

### Improve your professional service margins

Improved utilization rates – Real-time visibility of availability and assignments for skills management and resource scheduling

Increased profitability – Higher realization levels through project “burn” reports and lower costs of time and expense management

Higher sales – Integrated Sales and Services forecasting and customer management and pre-sales projects

Faster, more accurate billings and collection – Individual billing and mileage rates, and accounting integration

### Full Professional Service Automation functionality in salesforce.com

Developed by one of the first and largest global consulting organizations dedicated to cloud computing in the enterprise, TimeTrack PSA helps companies achieve higher margins by understanding and managing the key drivers of their service business.

TimeTrack PSA tracks customers, people, projects, and time and expenses, and produces timesheets and expense reports, invoices, and project updates and key statistics—essential tools for managing your professional services, sales or consulting organization. Reports and dashboards show time and expenses by user, by project, and by billable vs. non-billable time.

Saaspoint can create customized invoices generated directly from TimeTrack PSA, or integrate TimeTrack PSA with popular accounting programs such as QuickBooks, Great Plains, and Oracle.

TimeTrack PSA is an on-demand professional service automation application developed for the salesforce.com AppExchange. TimeTrack PSA provides a full suite of functionality, including time and expense and project tracking; resource allocation; managerial reporting and analytics; support for customizable invoicing; and integration to financial systems.

#### Features and Benefits

**Time and Expense Tracking:** My Timesheet provides simple entry for individual time and expenses; choose from projects available to that employee and billable and non-billable activity and expense types; attach scanned receipts to expenses

**Billing Rules:** Maintain unique billing rates by employee and role for each project and project task; set up multiple mileage reimbursement rates

**Project Management:** Track current project status; set up projects and project task groups with forecast hours; set up internal and client alerts and email notifications

**Resource Management:** View available service personnel; set up and filter on key skills requirements; tracking utilization rates by employee, team, or region

## Saaspoint TimeTrack PSA for salesforce.com

**Knowledge Management:** Share project documents with team and client; maintain client-specific enhancement requests, exceptions and resolutions; access internal best practices knowledgebase; collaborate via optional Google Documents

**Project Accounting:** Track and analyze costs and profitability for each project; including pre-sales costs; compare profitability across project; roll-up costs and billings across countries with built-in multicurrency support

**Invoicing:** Supports invoicing of billable time and expenses via included Invoice report; track and report on billing and payments; increase billing timeliness and cash flow

**Integrated Forecasting:** Sales and services teams work together on sales opportunities; set up pre-sales projects; track closed services deals; view utilization by individual, team, and territory to improve forecasts and resource allocation

**Reporting And Analytics:** Leverage salesforce.com's powerful yet easy to use reporting and analytics abilities; out-of-the-box and customizable services-specific reports and dashboards such as percent complete, billable time by project, project profitability and resource utilization, and expenses

**CRM Integration:** Share account and contact information; use marketing campaigns to drive services leads; include services forecasts and revenues in overall sales forecast

**Accounting Integration:** Optional integration with your accounting, G/L, or ERP system for invoicing, billings, and collections; synchronize customer master data between TimeTrack PSA and other systems

**World-Class Reliability and Security:** TimeTrack PSA runs on salesforce.com's Force.com platform, and leverages salesforce.com's industry-leading data center management for all core network operations

## About Saaspoint

When it comes to choosing the right professional services partner, experience is everything. Put simply, no one knows business services and Cloud Computing better than we do. At Saaspoint, we're uniquely qualified to deliver a combination of experience and expertise you won't find anywhere else.

Saaspoint is a leading global consulting organization that enables and accelerates cloud computing in the enterprise. Our staff's experience at pioneering companies and our close alignment with partners Google and salesforce.com ensure we stay on the forefront of innovation and customer service. Saaspoint was one of the first vendors to develop and publish native applications on the salesforce.com AppExchange.

With offices in Europe and America, we deliver real business benefits quickly and cost-effectively. See [www.saaspoint.com](http://www.saaspoint.com).

## Office Locations

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## Next steps

To arrange a meeting with us to discuss how TimeTrack PSA can help you improve your services margins, contact our sales team in the United States at (415) 439-5232 or in Europe on +353 1 201-7020 or visit [www.saaspoint.com](http://www.saaspoint.com).