

# Increase service excellence and profitability

Manage and plan your finances, people and projects





## What can Unit4 do for Professional Service firms?

We understand how professional service firms work and can help your people to work smarter – freeing up your project and consulting teams to spend more time delivering the important work for your customers and clients. We do this through automating manual processes in a flexible cloud-based platform, built on 40 years of experience in delivering solutions for service-centric and project-based organizations.

- **Win more business**
- **Optimize utilization**
- **Bill with precision**
- **Execute profitable projects**





## Win more business

- See where revenue is expected to be generated, including the planned margin (e.g. pipeline reporting).
- Use reference models to create new projects in two clicks, saving overhead – especially for smaller, recurring projects.
- Create baseline budgets for your projects and store revisions separately.

[Talk to us about what Unit4 can offer](#)



Alten's businesses in 20 countries are finding ways to work more closely together to ensure consistently excellent service for their customers.

**Watch the video and find out how Unit4 is helping Thierry & Alten to deliver global excellence.**

[How Alten won more business with Unit4](#)



## Optimize utilization

- Plan staffing against project assignments for maximum people utilization, and monitor actuals in real time.
- Actively monitor planned vs actual profitability, and adjust project forecasts as needed.
- Manage staff absences and take them into account as you plan.

[See how Unit4 can help you](#)



Watch this 6 minute interview with Head of Reporting, Claire Birch at WSP to hear how they moved away from the labour intensive process of consolidating multiple spreadsheets to spending more time on value added actions with Unit4.

[Optimize utilization:  
How WSP optimized with Unit4](#)



## Bill with precision

- See key indicators on the health of your billing process, e.g., with an up-to-date overview of the value/amount of Work In Progress.
- Capture and accurately calculate all invoiceable items with our Billing Engine.
- Days of sales outstanding can show invoices already sent, plus paid and unpaid invoices, in one view.

Learn how Unit4 can help you



“Business as usual’ is the top priority for any company operating with multiple moving parts and a changing organizational structure... The [Siemens] merger was done surprisingly fast and smoothly... For us it’s not a surprise that Business World [Unit4 ERP] can do this.”

Petter Håkanson, Chief Information Officer,  
Chief Communications Officer and  
Chief Business Development Officer, Bravida

### Impacts



See how Bravida managed complex financial data over 20+ organizational mergers and continued pricing, invoicing and reporting seamlessly:

Bill with precision: How Bravida managed complexity without disruption



## Execute profitable projects

- Accurate forecasts allow for better revenue recognition.
- KPIs show margin leakage, triggering further analysis.
- Go from aggregated profitability reporting (e.g., per business line) to the underlying transactions.
- Integrate time/expense management, on web and mobile.
- Manage global projects with an international team.

[Talk to us about Unit4 can offer](#)



“We wanted to automate transactions, provide mechanisms of control and risk management to refocus efforts on supporting decision making. We had grown exponentially and could no longer manage the business on ‘gut feel’ or ‘entrepreneurial spirit.’”

Russell Decent, CFO Kinetic IT

### Impacts



See the results from Kinetic IT’s implementation of Unit4 ERP:

[Execute profitable projects: How Kinetic IT worked with Unit4 to execute more profitable projects](#)

# Implementation made easy

Unit4 has developed a professional services data model specifically built for the needs of people and project based organizations. The model includes best practice and industry-specific functionality available out-of-the-box.



# The benefits of the Unit4 Professional Services data model



- **Specialist knowledge of the professional services industry and technology** – we understand your industry, building tailored solutions to give you the functionality, agility, and efficiency you need to manage complex project-based operating models.



- **Fast time to value** – a faster and reduced risk implementation process means benefits are realized quicker.



- **Improved data integration** – benefit from the flexibility to integrate with multiple changing technology stacks to unify data and drive project and operational excellence.



- **Future-proof your technology** – Unit4 is committed to investing in technology to ensure that our service continues to meet the changing needs of the Professional Services industry.



- **Satisfy your clients and retain talent** – Unit4 excels in user-friendly digital experiences that meet the rising standards of the digital era. Provide better working experiences for your people and enhance the services they deliver to your clients.

UP TO  
**50%**



**REDUCED  
IMPLEMENTATION  
TIME**

- Faster time to value
- Reduced total cost of ownership (less resources required)



Enable your organization to unify operational excellence in the front-office with financial excellence in the back-office. Completely integrate your front-office projects with the “engines” of your back-office: Financials, Procurement, Planning and Human Resource management; all of which are supported by powerful Workflow and Reporting capabilities.

Our Professional Services Model offers:

- **Quicker time to value leveraging industry best practices**
- **Roll out in phases, using an iterative delivery methodology**
- **A way to generate a quicker ROI**



Watch the video from Unit4's Global Virtual Conference, X4U to learn more.

**What's unique about the PSO model?**

Let's talk about  
what our PSO  
solution means 4U