



boost your
profitability by
eliminating
project and
cost overruns

maconomy's consulting solution
for Professional Services Organizations engaged in management
consulting, engineering consulting, IT consulting, and other con-
sulting services

maconomy
don't waste

imagine

...ensuring that daily management and decision-making are based on facts

Decentralize and optimize your processes

The Maconomy Consulting Solution provides automated workflows for your common administrative processes – from project creation and time reporting to receipt of customer payments. To Dos and Alerts are pushed directly to your desktop. You can boost profits by capturing the time spent on ad-hoc jobs during the day without needing a job number or a task.

Consultants working on customer sites have internet access to Maconomy, which ensures that time and expenses are promptly registered on the relevant project. The solution enables you to decentralize invoicing and invoice time and expense entries directly upon completion, which improves your company's cash flow.

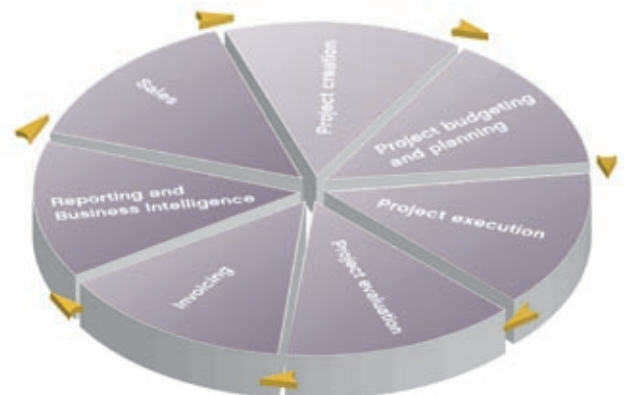
The solution supports the creation of new projects, sales estimates, project work breakdown structure, budgets and assignment of resources. Additionally, you can set up automatic reminders for the approval of time sheets, expenses and budgets. You will also receive warnings in case of potential and actual budget overruns.

Reduce cost overruns

The Maconomy Consulting Solution streamlines every step of your project lifecycle. The solution enables your sales force to set realistic budgets as early as in the sales phase.

Because your estimates transfer directly to projects, you can seamlessly let them form your baseline budgets. This means you can reduce the risk of losing money because of inconsistencies between sales estimates and the project manager's baseline budget.

Employees can register time, expenses and estimated time to completion. Project managers can use this information to monitor and track project progress, which ensures that estimated time to completion is measured against the baseline budget.



imagine

...spotting under- and over-utilization in time to act

Reporting and Business Intelligence

Maconomy AnalytiX offers superior reporting performance and effectively uses Business Objects™ products, offering comprehensive graphical capabilities, flexibility and easy-to-use tools. This adds even more value to your Maconomy investment.

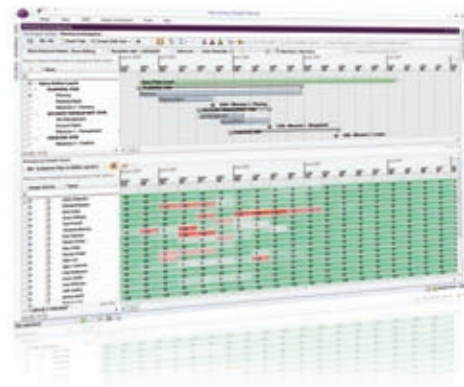
AnalytiX is the name for the product suite based on the state-of-the-art reporting and analysis technologies from Business Objects. The suite contains two products, AnalytiX Business Intelligence, which is Maconomy's Business Intelligence solution based on data warehouse technology, and AnalytiX Reporting, which is an operational reporting solution on live data.

One integrated solution

Maconomy integrates financial control and project management in one solution. With this unique combination, managers can view and drill into revenue and profit by company, business unit, department, customer, project, and employee. All financial and project related information is viewed in real-time. Even companies with multiple geographic entities and currencies are able to use consolidated real-time data for informed decision making.

Increase the utilization of your capacity and resources

Making the most of your resources is among the greatest challenges that consulting companies face today. Maconomy's graphical resource planning solution Maconomy People Planner gives you an instant overview of capacity and expected workload. This enables you to proactively address low utilization and capacity shortages. It is easy for planners and project managers to view, create and change bookings from a resource or project point of view and use a full skills matrix to assign the right people to project tasks.



imagine

...having efficient internal processes to ensure that you don't waste time, money or talent

Manager

- Understand costs and revenue by drilling into real-time financial data
- View and drill down to planned resource capacity and financial forecasts
- Comprehensive reporting or Business Intelligence features using Maconomy AnalytiX

Account Manager and Sales

- Estimate budgets and projects as early as in the sales phase
- Track sales opportunities for existing and potential customers
- Stay up-to-date on outstanding issues for customer accounts

Project Manager

- Use workflows for project initiation, budget creation and approval, invoicing, and time and expense reporting
- Use multi-level Work Breakdown Structure for dividing large projects into phases
- Distribute budget figures and forecasts across periods
- Run progress evaluation and follow-up based on percentage completion
- View real-time project status and documentation online
- Manage project planning and execution – including subcontractors
- Plan projects graphically in interactive Gantt charts

Line Manager

- Analyze and maintain resource capacity, including employee performance
- Forecast revenue and costs over time
- Quickly allocate resources to projects
- Approve time, expenses, budgets, and invoices online via automatic notification

Consultants and other employees

- Enter time and expenses
- Receive reminders for late time sheets
- Review and change project bookings

Finance staff

- Manage core finance functions including payments, receivables, revenue recognition and month-end closings
- Control revenue recognition and percentage completion of projects
- Multi-company, multi-currency finance management
- Receive alerts for overdue payments, project budget overruns, schedule overruns, late submissions and time sheet approvals



imagine

...being in control of your project deadlines
and deliverables

Time and expense management

- SpeedSheet for fast and accurate time registration on the road
- Automatically inform employees when their time sheets are due or late

Complex project management

- Set a baseline for large projects
- Handle long-term projects divided into stages via Work Breakdown Structure
- Estimate time and resources needed to complete projects
- Graphical resource planning using drag-and-drop

Project costing

- Set prices and estimates for tasks and consultants in the project opportunity phase
- Create projects based on templates or previous project data
- Convert project opportunity budgets to contract baselines
- Estimate the scope of each task
- Assign resources to tasks

Capacity planning and resource management

- Plan your resources while viewing their availability in real-time
- Assign tasks to your employees by finding tasks they are qualified for
- Give employees an overview of their bookings

Vendor invoice handling

- Manage vendor invoices using an automated workflow for registration, distribution of scanned invoices, allocation to projects, and invoice approval

Financial and project management

- Give project managers and line managers immediate access to project reports with budget, actual, and committed amounts
- Automatically link projects to the General Ledger

Customer invoicing

- Full workflow for invoice distribution and empowerment of your project managers
- Ability to handle multiple customers on each invoice

organic business solutions

Maconomy is a global provider of ERP business solutions for Professional Services organizations. The fully integrated solution incorporates financial management, project management, time registration, resource planning, CRM, HR and business intelligence for profitable results.

As a recommended provider to Professional Services organizations worldwide, Maconomy has focused exclusively on this sector for more than 20 years. This has given Maconomy unique insight into the best-practice processes of these organizations.

Maconomy has created proven results for a wide range of international clients, including TNS, Millward Brown, Ogilvy PR and Interbrand, as well as all of the three biggest global marketing communications networks and four of the Big Five global accounting firms.

Maconomy is listed on NASDAQ OMX Copenhagen with headquarters in Copenhagen, Denmark. We have offices across Northern Europe and in the U.S. as well as an extensive network of business partners, enabling us to service and support around 600

clients in more than 50 countries worldwide.

For more information, please visit

maconomy-usa.com

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