

Top Service Execution Can Improve Project Margins Up to 49%¹ for Professional Service Organizations



25,000,000 FIRMS

In an industry with over 25 million firms globally, the difference between being "the best" and "the rest" is a matter of decimal points. You need an edge to stay ahead of the pack.

Challenges come in all shapes and sizes for Professional Service Organizations (PSOs), but outside of retaining talent, achieving revenue and margin targets remain at the top of the list.¹



While many factors contribute to achieving goals, service execution (including resource scheduling, project financial management, time and expense capture, and billing) has a huge impact on utilization and project delivery, affecting your competitive position... and end game.



THE PROBLEM

Using archaic tools can lead to multiple execution issues, including increased DSO, reduced utilization, increased write offs, and ultimately, reduced profitability.

36% revenue increase

PSOs using a modern solution for project financial management saw year over year revenue increases 36% above those using spreadsheets.¹

THE SOLUTION

Best in class PSOs use modern solutions to achieve superior business performance and returns.



PSOs using modern solutions have on average 7% higher billable utilization and 8% higher project margins.¹



Sage Intacct helps companies deliver measurable improvements.

By Implementing Sage Intacct for Project Financial Management, the following PSOs have seen...

Increased margins

Project margins rose **12%** through real-time insights

"We could either see budget vs. actual project data in OpenAir, or company-wide financial margin information in QuickBooks, but we couldn't look at everything together."



Tania Zieja
CFO
Halloran Consulting Group

Enhanced efficiency

Saved **\$10K** month in misused staff time

"Sage Intacct was built to easily connect with multiple business systems; something that has proven crucial to Yesler's ability to scale."



Alex Converse
CFO
Yesler, Inc.

Time savings

Team saved **40+ hrs/mo** on A/P allocation

"If we were still on QuickBooks, we'd need double today's headcount to compensate for the system's inefficiencies."



Mark Meade
VP of Finance
Goodway Group

Predictable headcount

Saved **\$60K** in annual overhead costs

"One of the biggest productivity improvements we've seen is during our complicated invoicing process. Sage Intacct automatically gets our time sheets from SalesForce, and creates accurate invoices for each client every week—slashing our weekly process from around 12 hours of work down to just 6."



Gina Brewster
Corporate VP of Finance
Premier Talent Partners



THE ANSWER COMPANY

About The Answer Company

The Answer Company is a leading supplier of business management software and technology consulting services. Since 1995, it has been helping businesses answer the difficult questions with regards to investments in technology and information systems. Working from offices across Canada, they serve national & international clients with a wide range of ERP solutions and numerous complimentary solutions that are powerful & flexible, and backed by industry expertise. The Answer Company's goal is to make businesses more successful at what they do and gain confidence to make profitable moves in their respective industries.

For more info, visit: www.theanswerco.com/
To speak to one of our experts, contact:

sales@theanswerco.com
1-866-670-6686

Head Office:
502-233 Nelson's Crescent
New Westminster, BC V3L 0E4
Offices also in Calgary, Winnipeg, Edmonton and Toronto

