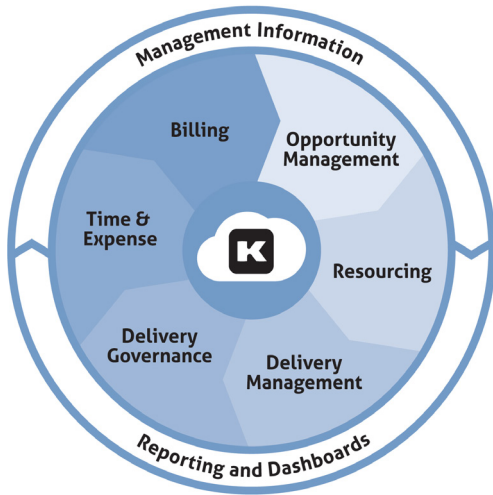


KIMBLE

Fuel your Professional Services business growth with the ultimate PSA



Kimble is the only specialist Professional Services Automation vendor on the Salesforce platform. The Kimble application weaves CRM and PSA processes together providing superior resource planning, management information and financial forecasting

Kimble automates professional services processes and makes your business more manageable delivering efficiency, scalability and visibility - an engine for business growth.

Kimble enables the holistic management of your entire business, rather than the traditional narrow focus on Operations, Sales or Delivery solutions. In a single product, Kimble provides the combined functionality of separate Opportunity management, PSA, T&E and Financial reporting systems, dramatically reducing process complexity and boosting business. Kimble is the only genuinely integrated solution providing support for all the key business processes.

With superior insight in terms of real-

time diagnostics and KPI reporting, which gives instant visibility into the health of your business and allows you to better plan and control your future. From sales, through delivery, to billing, Kimble will measure and accurately report your current and projected performance and facilitate the appropriate adjustments in resourcing.

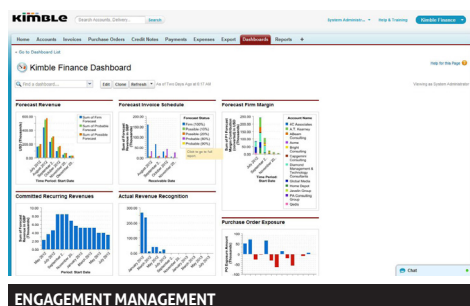
Deliberately designed to be configured, with no hidden customization costs, Kimble enables rapid implementation.

Built on the market leading cloud platform, Force.com, Kimble is a cloud-based solution, providing easy access across multiple devices, which will future proof your business against more traditional solutions.

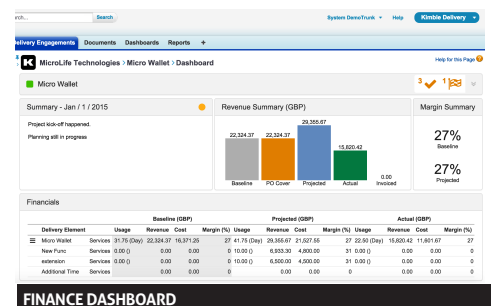
WHY SWITCH TO KIMBLE?

Kimble will revolutionize your business and provide the engine for future business growth by:

- Increasing resource utilization through the visibility of forecast resource needs
- Increasing revenue completeness
- Reducing overhead costs through process automation
- Protecting margin throughout the project lifecycle
- Increasing employee and customer satisfaction
- Reducing aged debt through invoicing accuracy
- Reducing days to close each month (can do in 3 days)



ENGAGEMENT MANAGEMENT



FINANCE DASHBOARD

Kimble customers typically grow 25% faster than industry average by providing real-time information that allow business leaders to understand and remedy any underlying issues in their business. This holistic focus on business improvement, as opposed to just operational support, is unique in the market, and is essential for Professional Services organizations to improve the quality of their business and realize their objectives.



KEY FEATURES

Opportunity management

- Account, contact & opportunity management (Sales Cloud)
- Automatic PS/ Project forecasting
- Predictive revenue recognition

Resourcing

- Vacation & training planning
- Capability/ skills management
- Real time demand/ supply link

Delivery

- Detailed resource forecasting & effort planning
- Purchase order management
- Expense & overtime policies
- Issue & risk management
- Project Gantt Chart

Time and Expense

- Predictive timesheets
- Approval processes
- Mobile access (with offline)

Billing

- Automatic invoice generation
- Finance integration
- Payment management

Management Information

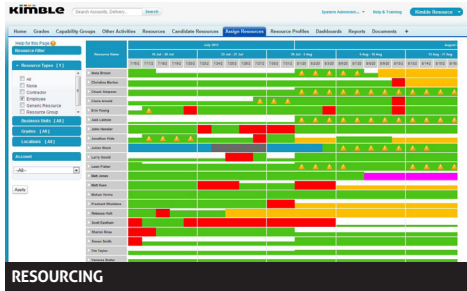
- Comprehensive dashboards
- 80+ reports & dashboards

Do you know instantly why a KPI is above or below target?

Are your workforce truly collaborating?

Do your business systems integrate seamlessly?

Access a world where your business system helps you collaborate across the organisation, continuously improve and win more business

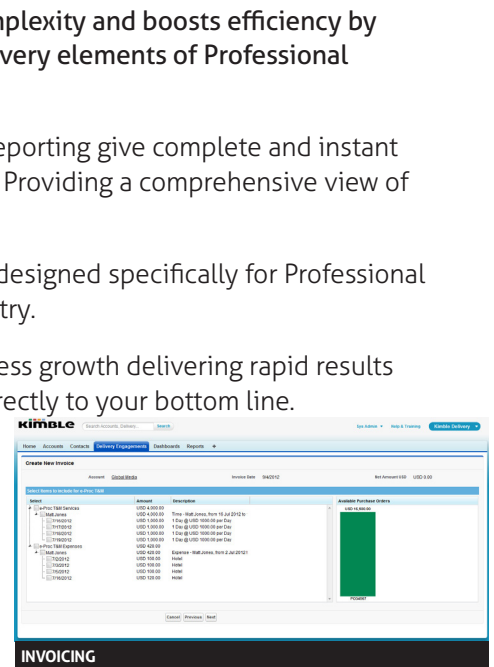
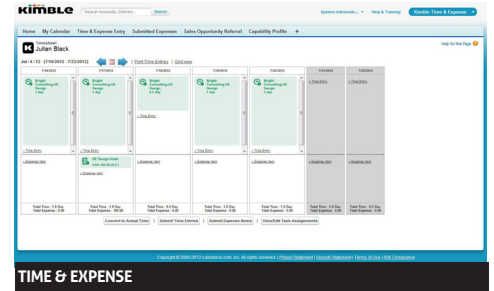
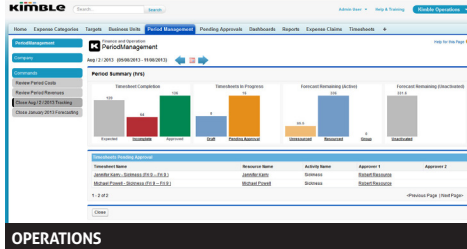


Kimble dramatically reduces process complexity and boosts efficiency by integrating the sales, operations and delivery elements of Professional Services firms.

Real-time diagnostics and empirical KPI reporting give complete and instant visibility into the health of your business. Providing a comprehensive view of current, historic and future performance.

Kimble is the only management solution designed specifically for Professional Services by experts from within the industry.

Kimble PSA is the engine for future business growth delivering rapid results which fuel productivity and contribute directly to your bottom line.



SWITCHING TO KIMBLE

Kimble can be easily implemented in your company whatever the size and wherever you are situated.

The service is delivered through the highly scalable and secure Salesforce.com infrastructure on the Force.com platform, and is entirely based on the web with no software to install. The Force.com infrastructure is hosted in highly secure mirrored data centres, which you have full access to over the Internet.

Kimble work with you to understand your current processes and data take-on requirements. We then train your key users in Kimble configuration and how to use the system functionality in line with your organizations processes.

Finally, we work with your key users to configure the system specifically for your organization, and assist in migrating existing data into Kimble to facilitate your organizations seamless transition.

"Kimble is absolutely essential to our business growth. It gives us the right information in the right place at the right time"

Paul Driver, Founder PCubed

"Kimble has allowed us to radically stream-line our processes and given us a more effective business"

Neil Coughlan, MD
Oxford Computing Group

OUR GUIDING PRINCIPLES

Provide a single go-to system for Professional Services companies

Ensure the system is embedded within best practice business process

Have a well-defined product roadmap

Provide real management insight