

# Top Service Execution Can Improve Project Margins Up to 49%<sup>1</sup> for Professional Service Organizations



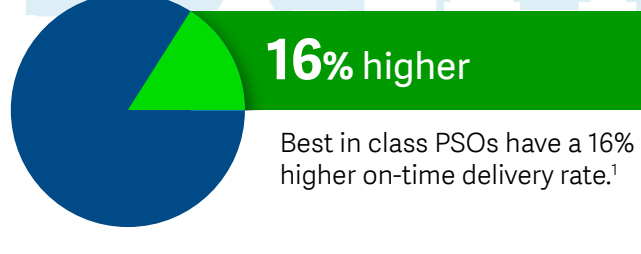
25,000,000 FIRMS

In an industry with over 25 million firms globally, the difference between being “the best” and “the rest” is a matter of decimal points. You need an edge to stay ahead of the pack.

Challenges come in all shapes and sizes for Professional Service Organizations (PSOs), but outside of retaining talent, achieving revenue and margin targets remain at the top of the list.<sup>1</sup>



While many factors contribute to achieving goals, service execution (including resource scheduling, project financial management, time and expense capture, and billing) has a huge impact on utilization and project delivery, affecting your competitive position... and end game.



## THE PROBLEM

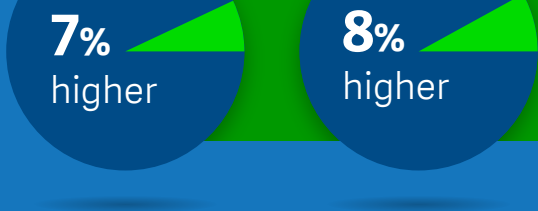
Using archaic tools can lead to multiple execution issues, including increased DSO, reduced utilization, increased write offs, and ultimately, reduced profitability.

**36% revenue increase**

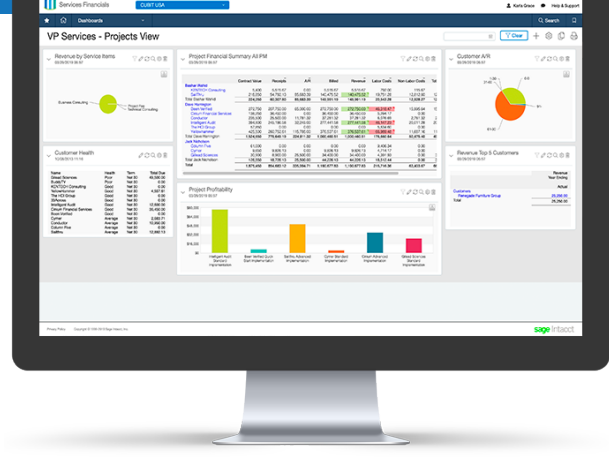
PSOs using a modern solution for project financial management saw year over year revenue increases 36% above those using spreadsheets.<sup>1</sup>

## THE SOLUTION

Best in class PSOs use modern solutions to achieve superior business performance and returns.



PSOs using modern solutions have on average 7% higher billable utilization and 8% higher project margins.<sup>1</sup>



### Sage Intacct helps companies deliver measurable improvements.

By Implementing Sage Intacct for Project Financial Management, the following PSOs have seen...



#### Increased margins

“We could either see budget vs. actual project data in OpenAir, or company-wide financial margin information in QuickBooks, but we couldn’t look at everything together.”



**Tania Zieja**  
CFO  
Halloran Consulting Group

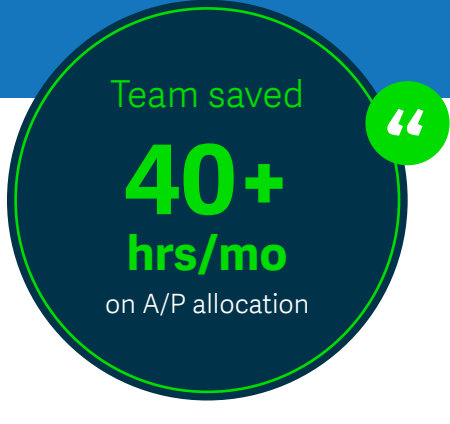


#### Enhanced efficiency

“Sage Intacct was built to easily connect with multiple business systems; something that has proven crucial to Yesler’s ability to scale.”



**Alex Converse**  
CFO  
Yesler, Inc.



#### Time savings

“If we were still on QuickBooks, we’d need double today’s headcount to compensate for the system’s inefficiencies.”



**Mark Meade**  
VP of Finance  
Goodway Group



#### Predictable headcount

“One of the biggest productivity improvements we’ve seen is during our complicated invoicing process. Sage Intacct automatically gets our time sheets from Salesforce, and creates accurate invoices for each client every week—slashing our weekly process from around 12 hours of work down to just 6.”



**Gina Brewster**  
Corporate VP of Finance  
Premier Talent Partners

Sage Intacct is the innovation and customer satisfaction leader in cloud Financial Management.

AICPA-endorsed and best-in-class, Sage Intacct delivers clear and measurable business results to help PSOs improve company performance.

Learn more at [sageintacct.com/professional-services-accounting-software](https://sageintacct.com/professional-services-accounting-software)



<sup>1</sup> Service Performance Insight 2019 Professional Services Maturity™ Benchmark Report