

# Optimize Project Forecasting for Greater Profits

## KeyedIn Projects for the CFO



### Why Forecasting is More Important Than Ever, Technology Services Industry Association

Embedded services organizations are now providing more revenue contribution than ever before. CFOs are noticing this increase of contribution putting services teams top of mind and in turn making accurate forecasting crucial for professional services teams. With true forecasting, the CFO gains access to visibility into the progress on profitability goals that affect the balance sheet and make sure

customer billing follows a predictable cycle. With time and expense data integrated seamlessly with the company financial system, the CFO can easily track profits against overall company financial goals. With this in mind, it's not surprising that

99% of professional services teams use spreadsheets for forecasting. It's incredibly inefficient and ineffective.

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## Features



### IMPROVED FORECASTING FOR BETTER RESULTS

Gain control over project costs and budget performance from services team projects with accurate, real-time forecasting. With better control of company forecasts, CFOs are able to reduce costs by decreasing administration of projects driving greater value. With KeyedIn Projects the ability to track and achieve financial goals becomes easier and more profitable with real-time access to important financial data including services team revenue generation. As services teams are able to forecast profits more accurately, the finance team is empowered with data for more reliable business outcomes.



### BETTER RESOURCE ALLOCATION YIELDS PROJECT PROFITABILITY

Without a system of record to view, holistically, the allocation of resources, it is difficult to know how much you can take on at any given time. By the time you gather the information it is often too late to add an extra project in or get critical people on billable work. KeyedIn Projects professional services automation software is designed to help professional services teams take control of project delivery and maximize their profits by bringing the finance function and service delivery teams together in a single solution.



### INTEGRATES EASILY WITH ERP FOR FULL VISIBILITY

Our cloud-based solution easily integrates with your existing systems and helps you allocate resources more strategically, maximize billable time, and closely control – and report on – your costs. Pull critical project data into your ERP or financial system so you can accurately report revenue recognition, track budgets vs. actuals, and close the forecast variance.



### REAL TIME PROJECT INSIGHT

With KeyedIn Projects, you can see the status of all your current and upcoming projects. As well as monitoring progress to agreed milestones, you can see which resources have been allocated to particular tasks, and look at billable hours for each consultant in real-time. With detailed, real-time project information, you can increase performance, shorten delivery times and minimize cost risks. Ultimately, you can ensure that each project is delivered in the best and most profitable way possible.



### REDUCED MANAGEMENT WORKLOADS

With out-of-the-box tools and templates for effective project planning, KeyedIn allows teams to standardize business workflows and drive efficiency. Whether you are billing time and materials or providing fixed-bid services, KeyedIn helps leaders understand which projects are more profitable and which ones are eating margins with less administrative burden. As an additional benefit, you can standardize the billing process and make sure that invoices are submitted, and paid, faster.



### INCREASED AGILITY AND EFFICIENCY

With KeyedIn Projects, you can see exactly which resources have been allocated to all current and future projects. This helps tremendously with capacity planning and helps you ensure the right skills are available for your clients. As an additional benefit, you can react much faster to unplanned project changes. If a project phase is delayed, for example, consultants can be quickly reallocated to other projects to maximize their productive time.



### GREATER INTELLIGENCE FOR STRATEGIC PLANNING

With KeyedIn Projects, you can use historical data to identify areas for improvement and optimize planning for new projects. It's also possible to model this data based on different project scenarios, which helps you choose the best way forward for your clients and reduces financial risks.

## Why KeyedIn Projects now?

KeyedIn Projects enables cost efficiencies and drives project profitability from both a top down and bottom up perspective – by providing an executive level view of resources, deliverables and financials, problems are mitigated while business opportunities can be seized. Because it's cloud-based, it can be implemented quickly, delivering a measurable ROI months or even years ahead of on-premise solutions.

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

Prairie Capital Advisors

## About KeyedIn Projects

KeyedIn Projects is a supremely flexible solution for managing projects, programs and entire portfolios – from a single platform that provides a comprehensive view of the status of every project. Used by project managers, boardroom decision-makers and frontline users, KeyedIn Projects increases success rates and profit margins, enables better decisions about project selection, planning and prioritization and optimizes resource usage across the entire business.

Visit <https://www.keyedin.com> to learn more.