# Professional Services Edition

Professional services firms, such as architects, engineers, and consultants, face challenges that can hinder growth and profits. Acumatica designed the Professional Services Edition (PSE) to help these small and midsized firms holistically manage projects from opportunity to project close.

- **Comprehensive Financial Management**
- **Project Accounting & Project Management**
- **Milestone-Based Billing**
- **Resource Planning**
- **Embedded CRM**

## Key business benefits

- Gain full project visibility from opportunity to project close.

- View project profitability in real-time and adjust budgets as needed mid-project.

- Generate invoices on project milestones or completion percentages.

- Track client interactions and improve collaboration with embedded CRM.

- Allocate resources and assign project tasks related to staff, equipment, and technology.

## Related resources

- How to Calculate Software ROI
  > LEARN MORE

- Professional Services Infographic
  > LEARN MORE

- Schedule a Personalized Demo
  > LEARN MORE

# Enhance Productivity and Deliver Real-Time Project Visibility

Timely project data is critical to today's professional service business. It allows for strategic decisions that move projects and your business forward. Unfortunately, running a business with disconnected teams and siloed workflows results in project update delays, a lack of project visibility, and misallocated resources and budget overruns.

The professional service industry faces unique challenges, such as inefficiencies in quote-to-project setup, industry-specific billing rate structures, and customer support management, which Acumatica Professional Services Editon addresses. Acumatica allows users to analyze customer, project, and company performance via simple drilldowns, customizable reports, and award-winning usability.

Acumatica was born in the cloud and built for a more dynamic and digital professional service industry. Acumatica's PSE platform combines financial and operational data with project and resource management, time and expense management, and robust, embedded CRM to drive communication and collaboration from opportunity to project close.

Our comprehensive business management solution includes project accounting, compliance management, and AI-driven workflow automation, enabling companies to meet today's challenges and seize tomorrow's opportunities. We engineered Acumatica Professional Services Edition to enable growing firms to scale successfully and evolve operations with a holistic and adaptable business solution. This adaptability ensures that your business is secure and ready for the future. Empower every employee to focus on effective project management and nurturing client relationships.

"We can issue or create 20 to 30 brand new projects every morning and limit who gets assigned to what job. Acumatica is not only a management tool, but we can use the data for profit analysis."

–James Craig, CEO (former), Industrial Specialty Services

## Financial Management

Robust financials are simple enough for smaller firms yet scalable for more complex needs. Acumatica Financial Management has standard financial processes (GL/AP/AR) and reports. Multi-company, multicurrency, intercompany accounting, fixed assets, cash management are also available.

## Project Accounting

Easily manage AP workflows, from entering an invoice through approval routing and checks. Seamless customer billing, driven by real-time project costing, includes up-to-date labor, material, equipment, and other costs. Identify problem areas in current jobs and improve future project estimates.

## Project Management

Gain a complete view of project details, providing instantaneous information between your project management team, back-office workforce, and management. Easily manage and track all activities, issues, and changes, including daily field reports, actual costs, and cost projections from one central area.

## Progress and Milestone Billing

Flexible progress billing by percentage of completion or by quantity reduces project owner risk. Access AP cost transactions related to progress billing lines from the pro forma side panel for timely vendor payments and increased billing accuracy. Tie revenue recognition to project milestones or deliverables.

## Project Planning and Resource Management

Ensure resource availability to allocate staff, equipment, and technology by team, department, and timeframe. Assign tasks and workflows to manage project resources and tie the costs to the project budget.

## Customer Relationship Management

Embedded CRM empowers professional services firms to keep detailed records of client interactions, proposals, manage contracts, payments, renewals, and compliance documents. The self-service portal streamlines communication with push notifications, giving customers access to support cases and payment options.

## Field Reporting and Mobility

Ensure everyone has the same project data from the field or anywhere they work and remotely enter time and expense details. Access the complete system over any device and search for all project details from one global search box.

## Time and Expense Management

Capture time and expense from any device. Time entry flows to project accounting for costs and expenses related to projects or specific project tasks. Billable activities can be marked up depending on the project, task, employee, or activity performed.

## Project Productivity and Insights

Use side panels for a quick and comprehensive view of key project data without navigating out of the current window. Easily drill down into relevant details on any record selected with standard prebuilt side panels or build custom side panels for different uses and roles.

## Payments

Integrated payments solution automates AR processing to reduce back-office workloads and get paid faster. Advanced features like click-to-pay links, a self-service portal, and automated AR processing further enhance convenience, efficiency, and security.

## Change Management

Control cost overruns by automating project commitments and change order processes. Manage back charges or reduction in vendor commitments through the entry of a negative change order. Streamline change orders for multiple projects with unit rate changes, custom retainage, and cost-only change requests.

## Project Cost and Revenue Tax Zones

Specify tax calculations directly in the project and automatically retrieve and calculate all invoices, purchase orders, subcontracts, and expenses.
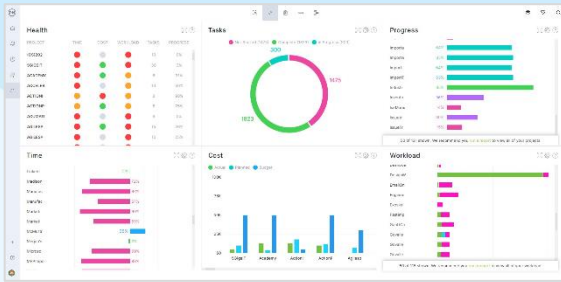
**For more information, please contact:**
Rob Griffin
Principal
To Increase Partners, LLC
Email: rob.griffin@toincreasepartners.com
5700 Tennyson Parkway, Suite 300, Plano, TX 75024
View Website

# Acumatica Project Planning and Resource Management

**Comprehensive project tools to manage resource usage with the native integration from ProjectManager.**

In professional services, efficient time, resource, and budget management are essential to delivering projects on time and within scope.

ProjectManager provides a comprehensive platform for project and portfolio management, resource optimization, time tracking, and workflow automation. The Acumatica connector manages resources, tracks costs, and maintains system visibility for greater efficiency and transparency.

## Key business benefits

- Optimized resource utilization enhances resource efficiency.
- Real-time data improves billing, budgeting, and forecasting.
- One unified platform enables better communication and project delivery.
- Analytics gives insights into resource planning and project progress.

## Related resources

- Project Accounting Best Practices
  > LEARN MORE
- Project Accounting for Professional Services  > LEARN MORE
- Schedule a Personalized Demo
  > LEARN MORE

# Optimize Resources with Connected Project and Resource Management

Streamline planning, reporting, approvals, and financial operations with the bidirectional data flow between ProjectManager and Acumatica. Gain insights and check project status directly within Acumatica.

- **Sync Time Tracking:** Billable hours and expenses are seamlessly synced between systems at the task and project level.
- **Track Costs:** Real-time cost tracking for accurate budgeting, financial reporting, and profitability analysis.
- **Improve Visibility:** A unified view of timelines, resources, and budgets.
- **Automate Reporting:** Integrated project costs and time logs provide up-to-date financials and clear visibility into cost data, simplifying the invoicing process.
- **ProjectManager:** Manage and update projects directly within Acumatica using the Project Plan View. This view provides a comprehensive hierarchy of the project and quick access to vital project details.

"Acumatica definitely positions us for growth. The way we were doing things was outdated. Acumatica better aligns with our growth path and ever-evolving business needs."

**– Randy Gieseking, President, Safety Management Group**

> CUSTOMER STORIES

### Portfolio Management

Gain real-time visibility into all projects across your portfolio, enabling better resource allocation, risk management, and strategic decision-making.

### Project Planning & Scheduling

Visualize timelines, plan scenarios, map dependencies, track progress, and collaborate using an award-winning Gantt chart.

### Resource Management & Capacity Planning

Assign tasks, track hours, adjust workloads, and plan for real-time availability and holidays. Acumatica integration ensures seamless syncing of workload planning and billing for smooth operations.

### Time Tracking & Timesheets

Log billable hours and task progress with seamless Acumatica syncing for accurate reporting and payroll.

### Budgeting & Cost Management

Track labor, equipment, and materials in real-time. Acumatica integration ensures financial data is always up to date.

### Collaboration & File Sharing

Share updates, files, and reports in one centralized platform to keep everyone aligned.

### Reporting & Analytics

Generate real-time reports on resource allocation and availability, time spent, and project progress with Acumatica integration for complete visibility.

### Task Management

Break down projects into manageable tasks, assign responsibilities, and track progress in real-time to enhance productivity.

### Workflow Automation

Design & automate custom workflows and approval processes to drive efficiencies and visibility across the teams.

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## ABOUT ACUMATICA

Acumatica Cloud ERP is a comprehensive business management solution that was born in the cloud and built for more connected, collaborative ways of working. Designed explicitly to enable small and mid-market companies to thrive in today's digital economy, Acumatica's flexible solution, customer-friendly business practices, and industry-specific functionality help growing businesses adapt to fast-moving markets and take control of their future.

For more information on Acumatica, visit www.acumatica.com or follow us on LinkedIn.

**For Additional Information Please Contact:**
Rob Griffin
Principal
To Increase Partners, LLC
Email: rob.griffin@toincreasepartners.com
5700 Tennyson Parkway, Suite 300, Plano, TX, 75024
https://www.toincreasepartners.com