

A decorative horizontal bar with segments of blue, green, orange, black, blue, green, and blue. The background is a dark blue gradient with various business-related icons and text like 'strategy', 'market', 'VISUAL RESPONSE', 'FUNCTION', 'BUSINESS', 'PLAN B', 'TEAM LEADER', and 'TE'.

Professional service delivery, financial management, 100% aligned

How KeyedIn® Projects extends the capabilities of
Intacct to drive profit and increase cost control





From supporting acquisitions to organizational restructuring to implementing new technologies, the demand for professional services has never been greater. More and more businesses rely on your expertise to analyze and solve their challenges or to manage change.

But while the opportunities keep increasing, revenue and profitability aren't growing as fast. Competition is intensifying; customer budgets shrinking; new contractual approaches like outcome-based engagements are becoming more popular.

When project requirements change, as they inevitably do, your margins are hit – and a delay in one project has consequences for others. When project information doesn't reach finance in a timely way, invoices are delayed or incomplete; more time is spent tidying up loose ends, chasing multiple payments and sometimes simply taking the hit for expenses that weren't filed in time. It puts added pressure on an already pressurized business environment.

“ Being a seamlessly integrated Intacct recommended solution that also supports Salesforce, had KeyedIn® Projects well-suited for us. ”

Vincent DiRaddo, Director of Finance & Administration, Prairie Capital

Take control with KeyedIn® Projects and Intacct

It's time for professional services organizations to wrestle back control. To increase visibility of every project in their portfolio. To manage risk more effectively. To make more effective use of resources – deploying talent more strategically to maximize productivity and chargeability. To ensure the financial management of every project, every program and every client is controlled, consistent and comprehensive.

With KeyedIn Projects and Intacct working together, that's exactly what you can do.

KeyedIn Projects is a fully integrated suite of business applications designed to help you improve every aspect of project delivery. KeyedIn Projects gives you the control and insight you need to ensure resources are used strategically, risks addressed, and costs managed tightly throughout.

In doing so, it works in perfect harmony with Intacct, the only AICPA-preferred Cloud-based financial software – delivering comprehensive control of project finances, while automatically synchronizing project data into the overall picture for the business.

With the integration between KeyedIn Projects and Intacct, not only do clients benefit from the watertight financial management of each project, the back office and professional services teams are brought together in a single integrated solution – eliminating the execution gap that exists between finance and service delivery in many organizations today.

Take a portfolio view to inform budget allocation or reallocation. Ensure overall finances are aligned with project progress. Or simply relax in the knowledge that billing is 100% accurate and timely. With KeyedIn Projects and Intacct together, you have the control you need over project delivery and financial management.

The result? More projects delivered and billed on time and to budget – increasing customer satisfaction and increasing profitability.



At a glance

- Comprehensive professional services automation solution fully integrated with best-in-class financial software
- Delivered via SaaS to accelerate deployment and reduce CapEx
- Combined solution improves project planning, delivery and management including financial management
- Reduces risk, increases satisfaction, drives performance and profit.



Enhancing every aspect of project planning, delivery and management

Keyedin® Projects is designed to support professional services organizations at every stage of project and program management. It gives managers the control and visibility they need and simplifies everyday admin for project teams. By working hand in hand with Intacct, those benefits are amplified: executive-level decision-makers can see the overall picture of the business, as well as granular detail of every project in the portfolio. Administration across the organization is streamlined: no need to re-enter data into multiple systems for estimating, billing and reporting.

The integration between Keyedin Projects and Intacct brings the back office and professional services teams together in a single solution – eliminating the execution gap that exists between finance and service delivery in many organizations today. And the business sees value in four distinct ways: reduced costs for everyday tasks, maximized profit from every project, increased client satisfaction and a far greater ability to view and manage risk organization-wide.

Underpinning effective service delivery

Professional services organizations are assessed on whether you deliver what you promised, on time and on budget. Keyedin Projects and Intacct help ensure you do.

From initial project selection and scoping to comprehensive planning, Keyedin Projects ensures every project gets off to the right start. Then, when changes are requested, it helps you instantly assess the impact on the overall cost and schedule of each project, and its impact on the business.

That allows more informed decisions to be made about how to address delays or scope creep, and enables your organization to learn from prior projects when considering productization or estimating for new projects.

Driving project performance

From adopting established methodologies to setting up a Program Management Office, organizations recognize the importance of improving and standardizing processes to drive project performance. Whatever approach you take, Keyedin Projects and Intacct give you complete visibility over each project, providing the management information needed for ongoing risk monitoring and regular formal reviews to support process improvement.

That means no unpleasant surprises when budget thresholds are reached, no wasted resources when preceding stages aren't completed on time and no client penalties.

As well as streamlining processes for project delivery, Keyedin Projects and Intacct together help streamline financial administration processes. Project data is entered once then replicated across systems; reducing risks associated with manual re-entry, eliminating duplication of effort for reporting and billing.



Improving knowledge management and innovation

Everyone claims to learn from experience, but Keyedin® Projects helps ensure that the whole organization can learn from each individual project.

It provides a centralized workspace where all project correspondence and documents can be stored, and where teams can discuss issues they encounter – supporting collaborative problem-solving even when the project team is dispersed.

All workspaces are archived, providing a valuable knowledge-base for the future, especially when linked to overall financial information stored in Intacct that can highlight whether certain clients or project types are typically less lucrative than others.

Ensuring project profitability

A 2012 study revealed a staggering gap between the most and least profitable professional services projects. “Done right, gross project margins in excess of 60% are possible. Done wrong, project yields can drop to single digits, or go negative.”¹

The keys to success lie not only in delivering on time, but also in unglamorous, yet vital activities such as accurate time and expenses recording – essential if project managers are to keep track of their budgets.

Keyedin Projects provides easy-to-use admin tools, available via any web browser including mobile devices, so that team members can submit timesheets and expenses faster. That information is then instantly synchronized with Intacct so that no costs are missed when it comes to billing, and accurate invoices can be sent out at the right time – even allowing for expenses incurred in multiple currencies. Payroll is also streamlined and more accurate; vital for employee satisfaction.

Optimizing employee utilization

The most effective professional services organizations are those with the most billable time per capita. Keyedin Projects offers a range of tools to make best use of your workforce.

With centralized scheduling, Keyedin Projects ensures managers can see who is engaged on what project, when – and gives you the agility to reallocate resources where necessary. Add in the comprehensive financial picture delivered by Intacct, and the right decisions can be made about whether or not to reallocate.

It's easy for project managers to get caught up in the detail of their project and miss the bigger picture. By integrating Keyedin Projects and Intacct, you remove that possibility. Individual project progress and costs are automatically linked with overall business finances – allowing portfolio owners to manage risk proactively for the business.



A priority project is behind schedule and needs additional resource. With Keyedin Projects, it's easy to see who can best be redeployed – based not only on existing workload but also project progress, as well as financial insight into which projects can tolerate a reduction in resource.

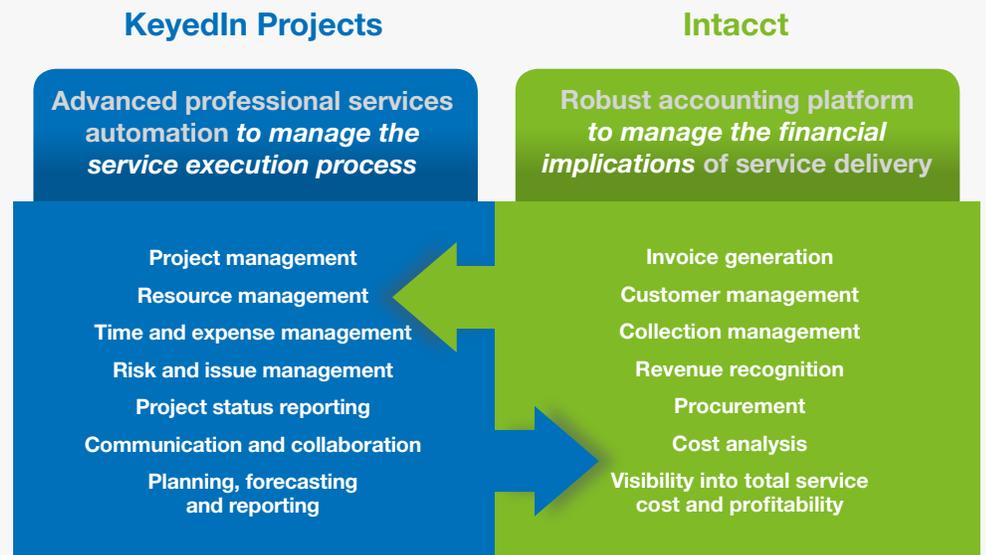




A flexible, agile solution that supports the way you manage your business

Keyedin® Projects offers a comprehensive range of features and capabilities that can support you from planning through delivery to analysis and reporting.

From a strategic led approach to annual service planning and resource management, through to an execution led approach to project planning, resource scheduling and task tracking, Keyedin Projects will support the way you work. But crucially, because like Intacct it has been designed from the outset as a true SaaS solution, it offers you immense flexibility in the way you deploy it and the features you use.



Keyedin Projects is now ready for immediate integration with your Intacct solution. It talks directly to the Intacct platform, using existing APIs so that data flow between the two solutions is instant and consistent – enabling full integration between your back office and your project teams.

However, admin rights are preserved: that means that while each project manager can see the detail they need from the Intacct system, they can only update information within Keyedin Projects. Individual consultants only have to submit expenses in Keyedin Projects: the claim is then automatically sent into Intacct for approval. It's an integration that benefits the business – connecting the vital information to support decision-making and management – but is easy to use for the individual.



Perfect partners

Just like Intacct, KeyedIn® Projects is:

- intuitive from the user perspective – encouraging rapid adoption – and highly secure
- Cloud-based, so there's no need to invest in costly hardware or schedule in system upgrades
- highly scalable – ready to grow with you, and help you grow
- dependable - delivery is backed by impressive Service Level Agreements, with clear financial penalties for underperformance.

Put us to the test

KeyedIn Projects offers a structured, fast-track service that accelerates implementation and integration with Intacct. That means that within a matter of days, you could be planning your next quarter's workload via KeyedIn Projects. And while your frontline teams will be logging in to KeyedIn Projects, via a web browser, wherever they're working to submit time and expenses, your back office staff will be able to raise comprehensive invoices, on time, to ensure timely payment.



Discover how KeyedIn Projects can help simplify project management and drive business performance. Visit www.keyedin.com to sign up for a free, no-obligation 15-day trial or call 888-960-5472 to find out more.



About KeyedIn® Solutions

KeyedIn Solutions is a Cloud enablement company that develops specialized business applications focused on helping organizations simplify processes, improve performance and drive results. The company's Cloud-based software systems not only offer greater flexibility, but effectively scale as business needs dictate and can be implemented quickly, delivering a measurable ROI months, or even years ahead of on premise systems. And KeyedIn Solutions are offered under a true SaaS or PaaS model, making its solutions affordable for every budget.

KeyedIn Manufacturing is a manufacturing operations management system that provides unprecedented workflow flexibility and the ability to affordably integrate distributed enterprises. KeyedIn Projects, the company's project management suite, helps businesses and professional services organizations improve everything from project initiation to execution by managing programs based on top-line strategy and delivering profitable projects to the bottom line. And when solutions need to be developed or extended quickly, KeyedIn clients turn to Konfigure™, an enterprise application development platform for economical Cloud-based software development.

When businesses need results fast, they look to the Cloud – and turn to KeyedIn Solutions. You should too. Keep up with us at www.keyedin.com



Part of the KeyedIn Solutions Business Portfolio



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