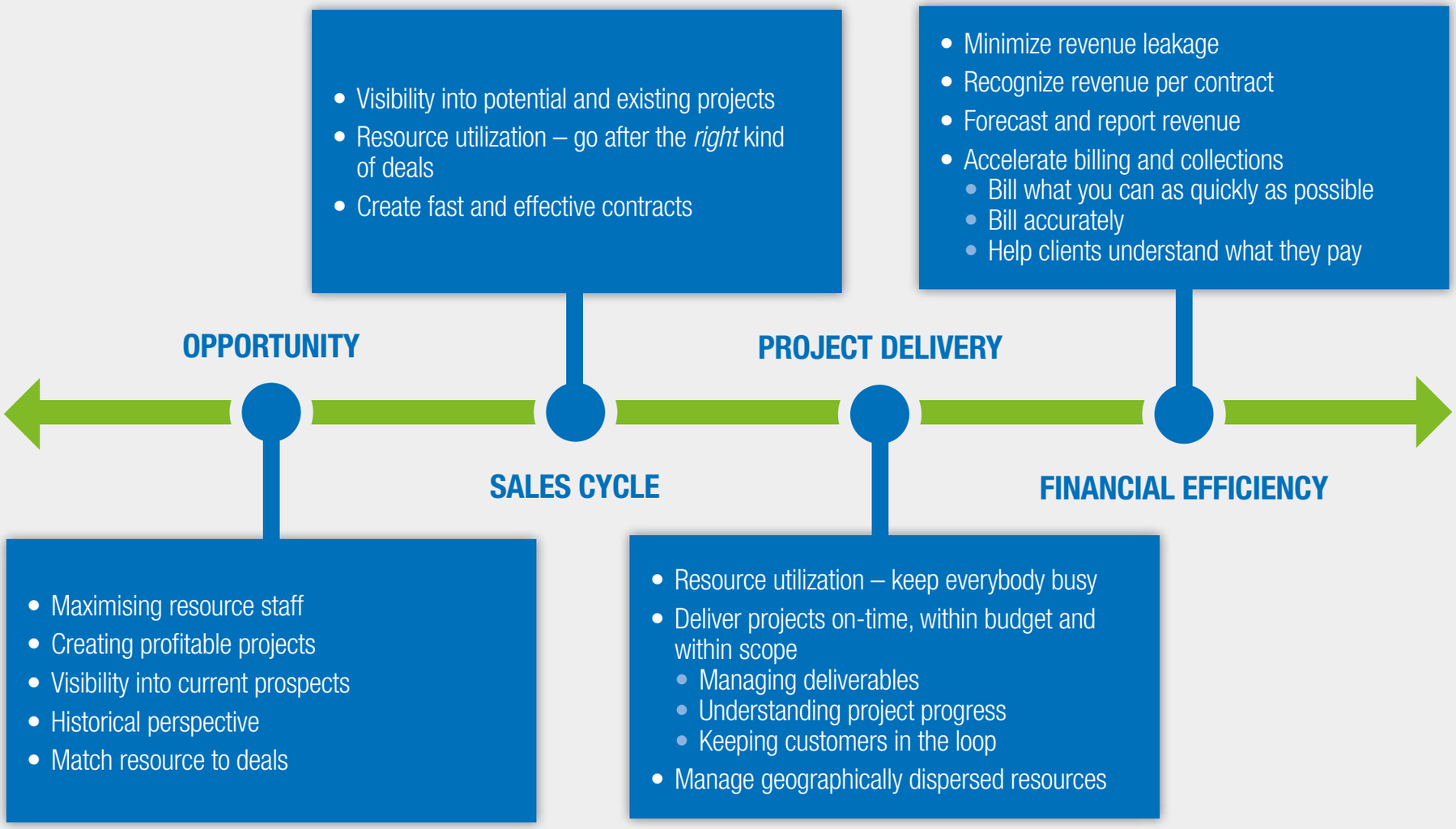
# Planning... for profit

**Service resource planning**

Service resource planning (SRP) is like enterprise resource planning (ERP), but for professional services. For years, manufacturers have benefited from ERP software solutions that integrate all parts of the process from product development through to sales and billing.

SRP helps you manage the issues that matter in professional services. It makes the connection between Opportunity, Sales Cycle, Project delivery and Financial efficiency, joining up information about the entire process. That means you can plan from a more informed position – but also increases your chances of successfully delivering on those plans.

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# Planning... for profit

## Learning from the past

Once upon a time, someone in your business decided how long a specific task – a document audit, say – should take. Since then, every time anyone has planned a project involving a document audit, chances are they've applied the timelines allocated long, long ago. And with increasing frequency, those timelines have been exceeded.

Sound familiar?

If so, here's an alternative approach that can transform the accuracy and effectiveness of your planning. Look at how long tasks actually take to perform. Review previous projects and discover that instead of 5 days, a document audit typically takes 8.

Armed with that knowledge, you can plan accordingly – allocating the right amount of time to the task, and ensuring that other tasks that are dependent on the audit being complete aren't scheduled too early.

This of course may mean that your total estimated costs will rise. But this is the first step to profitability; making sure that you give clients accurate estimates for the work required, based on realistic plans.

**TOP TIP: TEMPLATE TIMINGS**

Reviewing task timelines isn't something any organization would want to do every time they plan a project. But a regular review – perhaps quarterly, perhaps annually – conducted by a central team makes sense: as technology and skills evolve, some tasks become more complex and others simpler. Then, when the answers are found, they can be incorporated into project planning templates.

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# Planning... for profit

## Planning for profit, with KeyedIn™ Projects

The lesson here is clear: if you plan properly, taking account of forthcoming workload and experience gained on previous projects, you can calculate costs and timings more accurately.

That in turn means you can make more informed decisions about the cost estimate and delivery dates you give to your clients – and you are far, far better positioned for profitability from the outset.

So what professional services organizations need is a way to gather all that information and apply it within their planning. KeyedIn Projects can help.

KeyedIn Projects simplifies project planning by giving project managers access to a range of templates and standard tools.

- Build plans faster – select the template and KeyedIn Projects will pre-populate the plan with relevant details and dependencies, customized for your business.
- Check resource availability – review all plans within KeyedIn Projects incorporating your pipeline from tools such as Salesforce.com and make sure your plan is aligned.
- Learn from the past – every single project is archived, so you can see exactly how long tasks took on a similar project, and plan accordingly.

## ARE YOU PLANNING FOR PROFIT?

Here are five ways to make sure your plans are poised for successful, profitable project delivery.

- Plans are based on templates and timings that reflect your organization's processes and experience
- Plans take account of existing and future projects
- Plans include realistic contingencies
- Plans are working documents, updated as projects develop
- Plans are available to staff across the business – from service delivery to sales, finance to HR

**With KeyedIn Projects, your plans can meet all these requirements. Contact KeyedIn today to find out more.**

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# Prioritization… for profit

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# Prioritization... for profit

**Not all projects are equal.** Some are lucrative, but dull. Some are strategically important – because they signal a new direction for the business, or involve a high-profile, potentially high-value client. Some are just your bread and butter.

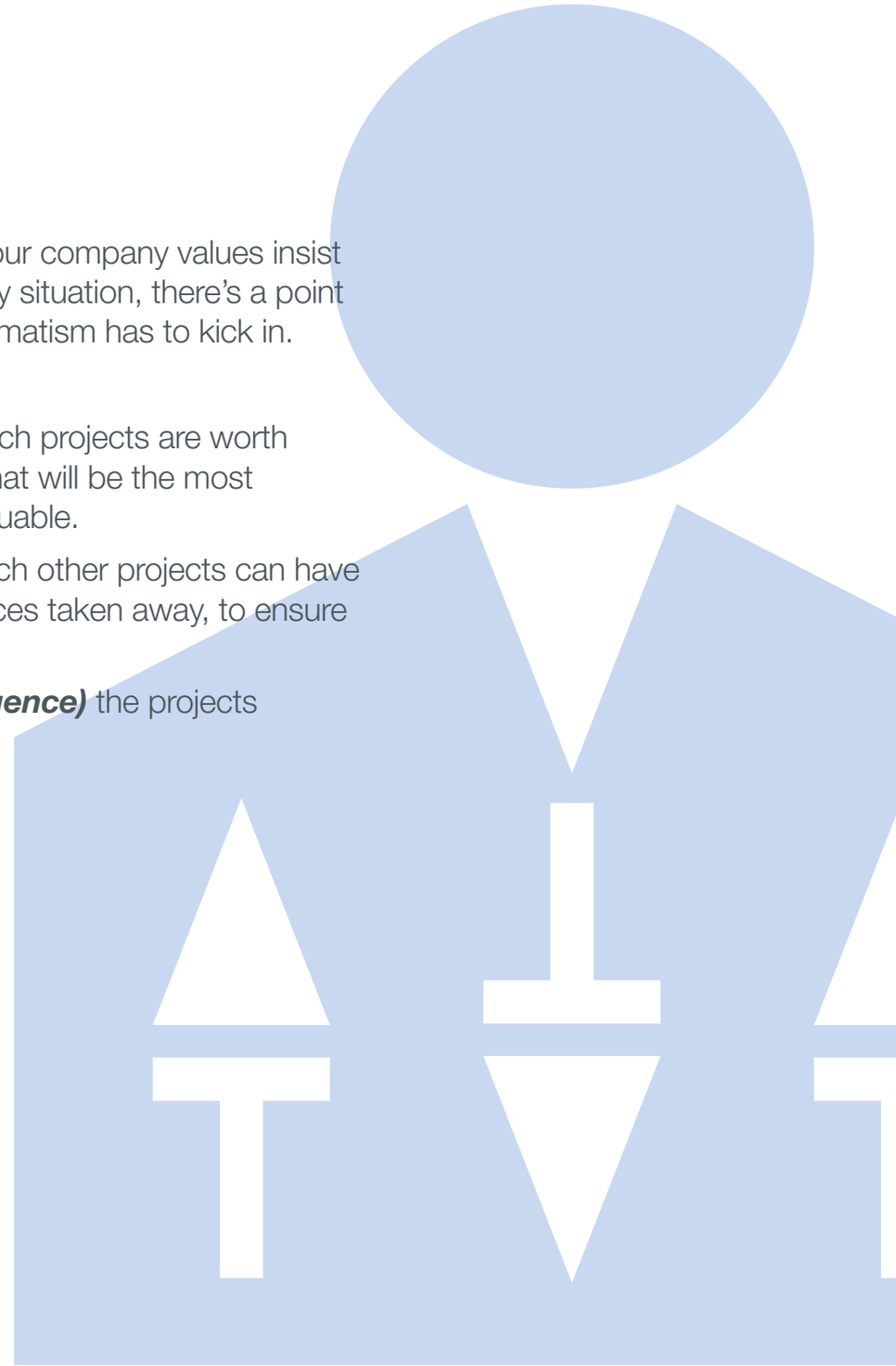
And no matter how many times your company values insist that you'll apply excellence in every situation, there's a point where to achieve profitability, pragmatism has to kick in.

Closely followed by prioritization.

Pragmatism helps you identify which projects are worth investing everything in: the ones that will be the most profitable, or most strategically valuable.

Prioritization helps you decide which other projects can have deadlines pushed back, or resources taken away, to ensure that those key projects succeed.

It even influences ***(or should influence)*** the projects you pick.



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# Prioritization... for profit

## Pick the right projects

It may seem counter-intuitive, but sometimes it's entirely appropriate to say no to a project.

If you can't see how you can deliver a project profitably within the client's stated budget, then you probably can't deliver it profitably within that budget. Think you can make up the extra with change requests and expenses? Then you'll end up not only out of pocket but also with an unsatisfied client.

Of course, there are exceptions. If a project involves a brand new client that you think you can develop, there may be scope to take a slight hit. If a project offers the potential to be a perfect reference for the business moving forward, then you may agree to operate outside normal margins.

But if you do take such a project on, you need to be strict. Identify required resources early, and make sure they understand the situation. Be prepared to push back on requests for additional work within the project. And keep an eye on costs – and hence margins – at every stage.

### TOP TIP: SILENCE THE SALES TEAM

Ask a salesperson whether a project is worth taking, and they'll typically look at one thing: the potential income. That, after all, is what most are targeted on. But income alone is not necessarily the right criterion for choosing to take a project on. In fact, often the projects which offer the highest revenue come with the biggest risks to delivery.

So no matter how hard sales push to take on a project, keep an eye on potential profit at all times. Get Finance on your side, and take a robust commercial approach to project selection. Without that, you're faced with managing a project that is unprofitable from the outset.

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# Prioritization... for profit

**Adapt, or pay**. Prioritization isn't just about which projects you take on; it's also about how you manage delivery across the portfolio.

When a project hits a snag, the obvious answer is to reallocate resources to get it back on track. But where margins are tight, that may not be an option – or at the very least, you may need to restrict how much extra resource you deploy. After all, you don't want to jeopardize a more profitable or more strategically valuable project by taking resources away.

It's a balancing act, which will depend not only on commitments across the portfolio but also any penalty clauses in the contract. Decisions have to be made, based on comprehensive information across the portfolio – not simply on the short-term need to hit a deadline or solve a problem on one project.

That means you need access to the bigger picture. Which resources are committed where? What would be the impact of redeploying them – on other projects and on yours? If you can't guarantee profitability by redeploying, is it even worth doing?

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# Prioritization... for profit

## Prioritization for profit with KeyedIn™ Projects

The principles of prioritization are clear. But in many professional service organizations, a lack of information makes prioritization near impossible.

KeyedIn Projects can overcome this barrier. Through more accurate planning, it helps you understand what the true costs of delivering a project will be. That then informs project selection: will the client accept your estimate? What kind of margin will you settle for?

Then, once the project is underway, it gives you, and your fellow project managers, the portfolio-level visibility to make the right choices about adapting. You can identify the resources that can best be redeployed, without impacting other projects. You can reassess timings and see if there is a saving that can be made further along to bring the project back in the black.

And even if your project is the most strategically valuable one, and the business is committed to doing everything to guarantee its success (profitable or otherwise), with KeyedIn Projects you can still make sure that adapting to deliver it does not affect margins elsewhere.

## ARE YOU PRIORITIZING FOR PROFIT?

| Before you agree to any project, ask yourself: |
| --- |
| Can we deliver it in a way that will be profitable? |
| How can we maximize the margins? |
| If it won't be profitable, is the project worth taking on for other reasons? |
| **If delivery is behind schedule, before you redeploy, check the following:** |
| What is the impact on this project's margin? |
| What would be the impact on other projects of taking resource away from them? |
| Which projects should under no circumstances lose resources? |
| Could savings be made/time be shaved further down the line instead? |
| **KeyedIn Projects can help you answer all of these questions. Contact KeyedIn today to find out more.** |

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# Performance… for profit

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# Performance... for profit

**So far, so good.** Your plans are approved and offer clear margins; all you have to do now is deliver the full scope of work, on time and on budget.

Of course, it's never that simple. In fact, just 77% of professional services projects are delivered on time. And as deadlines slip, so invariably costs mount, eating away at your profit.

It's bad enough when you know this is happening. It's worse still if it comes as an unwelcome surprise – because then it's often too late to salvage.

The truth is that the only way to ensure profitability of a project is through rigorous, ongoing performance monitoring: tracking not only whether key stages are met on time, but gaining a granular insight into the progress of every task.

By having that deeper visibility, professional services project managers can assure themselves – and those to whom they report – that they're on track. And just as importantly, they can adjust if they're not.

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## Actual or estimated?

One simple way projects end up over budget is pure ignorance. Things seem to be progressing smoothly, until suddenly at the very end of the project, a deluge of timesheets and expenses forms arrive. The budget that seemed so comfortable is now blown.

Some may argue that this is not the project manager's fault. After all, it's the responsibility of each individual to track their time and submit expenses. That may be so, but when it comes to explaining why your project has ended up running at cost – or even at a loss – it's not much of a defense.

Instead, in a professional services environment where time quite literally equals money, project managers have to be on top of this; you need actual costs, not estimates. You need to know which timesheets haven't been submitted, so you can chase up the latecomers – and also adjust your budget forecasts to account for them.

Of course, a little help here wouldn't go amiss. Businesses that invest in time and expenses recording software that genuinely makes it easy for their people to submit the necessary details find this investment repaid many times over.

### TOP TIP: A TIMESHEET APP?

When your people are – of necessity – mobile, and working across multiple sites and locations, it makes sense that your systems and processes are designed for mobile workers too. But according to a recent survey conducted by KeyedIn, just 4% of respondents are using project management apps of any kind. This seems like a missed opportunity – not only for managers, who could then have easier access to the information they want on the go, but also for the professionals. Imagine an app that makes it easy for them to record time and expenses from a hotel room or an airport. More convenient for them, and better for project managers, who would benefit from a more up-to-date view of actual costs for each project.

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# Performance... for profit

## Raising the alarm

Project management can be a constant stream of meetings and conference calls. When you finally get some time to yourself, there are hundreds of emails that demand a response, reports to be read and compiled, and plans to be reviewed. In short, your time is full, and it's hard to keep track of all aspects of any project.

But that means that it's easy to miss an apparently minor issue that could have significant consequences. A key resource might be signed off work suddenly, and you won't know. A budget threshold might be exceeded without you realizing it.

What's needed instead is a way of raising the alarm on the things that matter most. Instead of vital updates, such as a warning that a task may be delayed, being buried in an email from a colleague, professional services organizations need a way to record it centrally – and alert **all** affected project managers. Because it's not only the project where the deadline is at risk that is affected: for instance, the ones that are expecting resources to be available on a certain date might suddenly find those resources aren't available.

### TOP TIP: IN A DASH

When you're buying a new car, customized dashboards are a luxury. When you're managing a professional services project, they're a necessity. A standard management dashboard will allow you to see key information in a single window – perfect for checking everything is running to plan. A customizable one, like KeyedIn™ Projects offers, means you can decide exactly what that information is: task updates, budget thresholds etc. Set alerts for different deliverables; reconfigure your dashboard as stages are complete.

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# Performance... for profit

## Performance for profit with KeyedIn™ Projects

It's simple: the only way to make sure projects are profitable is by monitoring progress throughout. Every project goes through some ups and downs. If you keep an eye on progress, you can spot those sooner and take necessary steps to address them... so you stay profitable.

There are two aspects to this: a systematic means of gathering performance data, so that you have access to the most up-to-date and relevant information, and user-friendly ways to view that information so you can act on it. KeyedIn Projects offers both.

From providing intuitive timesheet forms at the user end to integration with finance so you can check project status against budget, ensuring service delivery and finance are aligned, KeyedIn Projects helps you track every aspect of performance and progress. It also gives you a range of different reporting tools so you can see and share the information in the way you need to.

And when you can see exactly what's going on, you can take action.

## ARE YOU MANAGING PERFORMANCE FOR PROFIT?

| Here are some key aspects of a performance management approach that helps secure profitability: |
| --- |
| You have a near real-time view of actual project costs incurred |
| You can set thresholds and receive alerts when key stages are reached – or missed |
| You can integrate effectively with finance systems |
| You can easily meet reporting requirements and view information in different formats. |
| **KeyedIn Projects fulfils all of these goals. Contact KeyedIn today to find out more** |

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# People… and profit

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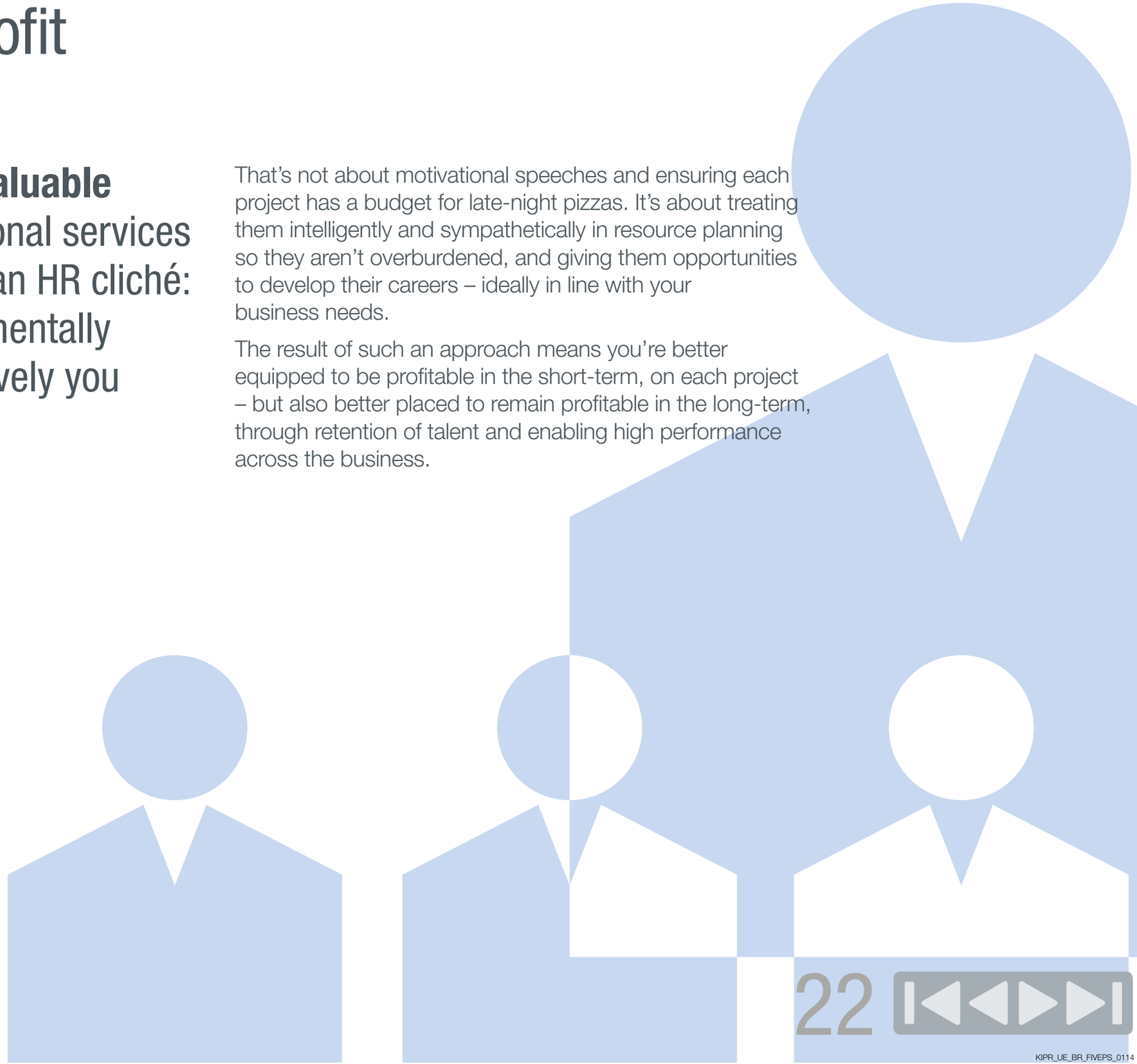
# People... and profit

**People are the most valuable asset** of every professional services organization. This isn't an HR cliché: your profitability fundamentally depends on how effectively you manage them.

That's not about motivational speeches and ensuring each project has a budget for late-night pizzas. It's about treating them intelligently and sympathetically in resource planning so they aren't overburdened, and giving them opportunities to develop their careers – ideally in line with your business needs.

The result of such an approach means you're better equipped to be profitable in the short-term, on each project – but also better placed to remain profitable in the long-term, through retention of talent and enabling high performance across the business.



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# People... and profit

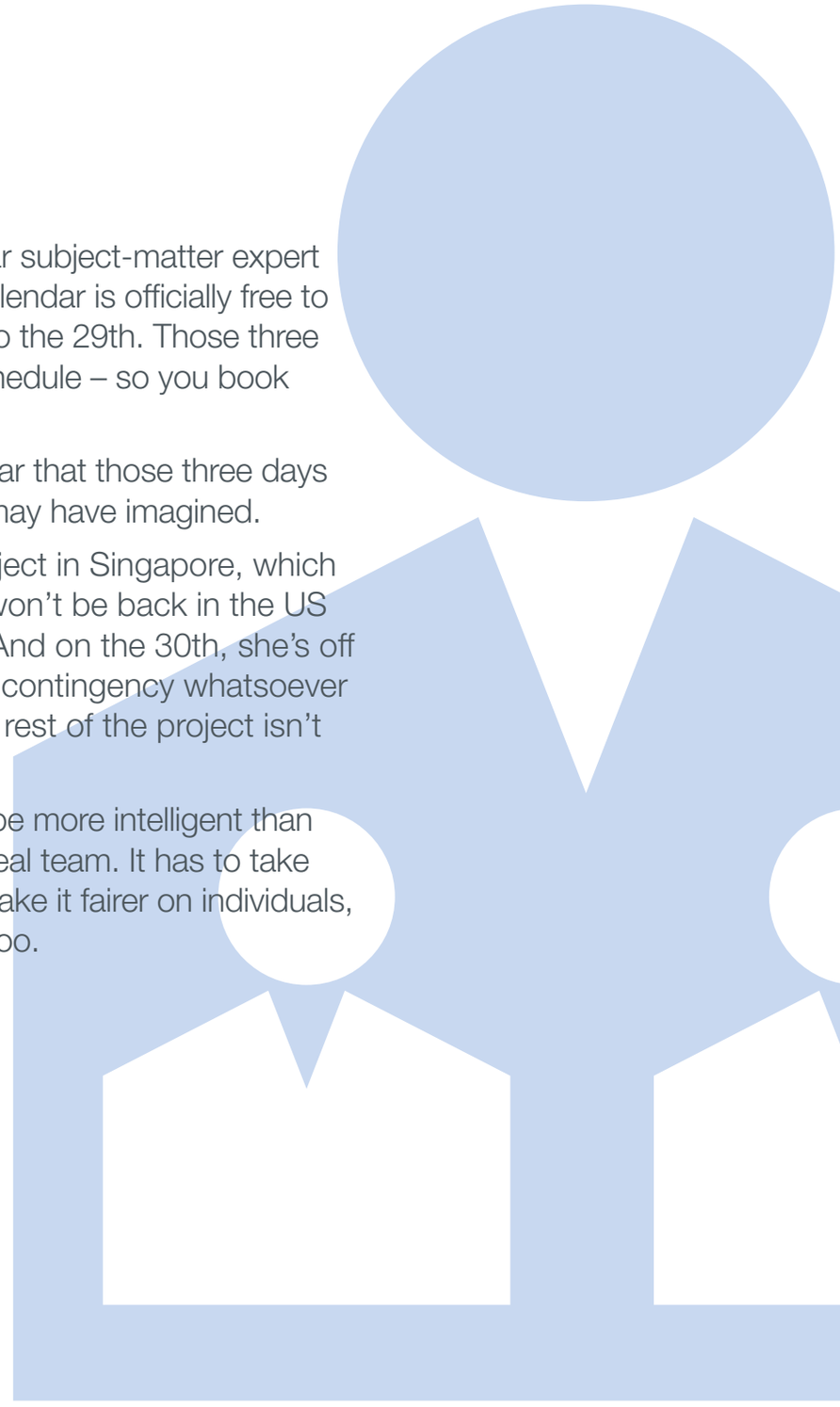
**Team selection.** Every project manager wants to have the best people working on their project. But the problem with the best is that they're in high demand.

Take the simple case of a particular subject-matter expert who, according to the resource calendar is officially free to work from the 27th of the month to the 29th. Those three days would be perfect for your schedule – so you book them in.

But look in more detail, and it's clear that those three days are a little less available than you may have imagined.

The individual is working on a project in Singapore, which is due to finish on the 26th. She won't be back in the US ready to roll at 9am on the 27th. And on the 30th, she's off on vacation – meaning there's no contingency whatsoever if her task isn't complete, or if the rest of the project isn't ready for her.

Resource management needs to be more intelligent than simply focusing on picking your ideal team. It has to take account of actual workload – to make it fairer on individuals, and fairer on the rest of the team too.



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# People... and profit

## Team building

So your preferred expert isn't available at the time you need them – but nor are any other members of that team. It's no surprise: your company has specifically sought out this kind of work, and the reputation is building. But how do you solve the problem for your project?

Option 1 is simple: rethink your plans. Move the schedule on a little – and see if the client will accept a later delivery date to get the expert advice they want.

Option 2 is a little harder. If you have no time, you'll simply have to engage a contractor – potentially impacting on overall profitability. But by looking ahead at projected resource usage at the point of project planning, you may be able to take a different approach. You could make the case for recruiting to fill a specific skills gap. Or better still, consider the benefit to the business of identifying a requirement some 6-9 months in advance, and allowing them to develop a talented individual to fill the role.

It's not only great motivation for individuals, but also will equip the business to deal with more projects involving the same skillset.

### TOP TIP: MANAGING INDIVIDUAL PERFORMANCE

In reality of course, project managers rarely get the good side of people management. Instead, you're dealing with the hassle: the late timesheets, the frustrations, the cancelled holidays and late nights. And here's another one: performance failure.

You're uniquely equipped to identify when someone in the team is regularly failing to deliver a task in the timelines the business allows. It's not your job to discover why – but when managing for profit, it is your responsibility to spot weak links. You can then raise the issue with line managers.

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# People... and profit

## People and profit with KeyedIn™ Projects

People are the most valuable asset of every professional services organization. But they're also the biggest cost. When your focus is profitability, you need to manage them effectively, matching workforce to workload, to ensure the success of each project.

KeyedIn Projects gives you the visibility you need of individual workloads across the whole business. You can see exactly what projects each individual is scheduled to be working on, when and where. That means you make more informed resourcing decisions – even several months before the resource is actually needed on your project.

What's more, it takes the headache out of keeping those resources informed on project progress. If anything delays that progress, you can change your project plan once and each associated element is updated. That means individuals get advance warning of potential delays. And if those lead to unexpected availability, they can alert other project managers who may be able to make use of them. Better for the business, better for the individual and their chargeable hours target.

## ARE YOU MANAGING PEOPLE FOR PROFIT?

Check whether you're managing top performers with an eye on the bottom line.

- Are your people meeting chargeable hours target or spending too much time on the bench?
- Does resource planning take account of existing workloads?
- Can you plan resource far enough in advance to fill gaps by developing staff rather than engaging contractors?
- Do you plan projects around resource availability, or simply book them in and worry later?

**KeyedIn Projects can help you find a better answer to all of these questions. Contact KeyedIn today to find out more.**

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# Problem-solving… for profit

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# Problem-solving... for profit

## No matter how rigorous your planning, no matter how well you've allocated resources, things will go wrong in every project.

Hopefully they'll be small things; sometimes, through nothing you could have foreseen, you'll have a major problem on your hands.

It's the nature of professional services project delivery. And the only way you can be sure to emerge from such problems with profit margins intact is by fundamentally assuming that problems will occur.

A client will request a sudden, unexpected change of scope.

Access to a particular site will suddenly become complex, or impossible.

A key resource will become unavailable.

Whatever the reason, you need to be prepared – building and managing projects in an agile way, where adapting to change doesn't necessarily destroy schedule and budget, nor place a burden on the rest of the portfolio.

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# Problem-solving... for profit

**Applying the Ps to your problems.** The first four Ps, applied correctly and consistently across the entire project portfolio, fundamentally help here.

## Planning

As well as building contingency into project plans, being able to see consistent plans for multiple projects makes it easier to identify which projects are at a point where they can tolerate delay or cope with a smaller team. It could be yours!

## Performance

Having up-to-date information on project status makes it easier to calculate the potential impact of any change on costs and schedule.

## Prioritization

Knowing which projects matter most helps determine where resources can be re-allocated from and to.

## People

A centralized view of resources ensures you are able to move the right people to help solve the problems fastest and with least impact on the rest of the business.

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# Problem-solving... for profit

## Problem-solving for profit with KeyedIn™ Projects

Change is an inevitable part of project delivery in professional services. Your profitability – per project, and across the business as a whole – depends on how you cope with it.

KeyedIn Projects is an invaluable asset in coping with change. As has been made clear, it gives you the cross-portfolio, cross-departmental visibility to help you – collectively – work out how best to solve the problems faced in any individual project.

Better still, it then takes away a huge proportion of the admin burden associated with that change. Because of the way projects are set up within KeyedIn Projects, you only need to record the changes once and it will automatically update schedules and plans. You can focus on the problem, not the process and paperwork.

## ARE YOU SOLVING PROBLEMS PROFITABLY?

Follow these five simple rules for profitable problem-solving.

- Expect change to occur, and always build contingency into your plans
- Establish the real impact of the change on timings, costs and dependencies
- Determine whether it's a priority issue to resolve
- Take a portfolio view to decide which projects could tolerate a delay or continue with a smaller team in the short term
- Keep monitoring progress so any change in resourcing is for as short a time as necessary

**KeyedIn Projects can help you change the way you manage change. Contact KeyedIn today to find out more.**

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# Payment

Finally, after the months of planning, monitoring progress and solving interminable problems, the project is complete. The client has signed it off; the team is off celebrating; the project manager is heading to the airport for a much-needed break.

But, contrary to popular opinion, that's not the end of the project. Because at that point, you still haven't been paid. No matter how good your budget spreadsheet looks, the project is only profitable once the money is in the bank.

Let's be honest: this isn't your priority. And once you return with a suntan, and the stresses of the project all washed away, it's still not going to be your priority.

So how about taking a different approach, which takes responsibility for securing payment out of the project manager's hands.

By integrating project and service delivery with finance, the invoicing and payment process can be hugely simplified.

If you've monitored performance effectively, you'll have the right data about costs. All that's needed is that finance can access this project cost data, so they issue invoices faster and – crucially – more accurately. There's no need for separate invoices to cover costs that hadn't been accounted for the first time.

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# Integrating service delivery and finance

KeyedIn™ Projects fully integrates with a range of leading finance solutions. This integration means that relevant information flows directly between the systems: invoices are generated immediately a project is complete; collections managed; payment confirmed to the relevant project managers. Revenue leakage is minimized, as is frustration for all parties – project managers, finance teams and clients.

The integration also supports more effective time and expense management, and overall project risk management. It allows procurement to be project-coded and total costs closely monitored.

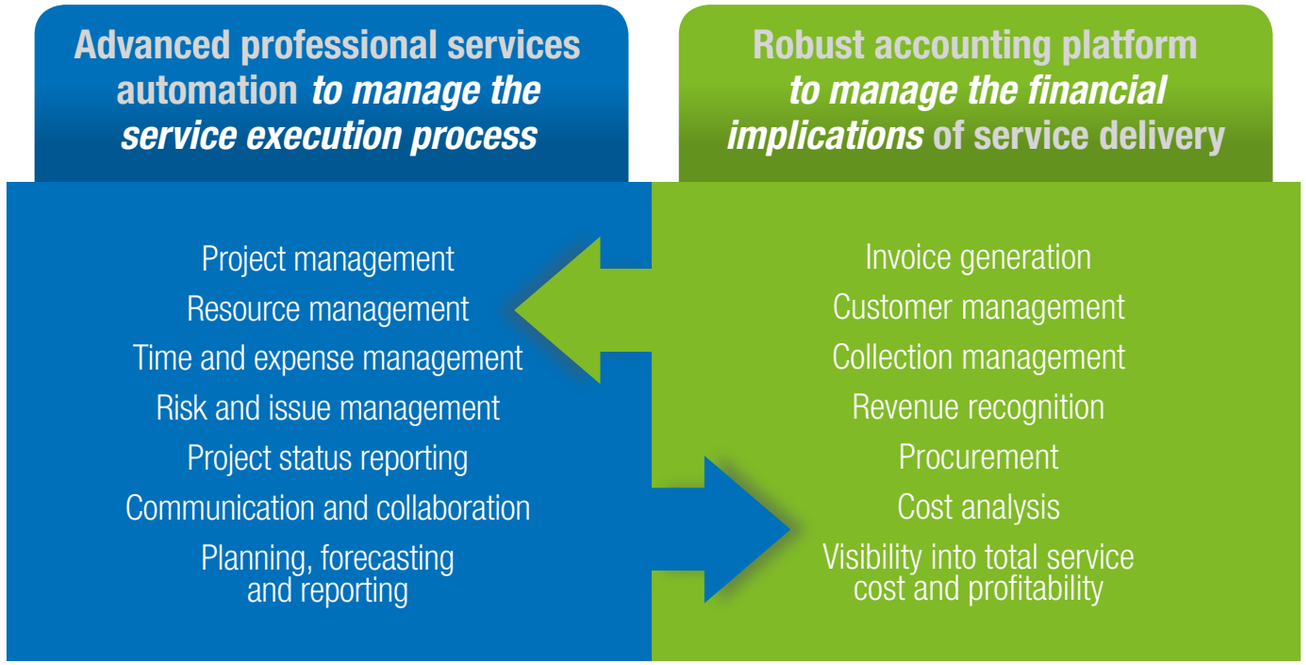
KeyedIn Projects integrates with the following popular finance systems:

- Intacct
- QuickBooks
- Access Dimensions
- Microsoft Dynamics
- Sage

It also integrates with leading CRM platforms including:

- Salesforce CRM
- Sugar CRM
- SAP

**Example Integration: KeyedIn Projects and Intacct**




Bridging the gap between service delivery and finance means revenue leakage is minimized, billing and collections accelerated and the business a more accurate picture of project costs and profit margins at every stage.



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# Proof! Best-in-class services resource planning in the Cloud

## So what does this integration do for professional services organizations?

Most obviously, it overcomes the execution gap. Instead of struggling with siloed information, in multiple systems – each with its own overheads and idiosyncrasies – the integration between KeyedIn™ Projects, finance platforms like Intacct and CRM solutions such as Salesforce.com builds an end-to-end service resource planning solution that helps manage every stage of the project more effectively and profitably.

**SELL** – by integrating KeyedIn Projects with Intacct and Salesforce.com, the sales team can get projects off to a profitable start. Sales people can easily view information about previous projects so they can cost more accurately.

**SCOPE** – the integrated SRP solution streamlines project planning and scoping. Standardized templates in KeyedIn Projects make it easy to calculate exactly which tasks and sub-tasks are required; project history – including budgetary history – helps highlight potential risks to delivery and profit. The knowledge contained in each system – even things like applying insights about a particular client, supports more accurate scoping, and hence better preparation.

Services Resource Planning lifecycle

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**DELIVER** – with an integrated SRP platform, there's no danger of nasty financial surprises at the delivery stage. At any point, you can compare where you *are* with where you *should* be – not only in terms of delivery, but also budget. Costs are constantly updated, and managers in sales, finance and delivery can access the information they need in the format they want to make the right decisions.

**INVOICE** – as soon as the project is declared complete in KeyedIn™ Projects, the information is sent to Intacct and the invoice generated – accurately and instantly. There's no long delay and no need for multiple invoices to cover expenses that are submitted late. And that means the client is expecting the invoice and ready to process it.

**COLLECT** – and when invoices are delivered accurately and on time, collections are simpler too. Good news for all concerned – including the sales team, who can start pitching the next project, secure in the knowledge that they won't have to solve financial arguments before getting the contract signed.

*"Being a seamlessly integrated Intacct recommended solution that also supports Salesforce, had KeyedIn Projects well-suited for us."*

Prairie Capital Advisors

*"Additionally, KeyedIn Projects provides historical information that will be beneficial when planning subsequent projects and responding to RFP's. All documented details of past projects will remain available to us, as they're needed. That unto itself is a major profitability contributor."*

Prairie Capital Advisors

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# Proof! **NashTech Software**

Microsoft Gold Partner NashTech Software has used KeyedIn™ Projects to ensure profitability of its application development and testing projects.

## Performance: **standardized reporting**

KeyedIn Projects has helped standardize NashTech's weekly reporting, enabling it to track actual time against pre-sales predictions. That supports overall performance monitoring and allows the company to spot any problems earlier.

## People: **enhancing resource planning**

NashTech now uses KeyedIn Projects has to drive its annual budgeting, revenue and recruitment forecasts – making resourcing decisions based on the skills the company knows it will need.

## Problem-solving: **adapting resource levels**

The standardized reporting framework gives NashTech not only project-specific knowledge but a more detailed portfolio view. That means it is better equipped to authorize additional resource when necessary to ensure on-time delivery.

Download the full case study

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# Proof! **Prairie Capital Advisors**

Prairie Capital Advisors made KeyedIn™ Projects the central piece of its best-in-class Cloud-based SRP platform.

## Planning: **learning from the past**

*"KeyedIn Projects provides historical information that will be beneficial when planning subsequent projects and responding to RFPs. All documented details of past projects will remain available to us, as they're needed. That unto itself is a major profitability contributor."*

Vincent DiRaddo, Director of Finance & Administration, Prairie Capital

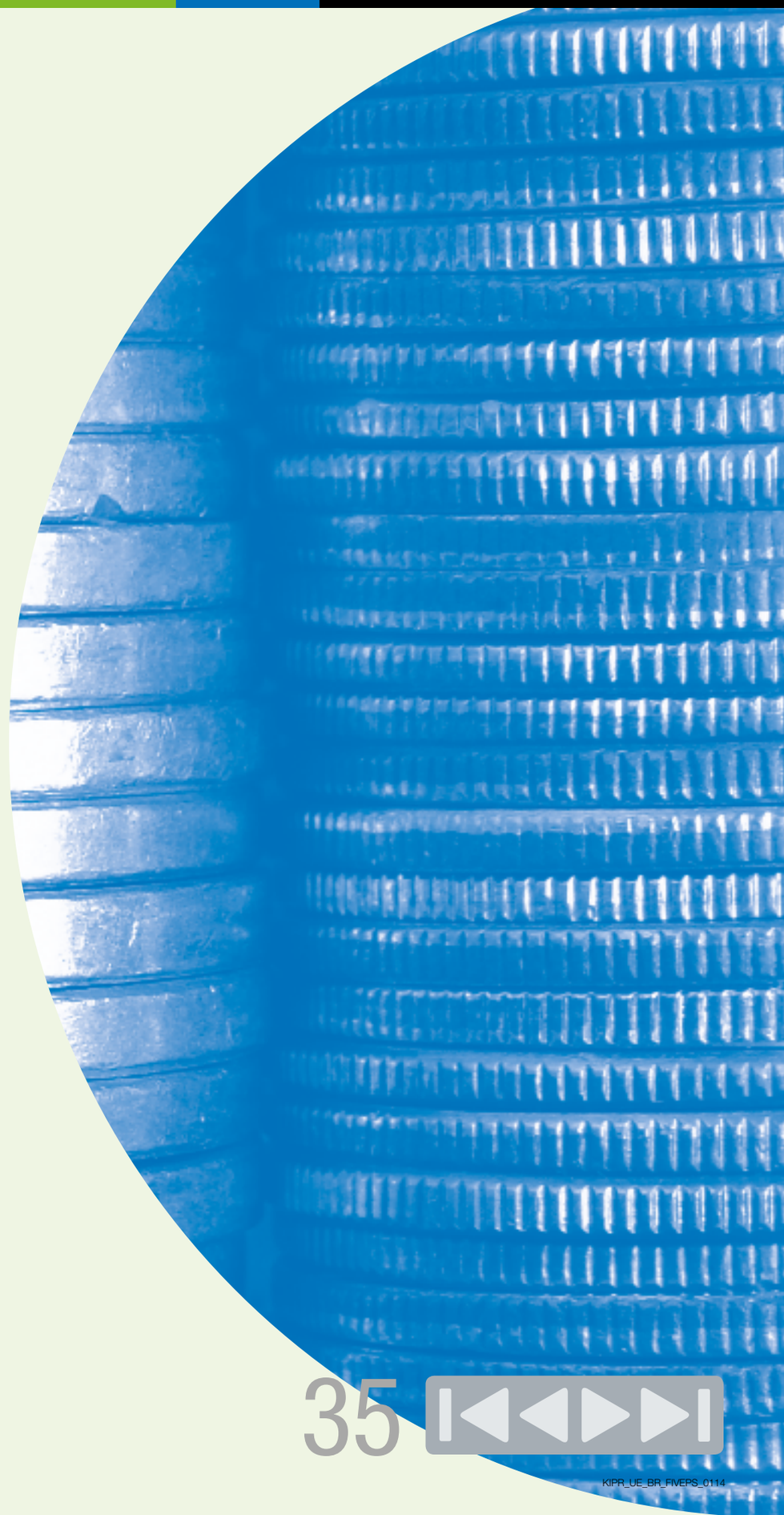
## People: **eliminating bottlenecks**

The company's success has been based on allocating the right advisors to the right projects. Using KeyedIn Projects, Prairie Capital has gained a greater understanding of individual workloads – which it can use to help avoid resource bottlenecks.

## Performance: **maintaining visibility**

Thanks to KeyedIn Projects, Prairie Capital has benefited from more accurate status reporting and complete visibility of all projects.

Download the full case study



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# Building the business case

## So we've looked at five ways to increase the probability of delivering projects profitably – and seen how KeyedIn™ Projects can help in each case.

But what of the costs of KeyedIn Projects itself? New software promises a great deal, but it first has to be bought, then installed – and then users have to familiarize themselves with it. The costs and time quickly add up.

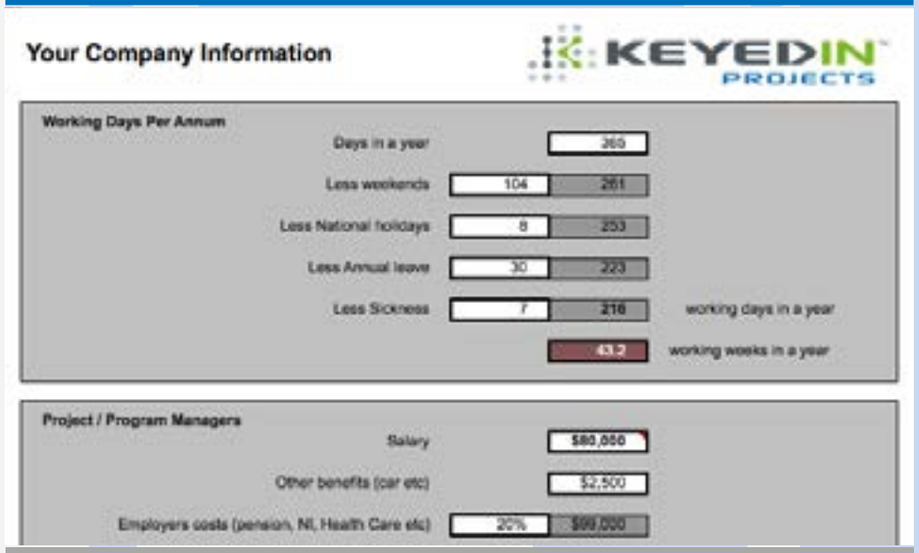
Yet even here, KeyedIn Projects has some distinct advantages.

Firstly, it's cloud-based. That means instead of buying it and installing it, you just buy user licenses – as many or as few as you need. There's no installation time, just a few days of configuration, with our experts tuning the solution to meet your needs: adapting forms and templates, connecting to other key platforms.

Secondly, the cost benefits of using KeyedIn Projects – in terms of time saving for both project managers and project delivery staff – quickly add up. Everyday administrative tasks are completed faster, so there's more time to focus on the things that matter.

## DON'T BELIEVE US? TRY OUR ROI CALCULATOR

A simple Excel-based tool that invites you to do the math on the tasks KeyedIn Projects can help you with. It turns the average time you spend on core tasks every week into a cost per year – and shows the difference KeyedIn Projects can make, in days and dollars.




Download the ROI calculator



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# KeyedIn™ Projects

From bidding to billing, projects to programs, board executives to teams in the field, KeyedIn Projects operates at every stage of the project lifecycle, empowering managers with the information they need to deliver successful projects, time after time.

KeyedIn Projects combines powerful project management tools with program and portfolio management capabilities to deliver a comprehensive solution that drives project success.

It accelerates everyday tasks such as project planning, budget management, task allocation and scheduling, but simultaneously delivers the rich management information needed to support effective program and portfolio management.

Highly scalable and available as Software as a Service (SaaS) for rapid deployment, KeyedIn Projects will bring new levels of visibility and control to your project, program and portfolio management. And it's ideally suited to the PSO environment.

Watch a demo

Take the features tour

Find out more in our resources center

Read our latest thoughts on our blog

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# About KeyedIn™ Solutions

KeyedIn Solutions is focused on helping organizations simplify processes, improve performance and drive results. The company's Cloud-based software systems not only offer greater flexibility, but effectively scale as business needs dictate and can be implemented quickly, delivering a measurable ROI months, or even years ahead of on-premise systems. And KeyedIn offers a true SaaS model, making its solutions affordable for every budget.

KeyedIn Manufacturing is an ERP system that helps custom manufacturers work smarter so they can increase productivity and bring new products to market quickly, for a distinct competitive advantage. KeyedIn Projects, the company's project management suite, helps businesses and professional services organizations improve everything from project initiation to execution by managing programs based on top-line strategy and delivering profitable projects to the bottom line. And when new solutions need to be developed quickly, KeyedIn clients turn to Konfigure™, the company's rapid application development (RAD) platform for affordable applications designed just for them.

When businesses need results fast, they look to the Cloud – and turn to KeyedIn Solutions. You should too. Keep up with us at **www.keyedin.com**

KEYEDIN™ PROJECTS

*Driving Business Performance with Cloud Solutions*

*Part of the KeyedIn Solutions Business Portfolio*

www.keyedin.com


Corporate Headquarters
5001 American Blvd West
Suite 1010
Minneapolis, MN 55437, USA
*p* +1 866 662 6820

EMEA Headquarters
Maple House
Woodland Park
West Yorkshire, BD19 6BW, UK
*p* +44 (0)1274 863300


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