



Drive Better Decisions Sooner with Kimble PSA Software

Kimble's Professional Services Automation (PSA) software helps services organizations make better decisions sooner, increasing customer satisfaction and optimizing resource utilization, profitability, and business scalability.

Kimble PSA orchestrates the entire project delivery mechanism, from estimating and staffing to billing and month-end, and helps your business recognize and remove inefficiencies that are standing in the way of predictable, consistent success.

Kimble's unique process-centric framework provides businesses alignment, guidance, and adaptability, improving the efficiency of hand-offs between teams, encouraging proactive collaboration, and increasing organizational agility and customer satisfaction.

Kimble is the predictability engine your business needs to consistently and confidently deliver value to your customers.

Selling & Scoping

Kimble provides sales teams a collaborative environment where they can work with services professionals to model the scope, budget, and resource plan for projects that are both profitable and achievable. Kimble's connection with CRM ensures that opportunities get the bid-team support they need, projects have smoother kick-offs and the pipeline and forecast is current and accurate.

- ▶ **Build a more accurate and confident sales pipeline:** Seamless connection with CRM for a real-time, holistic view of all current and proposed projects.
- ▶ **Manage proposals with confidence:** Assess the viability and profitability of a proposal as it evolves so that what is sold is achievable, stopping revenue leakage before it has a chance to happen.
- ▶ **Streamline the sales-to-delivery handoff:** Cross-functional teams can work together collaboratively from one version of truth to shape proposals, assign resources, and prepare for work to commence.

Reporting & Dashboards

Kimble provides business leaders the information they need about future performance to feed sustainable business growth.

Kimble's real-time forecasting engine populates executive dashboards with diagnostic analytics focused on KPIs, trends, forecast accuracy, and more—enabling executive teams to plan strategically and assess areas of the business that might limit growth and scalability.

- ▶ **Model paths to sustainable business growth:** Executive dashboards aggregate KPIs which can be used to inform strategic decision-making and support continuous improvement across the organization.
- ▶ **Identify bottlenecks threatening organizational scalability:** Intelligent insights indicate where your business is seeing impacts on overall margin so that you can drill down to assess emerging trends.
- ▶ **Operate from One Source of Truth:** You can trust what you're seeing in Kimble whether you're looking backwards or forwards because it's informed by real-time data from across all the disciplines that drive project success—sales, resourcing, project management, finance, and operations.

“Kimble has transformed our professional services operational efficiency and has delivered big gains to our business.”

Martin Oostenbrug, Canon

Resource Management

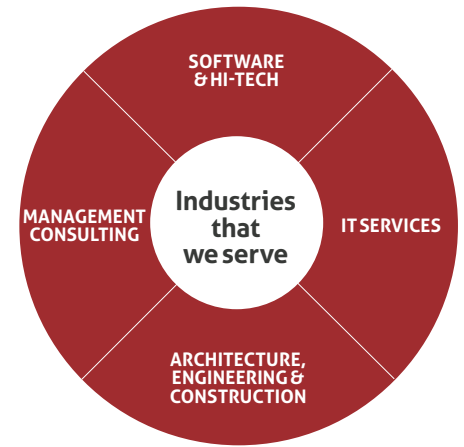
Kimble provides resource managers what no other solution can — a real-time view of the resourcing impact of all project work that's currently happening, combined with work in the pipeline that's expected to happen. Kimble makes it clear who is right for an open assignment, who is on the bench, and what the business will need to do to meet upcoming demand.

- ▶ **Streamline your resource planning process:** You get comprehensive visibility so decisions made about which resources are right for a project weigh all factors, including skills, availability, and resource cost rate.
- ▶ **Maintain the right balance of supply and demand:** You are alerted skills and roles will be needed to staff projects in the coming weeks and months, making resourcing more predictable.
- ▶ **Build the ideal project team sooner:** Access to a collaborative environment where you can work with sales teams to shape the resource plan for projects, creating placeholder resource demand to model the assignment rate, cost, duration, and utilization until a resource is assigned.

Project Management

Not only do you get access to project collaboration and portfolio management capabilities with Kimble, but you also get valuable insight into projects the sales team is working on selling, other work that resources on your projects are committed to, and impacts of changes to scope, timeline or resources on project financials.

- ▶ **Keep projects on track with one comprehensive view:** Project and portfolio dashboards include risks, issues, status updates, milestones, work breakdown structures and real-time views of project financials.
- ▶ **Manage Projects with an eye on the bottom line:** Revenue forecasting engine updates project financials in real-time, making it easy to see the impacts of changes to the project plan on the project budget and on the business as a whole.
- ▶ **Keep Your Customers in the Loop:** Customer Community allows you to collaborate with customers and share project information such as: delivery progress, time, expenses, invoices, change orders, planning milestones, and requests for time off.



Billing & Revenue Recognition

Kimble provides robust project accounting capabilities, leveraging information from pipeline and ongoing projects to update both historical financial performance — through real-time revenue recognition — and forecasts for upcoming financial performance. Since Kimble automates many of the historical project accounting functions, businesses are empowered to spend more time looking through the windshield rather than the rearview mirror.

- ▶ **Prevent errors that lead to revenue leakage:** Forecast Accuracy dashboards help you understand how confident the business can be in current pipeline forecasts based on the consistency of forecasts in past periods.
- ▶ **Speed up time and expense submission and approval:** Access to multiple options that ensure users can submit time and expenses quickly from wherever they are in the Kimble mobile app.
- ▶ **Streamline month-end processes:** Financial period manager makes it clear what revenue needs to be analyzed before a month can be closed and final revenue recognition for that month can be reported.

Kimble is Different. Here's Why.

You need a solution that orchestrates the entire project delivery mechanism, from estimating and staffing to billing and month-end, and helps your business recognize and remove inefficiencies that are standing in the way of predictable, consistent success.

Kimble's unique process-centric framework provides businesses alignment, guidance, and adaptability, improving the efficiency of hand-offs between teams, encouraging proactive collaboration, and increasing organizational agility and customer satisfaction.

Alignment Kimble is uniquely positioned to align teams around a complete picture of what is happening and what will happen, focusing users' efforts on more productive, high-value activities that maximize billable time and protect project margins.

Guidance Kimble surfaces risks before they become issues and suggests proactive interventions that accelerate value for your customers. Our Intelligent Insights act like a GPS, guiding users towards actions that prevent revenue leakage.

Adaptability Kimble adapts with your organization as it grows and changes, helping you to anticipate shifts in the market, and strategize and actualize so you can be future proofed.