

BROCHURE



Unit4 FP&A Professional Services Organization Model

HELPING PSOs TO FOCUS ON PROJECTS, WHILE SUPPORTING MORE IMPACTFUL DECISION MAKING

UNIT4
In business for people

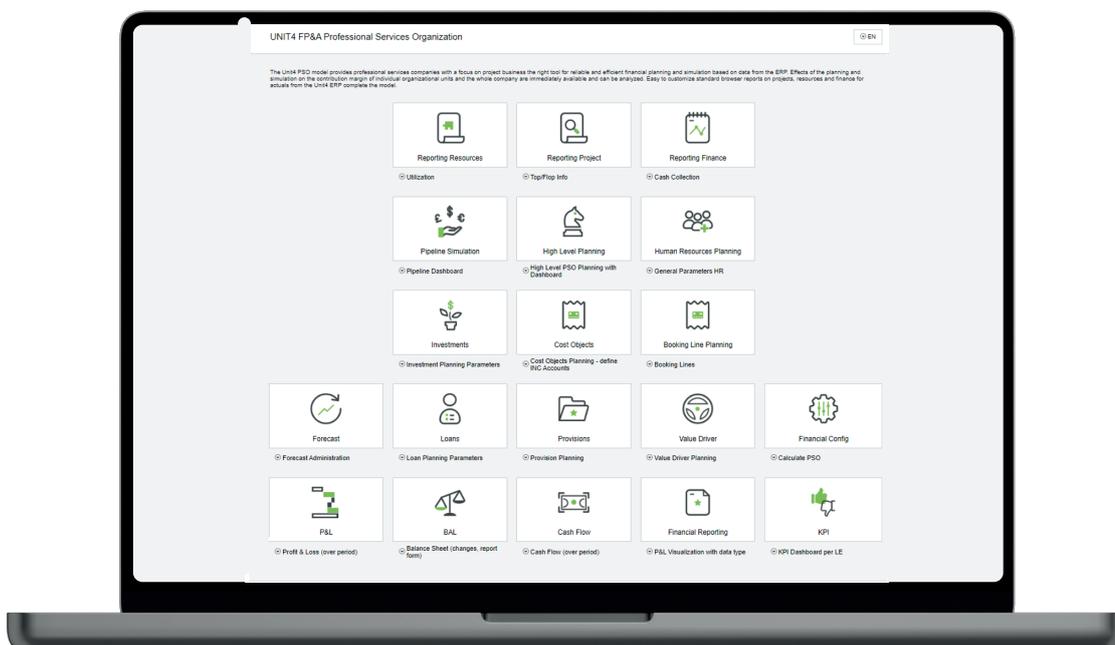
Introduction

Unit4's Financial Planning & Analysis (FP&A) solution helps supporting more impactful decision making for reliable and efficient financial planning.

The Unit4 FP&A planning solution has been specifically designed with the financial planning and analysis needs of Professional Services Organization (PSOs) in mind. At its core is a powerful pre-configured integration to Unit4's ERP to better connect operational data with the strategic planning capabilities of FP&A. This helps support tasks such as importing financial data, master data, and structures more efficiently, while exporting planning data and drilling down to ERP transactional activity becomes simpler.

The Unit4 FP&A model for PSO has 2 main areas:

- Reports and Dashboards on ERPx data with special focus on projects, resources, and finance. A major highlight includes the user dashboards in the finance section that focus on the key areas of improving cash flow.
- A fully integrated financial planning model that consists of all relevant areas of a PSO. The Integrated Financial Planning (IFP) module is complimented by an integration to any CRM system to incorporate simulations of future pipeline and effects the current funnel will have on utilization. The impact of planning the margin of individual PSO organizational units and resources company wide are also then available for immediate analysis.



Reporting projects

- View the profit/loss associated with all projects
- Select from multi-dimensions for reporting such as line of business, project manager, or division
- Easily analyse and sort baseline, actuals, and forecasts
- Aggregate total costs vs profit by project dimension
- Single-click view of top/flop 10 customers and projects
- Project status reports with conditional formatting, including profitability and progress
- Dashboard view of work-in-progress projects
- View billed and unbilled data across invoice element type
- Utilization & productivity insights across job-role, region, and capacity

79%

of individuals feel FP&A tasks take too long and 68% believe it is too labor intensive

Source: BPM Partner - The FP&A Journey Dec 2022

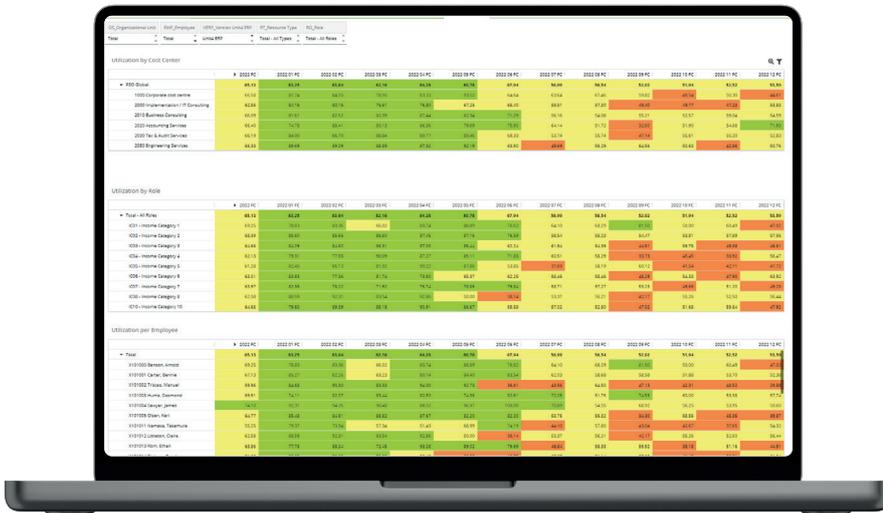


Figure 1: Utilization by cost center, by role, and per employee



Reporting resources

- Easy to adjust realized utilization reports
- View utilization by period, division, cost center, and employee
- Quickly sort and trend data for outlook planning
- Access submitted timesheets and trending
- Employee dashboards – aggregated view of planned vs actual activity, and utilization
- Charted views of regular, overtime, training, administration, holiday, sick or other absence hours

71%

of PSOs view legacy applications as a primary barrier to driving innovation

Source: Professional Services in Europe: A Benchmark for 2022

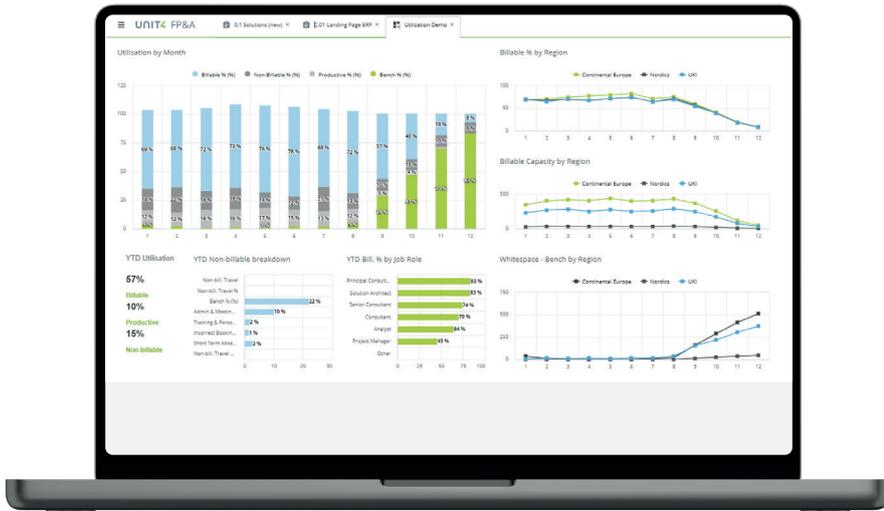


Figure 2: Utilization by Month

Reporting finance

- Analysis of timesheets → times that are not entered cannot be billed
- Analysis of unbilled amounts → times that are entered but not yet billed
- Analysis of uncollected amounts → receivables that are not yet collected
- A constant monitoring of the above KPIs will improve the cash flow of the PSO
- Full system transparency into billed amounts by project and customer
- Automatic analysis of billed amounts
- Filter and sort by customer, period, age, category, and project type

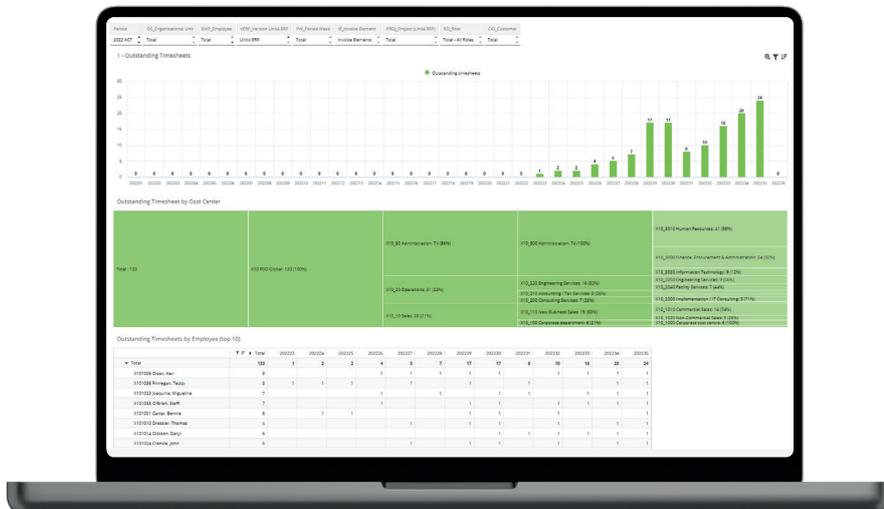
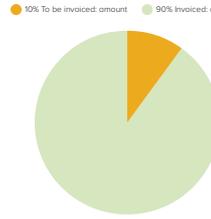


Figure 3: Outstanding Timesheet Analysis

Unbilled amounts per customer

	Total	202217	202219	202220	202225	202227	202231	202233
Total	3,018,611	331,169	348,957	258,431	316,459	933,774	433,178	396,643
1010_PSO Customer 10 PSO	371,293	153,380	31,730		5,072	181,111		
1000_PSO Customer XYZ PSO	237,063				101,611			135,452
1002_PSO Customer 2 PSO	233,285		33,287	46,335		91,241		62,422
1020_PSO Customer 20 PSO	200,783	92,828				107,956		
1019_PSO Customer 19 PSO	189,804				78,959		110,844	
1006_PSO Customer 6 PSO	184,235		21,109			163,126		
1016_PSO Customer 16 PSO	183,554				75,150			108,404
1017_PSO Customer 17 PSO	179,569			18,220		94,000	67,348	
1007_PSO Customer 7 PSO	149,954		93,974			17,735		38,244
1011_PSO Customer 11 PSO	123,865	59,487				62,117	2,261	
1005_PSO Customer 5 PSO	108,654		102,337			6,317		
1015_PSO Customer 15 PSO	108,233		2,204			106,030		
1012_PSO Customer 12 PSO	106,352							106,352
1003_PSO Customer 3 PSO	100,063			47,846	35,630	16,587		
1008_PSO Customer 8 PSO	91,809						91,809	
1022_PSO Customer 22 PSO	85,194	3,006				62,169		20,020
1018_PSO Customer 18 PSO	84,148		40,644	43,504				
1001_PSO Customer 1 PSO	73,509			53,472	20,037			
1013_PSO Customer 13 PSO	69,246	22,469					14,678	32,100
1004_PSO Customer 4 PSO	49,054			49,054				
1023_PSO Customer 23 PSO	39,885							39,885
1021_PSO Customer 21 PSO	25,387					25,387		
1014_PSO Customer 14 PSO	23,672		23,672					

Billed vs Unbilled amount



Billed vs Unbilled hours

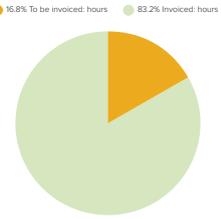
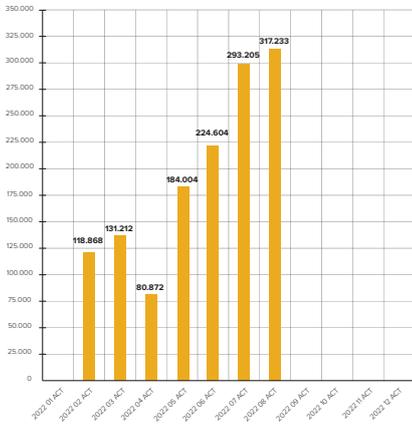


Figure 4: Analysis of unbilled amounts

Uncollected amount by Period

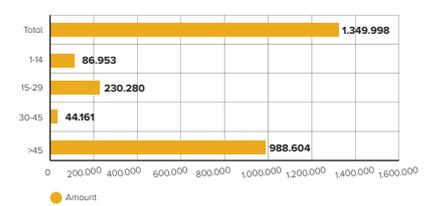


Uncollected amount by customer

	Amount	#of invoices	Days of payment outstanding
Total	1,349,998	52	85
1025 Solvency Ltd	142,059	4	66
1007 Customer 7	112,772	3	58
1023 Customer 23	76,839	4	109
1008 Customer 8	75,504	3	97
1040 Billy Spoter...	73,123	2	142
1003 Customer 3	72,476	2	56
1005 Customer 5	64,145	3	171
1000 Customer XYZ	63,304	2	61
1009 Customer 9	61,302	2	164
1037 RUJK Books	59,678	3	48

	Total	1-14	15-29	30-45	>45
Total	1,349,998	86,953	230,280	44,161	988,604
1025 Solvency Ltd	142,059		40,686		101,373
1007 Customer 7	112,772				112,772
1023 Customer 23	76,839	30,766			46,073
1008 Customer 8	75,504			3,454	72,050
1040 Billy Spoter...	73,123				73,123
1003 Customer 3	72,476		42,262		30,214
1005 Customer 5	64,145				64,145
1000 Customer XYZ	63,304			23,669	39,635
1009 Customer 9	61,302				61,302
1037 RUJK Books	59,678	4,846	36,448		18,385

Uncollected amount by age category



Uncollected amount by age category

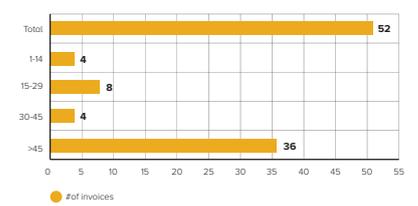


Figure 5: Analysis of uncollected amounts



Integrated financial planning:

- Pipeline simulation
- Value driver planning per cost center with billable times and utilization
- FTE specific HR planning
- Investment/CAPEX planning
- Classic Cost Object Planning
- Loans
- Provisions
- Forecasting
- Profit and Loss Statement
- Balance Sheet
- Cash Flow
- KPI reports with dozens of financial KPIs
- Valuation

89%

of those involved in forecasting are challenged trying to do so accurately

Source: 2022 Unit4 Business Index Survey

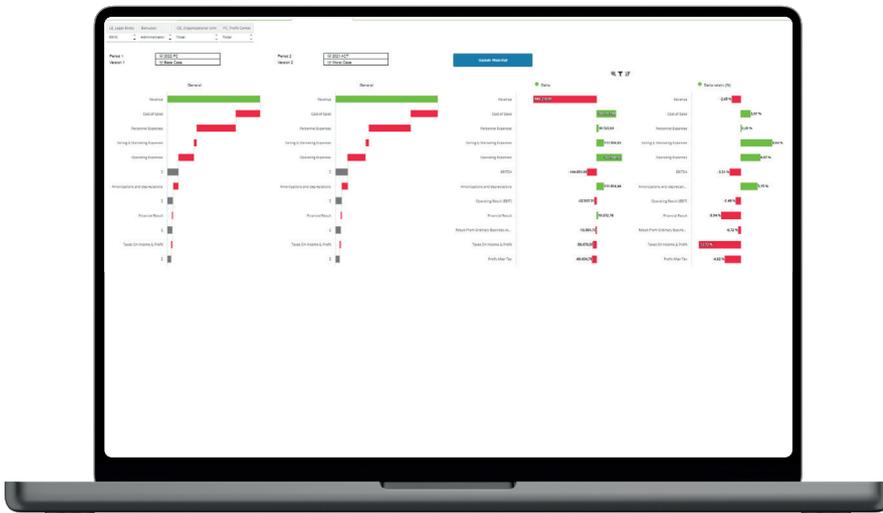


Figure 6: P&L Waterfall Dashboard

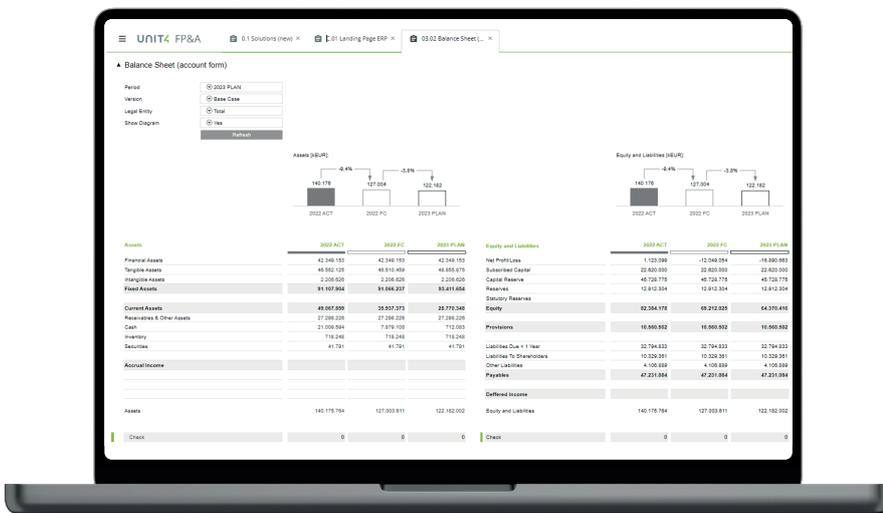


Figure 7: Balance Sheet Report

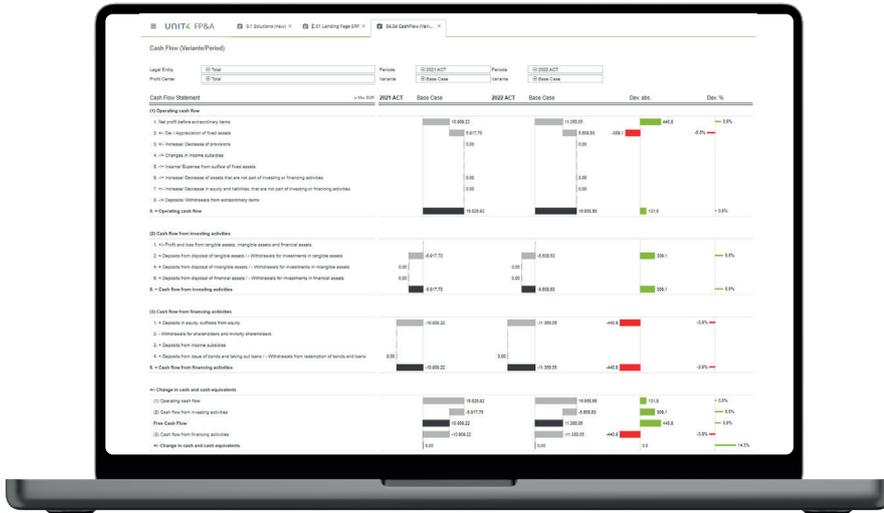


Figure 8: Cash Flow Waterfall

Why use Unit4 FP&A PSO Model

Unit4 FP&A for PSO lets you quickly model future changes in headcount/FTE levels to support organizational planning. Additional system reports visualize revenue planning in specific areas and timescales along with costs and associated contributed margin, which can be helpful for summer months and peak season where margins can be challenging.

All operational data is preloaded and available for Unit4 FP&A for PSO to support future high-level planning across multiple periods, organizations, and versions, with easy to adjust data based on planning assumptions. Key project data such as utilization, billable hours, and remaining hours for other projects is easy to view helping you identify any future resource and capacity shortages.

Our integrated financial planning solution helps PSOs make better, faster decisions with full confidence in the numbers. Our capabilities include planning for sales: costs, investments, loans, provisions, projects, and workforce, making it easier to compare periods and different scenarios. The fully integrated financial logic used by Unit4 FP&A can also help PSOs deliver a trusted and reliable profit & loss, balance sheet, and cash flow statement, which are vital when planning activity allocation and deciding future strategy.

74% of organizations are looking to streamline processes, with 61% requiring increased insights to support business agility”

Source: BPM Partner - The FP&A Journey Dec 2022



For more information go to:

unit4.com

Copyright © Unit4 N.V.

All rights reserved. The information contained in this document is intended for general information only, as it is summary in nature and subject to change. Any third-party brand names and/or trademarks referenced are either registered or unregistered trademarks of their respective owners. BR2301181NT

UNIT4
In business for people

UNIT4
In business for people