

SAP for Professional Services



In today's competitive marketplace, professional services organizations like yours must manage projects, resources, and finances more effectively. Client demands are more complex than ever. Qualified people are expensive and harder to retain. Clients expect you to move faster and cost less. To be in control, you need reliable and timely information on your projects and people. You get that and more with SAP® Project Resource and Financial Management – a high-value, packaged solution from the SAP for Professional Services portfolio of solutions.

SAP® PROJECT RESOURCE AND FINANCIAL MANAGEMENT

GAINING CONTROL WITH BUSINESS-CRITICAL INFORMATION ACROSS YOUR ENTIRE OPERATION

It's really simple. To be profitable, you need full control and visibility over your projects, the resources that staff them, and the costs you incur. This is especially true as the challenges you face are increasingly difficult. Opportunities are fewer, clients are spending less, and resources must be maximized more than ever. The difference between success and failure is establishing firm control and gaining complete visibility into your business. To maintain that control, you need the right tools to keep track of projects, manage finances, and ensure that employees are used in an optimal, cost-effective way.

SAP PROJECT RESOURCE AND FINANCIAL MANAGEMENT

SAP understands the challenges you face as a professional services organization. That's why we developed SAP® Project Resource and Financial Management, a predefined packaged solution to deliver clear-cut management tools into your hands. Drawn from key components from the SAP for Professional Services industry portfolio of solutions, SAP Project Resource and Financial Management presents professional service organizations with the opportunity to take advantage of powerful tools for project, resource, and financial management. This packaged solution puts you in a commanding position to deal with critical business issues in the industry with the right mix of industry-specific scenarios, services, and best practices. Best of all, you have the critical business information needed to closely track the status, cost, and resources of every ongoing project.

A COMPLETE SOLUTION DELIVERY FOR IMMEDIATE RESULTS

Because it puts together the best tools with the flexibility you require, SAP Project Resource and Financial Management is a high-value package that immediately addresses key business issues from an industry-specific perspective. You receive both the software required for project, resource, and financial management and planning, along with qualified service options that tie implementation to a predictable time frame and budget to get you under way as quickly as possible. Flexibility is built into this package; you only buy the licenses that you require and make adjustments as you see fit. Using this approach helps you gain tangible benefits and ROI while reducing implementation risk.

PRESSURE ON PROFITABILITY

Does this sound familiar? Your need for cost reduction is driven by reduced client spending and the increased number of fixed-price engagements. The level of demand for services is constantly fluctuating. You must be flexible in structuring your resource pool to ensure client satisfaction in meeting demand, but also to minimize the impact on profitability when demand declines. You need visibility into staffing requirements and the tools to apply the right mix of resources. Rising client expectations (more for less) and tight budgeting require better and timelier visibility into operations (projects, resources, financials). This level of visibility is even more critical given an increasingly mobile workforce and a growing number of cross-company projects.

If these are just a few of the issues you face, then you know that the bottom line is having stronger control and tighter management of the business through greater efficiency of operations and better handling of project-related costs. Profitability is directly tied to your use and allocation of resources. Moreover, tighter financial planning accelerates time-to-revenue while reducing the amount of outstanding accounts receivable.

With SAP Project Resource and Financial Management, you can meet your most crucial requirements for project management, resource planning, and financial control. And as a result, you sharpen your focus on your clients, reduce spending and service delivery costs, expertly manage resources based on demand, and improve visibility into your operations.

POWERFUL TOOLS FOR PROJECT MANAGEMENT

You won the business from the client. Now it's up to you set a course with everything you need to reach your goal. Like navigating a ship, good project managers know where they're going, how they're going to get there, what would be the best crew to have on board, and when they expect to arrive.

SAP Project Resource and Financial Management can keep you on course. Fully integrated with its project financial management and resource management components, the packaged solution helps you quickly and continuously measure the effectiveness of all your projects. The solution provides a central view of projects to enhance efficiency, support disciplined project execution, leverage existing project experience, and capture and monitor all project-related costs (including third-party resources). It helps you determine what types of staff are needed and how many, confirm that the resources needed are in place, and establish how much time is needed from each person on the project. Thus, your time is spent wisely as you carry out project planning and scheduling more adeptly. Staff members know exactly what they need to do because they have clearly defined deliverables and responsibilities matched to their skills, thus optimizing resource planning. Collaboration tools and central, Web-based access to all project-related information make communicating with your team and external partners easy.

Now, you are in a better position to make the right decisions, bring about required changes, and gauge the results of your actions. As a result, you gain improved business efficiency and productivity from both your internal staff and third-party resources, as well as visibility into your entire operation.

Client satisfaction – always an important factor for your success – is enhanced because staff members are more effective in their roles and thereby more responsive to your clients.

INSIGHTFUL RESOURCE MANAGEMENT

With your projects moving forward, you need the best crew on board. You also need to make the best possible use of this pool of talent. To drive profitability, you want tools to improve forecasting and resource allocation. Well-organized resource planning allows you to place the right people on the right projects at the right time. To start, the resource management capabilities of SAP Project Resource and Financial Management facilitate a thorough assessment of your ever-changing inventory of consulting resources. To secure the people you need, you can make intelligent staffing decisions by searching a centralized database based on skills, organization, availability, project experience, and more. You can reserve the people you need, leveraging internal resources, or seek external consultants as needed to accomplish your project goals. The solution provides a variety of functions, including skills management, demand definition, soft- and hard-booking, appointment scheduling, groupware calendar integration, vacancy postings, and integration with mySAP™ Human Resources. Better control of resources reduces your engagement risk and improves communication with both internal and third-party consultants, and supplying the right expertise enhances client satisfaction.

TOTAL VISIBILITY INTO COSTS

You need to monitor and control costs across all of your projects to get an accurate view on your utilization and realization rate. With the financial management capabilities of SAP Project Resource and Financial Management, you can drive efficiency with visibility into all costs associated with delivering services.

SAP's financial management solution for professional services is the most comprehensive, global, project financial management solution available today. It streamlines the project accounting process and insures faster and more accurate billing.

Capabilities include contract management, time and expense recording, billing (fixed-price, resource-related, and intercompany), revenue recognition, profitability analysis, resource and revenue sharing across countries, realization rates, and much more. For new customers, SAP offers a basic financials add-on to this package that includes general ledger, accounts receivable, accounts payable, and cost center controlling.

PREPARED FOR TODAY'S RAPIDLY CHANGING ENVIRONMENT

A truly useful solution needs to be sufficiently flexible to allow you to navigate easily through the swiftly changing currents of the marketplace. That's why SAP Project Resource and Financial Management has been designed to adapt to any technical environment or organization. The user interface, which is based on the SAP portal technology with SAP NetWeaver™, features intuitive navigation and requires little time to learn. The solution is scalable and can be implemented profitably by companies of any size. The open architecture allows smooth integration with both SAP and non-SAP enterprise solutions.

SAP Project Resource and Financial Management provides you with the insights you need to keep your service organization profitable and responsive in today's highly competitive service market. You can identify challenges within your projects in time to make the necessary changes – before client service has been affected, profits reduced, or a key project milestone missed.

To learn how SAP Project Resource and Financial Management can optimize your projects and profitability, visit the SAP Web site at www.sap.com/professionalservices

www.sap.com/contactsap

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