

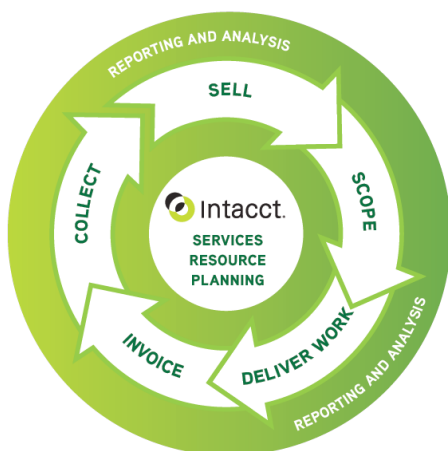
## Intacct Services Resources Planning

Streamline, automate, and unify financial and operational processes throughout the services delivery lifecycle, and increase revenue opportunities, improve financial decision making, and boost overall profitability.

### Easily Manage the Entire Services Delivery Process

Manage the complete sales to cash process—ensuring timely delivery of services or projects, within budget and within scope. Intacct Services Resource Planning (Intacct SRP) brings together disparate teams, processes, and systems to streamline and automate the service delivery lifecycle, improving project profitability, increasing cash flow, and eliminating revenue leakage.

Using robust Intacct financial management and accounting software as the foundation, Intacct SRP ensures



Services Resource Planning Lifecycle

total transparency and visibility into your entire business by combining three best-in-class cloud-based applications, enabling users throughout your organization to:

- Take advantage of comprehensive actionable information using executive dashboards and advanced reporting.
- Support local and global initiatives with multi-entity, multi-currency, and multi-ledger capabilities.
- Ensure proper revenue reporting using advanced revenue recognition capabilities.

Streamline the sales process while sharing critical information about the customer using seamless integration with Salesforce, for better collaboration between sales, services, and finance. Give your sales organization real-time visibility into project status, resource availability, and project financials, including profitability and collections. Take advantage of deep integration with project management and resource management solution Clarizen, to provide service workers with complete

### Measuring the Impact of Services Resource Planning

Organizations that implement comprehensive services resource planning can realize up to:

- 23% increase in annual revenue per employee
- 15% increase in bid-to-win ratios
- 11% increase in referenceable clients
- 7% increase in EBITDA
- 7% increase in on-time project delivery
- 3 – 7% increase in project margins

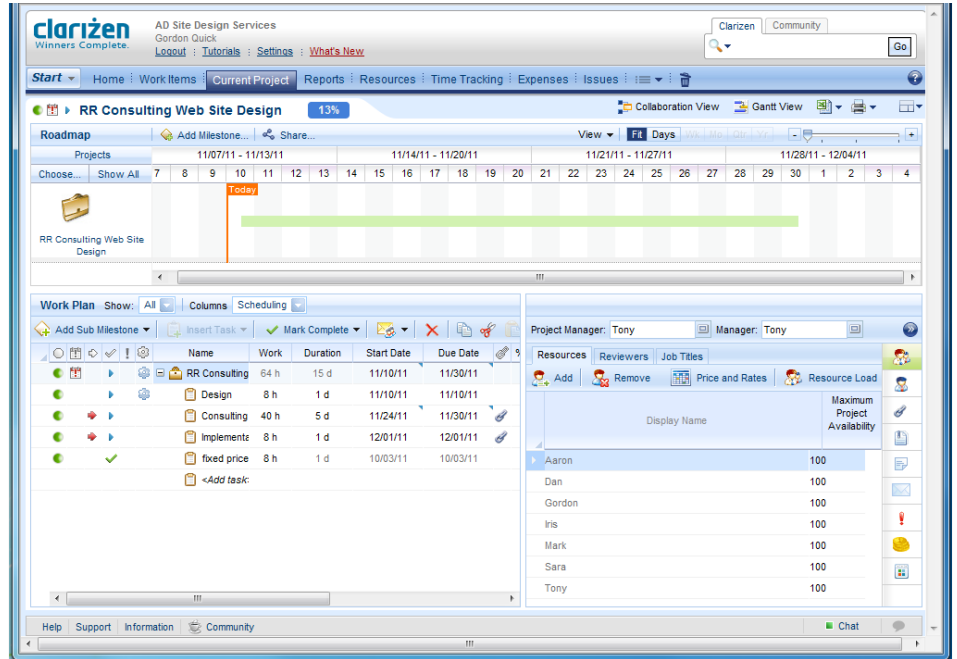
SOURCE: SPI Research, 2011 Professional Services Maturity Benchmark Report.

control over projects and resources. Gain forward visibility into sales and project pipelines, complete project management, and resource management capabilities, enabling service workers to assign the right resource at the right time, improving resource utilization and project performance. All service workers can access the Clarizen application anywhere, at any time, streamlining the collection of time and billable and non-billable expenses, and reducing days sales outstanding (DSO). Intacct SRP shares the information in real time—as work is performed—with sales and finance for complete visibility into the project, including critical project financial information.

## Streamline Time and Expense Management

Whether your company bills by the hour or by the project, Intacct SRP helps you capture client billable and non-billable time and expenses automatically—increasing the accuracy of invoices, reducing revenue leakage, and providing visibility into the true cost of each project so future bids are more accurate.

Boost your entire organization's productivity by enabling everyone to focus on projects, not paperwork. A simple, intuitive, web-based interface makes it easy for employees and subcontractors to enter time and expense information from anywhere, at anytime. After submitting and approving project time and expenses, the information flows directly into automated workflows for billing and revenue management, with billable items tracked automatically so nothing falls through the cracks.



Use Clarizen Work Management—tightly integrated with Intacct SRP—to simplify project and resource management, the right person performs the right task at the right time, and improve overall project performance.

**Strengthen Project Performance**  
Maximize project efficiency and track all aspects of delivery with Intacct SRP. Intacct SRP provides the project management automation your service

delivery team needs to deliver client value on-time and within budget by enabling your organization to better organize and manage the people, projects, tasks, and budgets needed to meet client demand. Establish planned project beginning and end dates, and then proactively manage towards forecasted deadlines.

AD SITE DESIGN SERVICES			
<b>Financial Summary</b>		Total Payments	0.00
Total Deferred Revenue	0.00	Total Revenue	6,242.00
Total Cost of Goods	0.00	Total Expenses	488.00
Gross Profit	5,417.00	Net Income (Loss)	-488.00
Total Wages			825.00
<b>Budget</b>			
Actual Billings	6,242.00	Actual Cost	0.00
Budgeted Billing Amount	20,000.00	Budgeted Cost	0.00
Budget Billing Amount Difference	13,758.00	Budget Cost Difference	0.00
Budget Billing % Variance	68.79 %	Budget Cost % Variance	%
Actual Duration (Hours)	55.00	Budgeted Duration (Hours)	200.00
Budget Duration Difference (Hours)	145.00	Budget Duration % Variance	72.50 %
<b>Hours</b>			
Total Billable Hours	55.00	Total Billed Hours	50.00
Total Un-Billed Hours	5.00	Total Non-Billable Hours	0.00
<b>Expenses</b>			
Total Billable Expenses	1,242.00	Total Billed Expenses	1,242.00
Total Un-Billed Expenses	0.00	Total Non-Billable Expenses	0.00

Users can view the current financial summary of a project throughout the service delivery lifecycle within Intacct—to deliver projects on-time, within budget, and within scope.

Intacct SRP makes it easy to establish flexible pricing options and configurations. Monitor progress against plan and track the performance and profitability of each client, project, and team using role-based dashboards and robust reporting, helping keep costs in check while delivering services on time. You can use deep reporting and analytics to track operational and financial key performance indicators (KPIs), to enhance planning and forecasting accuracy, keep costs in check for current projects, and develop

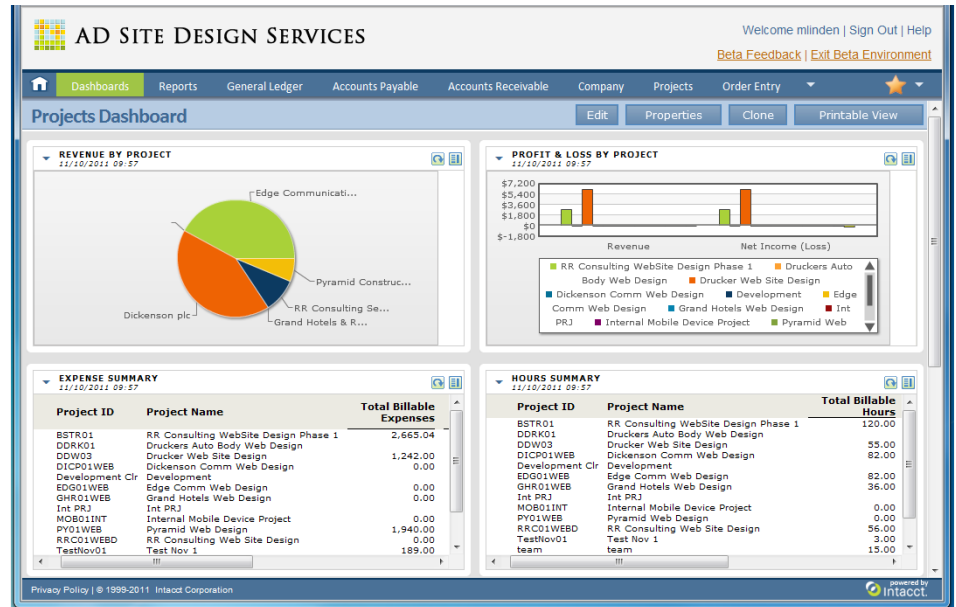
better quotes for future bids. Establish multiple billing rates and price lists per employee, project, and / or customer, and automatically apply a percentage markup on any billable transaction. Intacct enables you to stay in complete control by giving you the ability to override billing rates, quantities, and amounts while providing a detailed audit trail of any changes made.

### Automate and Streamline Complex Revenue Management

The way you bill your customers may differ from the way you recognize revenue. For example, you may bill your customer 50% upfront and 50% upon project completion, but recognize revenue at regular intervals as you deliver services. Intacct makes it easy to decouple the billing schedule from revenue recognition so you can efficiently and accurately manage even the most complex billing and revenue recognition schedules. Automate the recognition and deferral of project-based revenue—saving time and improving accuracy. And you can easily pause, resume, modify, or cancel a revenue recognition schedule already in progress.

### Powerful Real-Time Cash Flow Management and Revenue Forecasting

Drive informed decision making with fast, easy access to reliable, accurate real-time reports and dashboards. Our rich multi-dimensional general ledger



Improve project profitability by giving users a complete financial picture of projects with complete integration of project, time, and expense information within Intacct.

provides visibility into all aspects of your business—whether you want to see which clients are the most profitable, the true costs of projects, the costs tied to each employee, or any other aspect unique to your business. Improve cash-flow management with deep, real-time visibility into current and projected expenses and revenue streams.

### Capture Time and Expenses

- Ensure accurate and timely receipt of project financial information by making it easy to collect service delivery time and expenses anywhere.
- Automate billing and invoicing.
- Improve cash flow by invoicing the entire project—including billable and non-billable expenses—quickly and accurately using seamless integration between Clarizen work management

and Intacct financial management.

- Gain visibility into project performance.
- Increase on-time project delivery by providing project managers with visibility into the project at any point.
- Better control forecasting and revenue management.
- Improve project profitability by giving users the ability to accurately manage project costs and margins using complete project and project financial information.

