KIMBLE

How Kimble PSA helps Pcubed to build a platform for growth

Pcubed, the largest global management consulting firm uniquely focused on program, portfolio and change management, purchased Kimble Professional Services Automation (PSA) in 2013. Previously they used a variety of systems in different countries and they wanted to replace this with an integrated solution. Pcubed had a strong growth plan but needed to implement this without raising the cost base.

Kimble was selected because of its professional services functionality. "The whole end-to-end engagement management and invoicing capability Kimble provides is absolutely critical for us. We also use the software for future forecasting, profitability analysis and resource management," said Peter Wilson, Head of Consulting and Global CIO at Pcubed, who oversaw the implementation process.

Since adopting Kimble, Pcubed has become 'far more disciplined" in the way they run their processes. Revenue has increased, mainly because they no longer lose billing days - which was a major problem historically. Debtor days are also greatly reduced because of better invoicing based on more accurate information. Pcubed has used Kimble successfully to build a platform for growth, without increasing the cost base.

Using Kimble, Pcubed is able to

▶ Grow without increasing the cost base

▶ Allocate resources more effectively

▶ Invoice swiftly and accurately

▶ Reduce debtor days and lost billing days

▶ Manage opportunities better

▶ Manage engagements better

▶ Create accurate forecasts

▶ Analyse project profitability

Benefits

▶ Increased revenue

▶ Increased predictability

▶ More disciplined business processe

Size:
1,001–5,000 EMPLOYEES

Geography:
GLOBAL

Sectors:
IT SERVICES AND ENTERPRISE SOFTWARE

> *Kimble is an ideal fit for management consulting. It has helped us to transform Pcubed by providing management information we can use to run the business.*

Peter Wilson, Head of Consulting and Global CIO, Pcubed

FOR MORE INFORMATION PLEASE CONTACT

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