



# Professional Services – Automating Good Business

Introducing Acumen Consulting's Professional Services Automation: End-to-end professional services software tailored specifically to your business...

Acumen brings fully integrated automation capabilities to professional services providers .

## Making efficiency second nature

Looking to streamline your financials? Easy. Acumen's Microsoft 365 Business Central tools let you create budgets, track costs, labour and expense claims; then automate billing effortlessly across a range of invoice types.

Need accurate, up-to-date project information at the drop of a hat? Acumen has you covered! Access any data you need - whenever you need it - then forward it effortlessly to project managers and stakeholders, all with just a few clicks.

And that's just the tip of the iceberg. With Acumen Professional Services Automation you can manage your entire business, all from within a single easy-to-use platform.

Here are just a few examples how.

## Opportunity management

With the right opportunity management capabilities, getting the most out of sales leads becomes a breeze. Based on Microsoft Dynamics 365 Business Central, Acumen's Opportunity Management solution lets you generate sales flows and to-do lists, calculate hours and costs for subcontracting, and define your hourly rates - or set a fixed price - all within a single user-friendly interface.

When the deal is done, simply convert the opportunity to a 'Job', and produce a detailed report to forecast the workload. Easy.

## Job creation

Acumen's software makes creating new jobs a snap. Organise Job Tasks with budget lines linked to each task. Once the job is underway,

manage changes to the budget against actuals - or define discounts and rates as they occur, quickly and easily.

## Timesheets and Expenses

Manage timesheets and approvals on the move with full mobile support via the web, a tablet or phone. Ad hoc costs incurred by staff can be automatically allocated as actual cost to the job, with subcontractors and third parties easily incorporated into the workflow.

## WIP, Progress Claims and Invoicing

Create WIP Reports with granular-level detail, including:

- Cost-Transfers to other jobs
- Pre-billing
- Value Charging
- Percentage of Completion

...and more, all via the easy-to-use Project Manager interface. From there, create detailed Progress Claims per Customer and send them out for approval - even before the invoice is created.

## Powerful Reporting, simplified

Acumen's advanced integration capabilities let you manage your projects more effectively - and with greater flexibility - while providing full, accurate reporting in real-time. It all adds up to greater transparency, better decision making and improved efficiency.

## We 'get' You

Acumen Consulting are the proven professional services integration experts. Not only do we have a deep understanding of Microsoft's Dynamics 365 Business Central platform, we understand business too. Talking to us is the first step toward a fully tailored solution that will scale with your business.

Acumen's Professional Services Automation: Connecting your teams and bringing sophisticated business management capabilities to your business.