KimBLe

Fuel your professional services business growth with the ultimate PSA

Kimble is a powerful, enterprise-class professional services automation application that is easy to work with and recommended by hundreds of customers globally. Kimble integrates with your CRM, finance and other best of breed applications.

Kimble is the keystone of the new Service Economy. It helps businesses deliver growth and efficiency by digitizing best practice for services. Kimble PSA supports forecasting, resource planning, delivery management, and project accounting.

Analytics & Foresight

Our foresight and analytics enable executive teams to manage future business performance, with built-in diagnostics and intelligence to guide users. Not only does Kimble recalculate revenue and cost forecasts in real-time whenever a relevant change is made to a project, it will also prompt managers to take appropriate action using Intelligent Insights. Kimble's Diagnostics Manager helps managers understand the underlying drivers of a margin trend over time.

▶ Real-time

▶ Performance analyzer

▶ Embedded analytics layer

▶ Configurable charts, filters and formulas

▶ Actionable Insights

Scoping

Our proposal modeler scopes future projects, with comprehensive plans that drive consistent and more predictable profitability. We believe building up a services proposal should be easy and fast – from a template for time, effort or margin. As the likelihood of sale increases, that should be reflected in the revenue forecast. And when it's won, it should become a live project at the touch of a button.

▶ Single account view (sales and delivery)

▶ CRM and CPQ integrator

▶ Proposal modeler and billing model manager

▶ Team profiler and bid team planner

▶ Project creator and planner

▶ Risk modeler

Intelligent Resource Management

Kimble's resource management includes pipeline capacity, in addition to live assignments, allowing greater insight into future demands on resource. Kimble provides simultaneous views of supply and demand – available resources and forthcoming work – and uses weighted scores based on availability and skills to find the best match.

▶ Demand manager

▶ Weighted availability matcher

▶ Skills/capabilities manager

▶ Availability manager

▶ Assignment visualizer

▶ Resource pool viewer

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With Kimble, we are seeing the transparency and information base we need for proper management of our business, as well as the basis for developing our Professional Services.

Martin Oostenbrug, *Canon*

Delivery

Kimble provides a guiding hand, showing where your project is headed and giving you advice on what to do in the nick of time. Kimble constantly refreshes a forward view of project and portfolio performance and prompts everyone to keep their information up to date: time cards, change requests, work breakdown structures, effort to complete, and purchase orders.

- ▶ Real-time financial dashboards
- ▶ Portfolio manager
- ▶ Operational dashboard
- ▶ Progress tracker
- ▶ Milestone manager
- ▶ Change order manager

Billing

Kimble guarantees no revenue leakage and ensures all revenue is invoiced at the earliest possible opportunity to maximize cash flow and reduce debt. Kimble automates much of this data processing and drives the cadence of the business. Weekly and monthly period management tools help you chase down the data; real-time engines and wizards help you keep the financial picture in sync and get billing data generated with minimal effort.

- ▶ Billing rate manager
- ▶ Invoice creator and dispatcher
- ▶ Financial period manager
- ▶ PO manager
- ▶ Finance integration packages

> **> WHAT DOES IT RUN ON ?**
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> *Kimble runs embedded in Sales Cloud, or can run on Force.com*
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> **> WHAT DOES IT INTEGRATE WITH ?**
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> *Pre-configured interfaces for leading financial, T&E, and doc generation applications*

Why Kimble?

Complete	Meets the requirements of both product and services companies
Intelligent Insights	Intelligent, context-sensitive alerts help your least experience project managers perform at the level of your most experienced
Configurable	No programming required, either for setup, or for interfaces to finance and other applications
Kimble Diagnostics	Provides business unit executives with insight into what is driving revenue, gross margin, and other trends
Detailed business foresight	Because Kimble is tightly coupled with CRM, it allows seamless forecasting of resource demand, revenues, margins, and even cash, for as-yet-unsold work
Easy-to-use	Quick user adoption drives rapid ROI
Scalable	Easily handles multiple thousands of users
Customer satisfaction	Highest customer satisfaction rating among all enterprise services automation vendors
Integrated	Integrates with enterprise-class ERP and CRM vendors
Cost of ownership	Version and maintenance upgrades are delivered to all customers seamlessly

Customer Community

Kimble's Customer Community helps you to connect and collaborate with your customers during project delivery to improve outcomes and build stronger customer relationships. According to your configuration, some information is passed straight through and some is curated in regular status reports. Kimble Customer Community works for approvals too.

- ▶ Project collaborator
- ▶ Approval manager
- ▶ Customer collaboration

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

Martin Oostenbrug, *Canon*

INDUSTRIES THAT WE SERVE

LEGAL & ACCOUNTING SERVICES

MANUFACTURING & HI-TECH

IT SERVICES

MANAGEMENT CONSULTING

ADVERTISING, MEDIA & MARKETING

ARCHITECTURE, ENGINEERING & CONSTRUCTION