From quote to cash

In control of your projects, always and everywhere.

A clear insight into your projects will help you steer your organisation and respond to customer expectations. Exact Professional Services Automation (PSA) enables you to successfully complete projects on time and on budget. With the aid of a single system you can sell, budget and plan projects, register hours and do your invoicing. You will always have the information and insight you need to be of optimum service to your customers at hand.

Successfully selling projects

Acquisition is of the utmost importance for the future of your organisation. You want to record information on potential customers and their requirements carefully in order to seize opportunities. Exact PSA adds structure to the sales process. This allows you to more effectively predict capacity needs and enables you to take the right actions at the right time.

With the aid of Exact PSA, your project organisation and sales department will become seamlessly connected. Right from the start of the sales process, valuable information on the order is gathered and centrally recorded. This ensures that all employees involved have access to the right information and that the transfer from sales to project implementation proceeds smoothly.

Starting up, calculating and planning

No two projects are the same. Because the requirements of your customers are specific, you often provide customized services. Exact PSA makes it easy to start up any new project. The Work breakdown structure enables you to record which activities you are going to carry out, at what price and what the outcome is going to be. It forms the basis for calculations, budgets and planning. With Exact PSA your projects are given a controlled start and you have a clear insight into the progress made as the project moves forward.

Easy online time registration

To ensure proper insight into the progress of projects and prompt invoicing, it is vitally important that hours and expenses are entered correctly. Unfortunately,

Advantages:

1 A single, integrated project solution: from acquisition to invoicing
2 Quickly start up projects, prepare budgets and make calculations with the integrated Work breakdown structure
3 Easy online time registration
4 Invoicing at a single press of a button
5 Up-to-date insight into project progress and results

= **exact**

And it all comes together.

this often takes a lot of time, which is frustrating for your employees. Exact PSA makes the online registration and approval of hours and expenses easy. The simple entry screen will not only come as a relief to your employees; it will also give you the information you need on time to prepare an invoice or an up-to-date project report.

Easy invoicing

The quicker the invoices are sent out, the faster you get paid. The integration of time registration and invoicing allows you to prepare an invoice quickly on the basis of the hours and expenses entered. All you have to do is make a selection for invoicing. This significantly reduces the time you need to spend on the invoicing process.

Always a good overview

Your project managers have to be able to see the status of their projects, planning and budgets at a glance. Are there any escalations or deviations? Are there any projects that have been delayed? You will know instantly with Exact PSA.

Any hours or expenses that have been entered are checked, approved and subsequently invoiced from a central overview. Costs are entered immediately so that you have full insight into the outcome and return of your projects. Moreover, you also benefit from the clever integration with MS Reporting service and MS Office (Excel). This provides you with endless possibilities to compile your own overviews. You are in control and have a full insight into your project at all times.

Successfully selling projects
- Seamless integration of your sales department and project organisation
- All information is stored centrally

Starting up, calculating and planning
- Easy calculations with the 'Work breakdown structure'
- Budgets are easy to create and approve
- Planning on the basis of availability and skills

Easy online time registration
- Simple, clear entry screen for hours and expenses
- Approve hours with a single click
- Correct and quicker invoicing thanks to integration with invoicing

Easy invoicing
- Simple selection of billable hours
- Invoicing at a single press of a button
- Fully integrated with your financial administration

Always a good overview
- Clear insight into project progress and project results
- Wide range of standard overviews and reports
- Integration with MS Reporting services and MS Office

For more information please see our website: exact.com

Exact. And it all comes together.