



Accounting On-Line

Professional Services Automation Suite

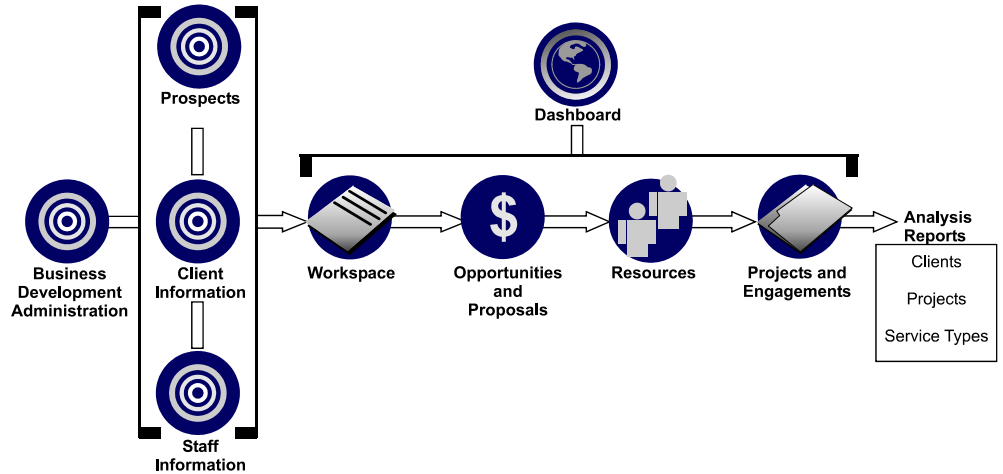
KEY FEATURES

MODULES

- The Project Management Module provides for scheduling and activity tracking at the phase, task, and sub-task levels
- The Resources Module documents employee skill profiles and tracks availability
- The Opportunities Module manages the business management pipeline by logging leads and prospect information
- The Proposal Module streamlines the preparation and review of business proposals
- The Workspace Module allows for collaboration and sharing of documents among project teams

CAPABILITIES

- Analyze real-time sales data
- Create "to do" lists and monitor deals
- Create reminders to sales staff to automatically contact clients
- View utilization by company, projects, and resources
- Customize proposals and estimates
- Fully integrated with the required Professional Time & Billing application



An integrated part of the leading on-line professional accounting suite, securely accessible at any time, day or night—from any Internet-connected computer

The Professional Services Automation Suite, developed through a partnership with OpenAir.com, helps manage a professional services firm's business development process by providing an on-line, collaborative environment for converting leads into closed business.

Organizations can increase profits by capturing additional billable hours, increasing employee utilization, streamlining project management, accelerating revenue collection, and sharing best practices.

The application's optional components are:

1. a Project Management Module for project scheduling and activity tracking;
2. a Resources Module for employees to document their skills and work

preferences, staffing managers to assign employees to projects, and managers to monitor utilization;

3. an Opportunities Module that enables employees to manage the deal pipeline and close the best prospects;
4. a Proposals Module that permits authorized employees to collaborate on, generate, approve, attach, and send proposals; and
5. a Workspaces Module that allows for collaboration and the sharing of documents among project teams.

This application is fully integrated with, and requires the use of, the companion Professional Time & Billing Suite.

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