

Automate • Execute • Manage

# Professional Services



## When people are the principal vehicle of revenue, there is plenty of room for success - and error.

For professional services firms, success is based on maturing relationships, aligning skilled resources, and delivering tangible results. However, for most firms, a tangle of people, processes, and legacy technology can cause more friction than drive business and profitability. If this sounds familiar, the good news is that improvements have been made to streamline this process.

Acumen Solutions empowers organizations to sell and execute more effectively, all without overburdening employees. Our tools deliver value across the full span of professional services operations by:

- Driving the bottom line through improved business development processes, such as automating the creation of bids, while determining and authorizing the ROI on business development efforts
- Increasing project profitability through resource management, project productivity tools, and risk management
- Reducing operational inefficiencies from back office operations, systems, and employee turnover

## Digital Transformation for Professional Services

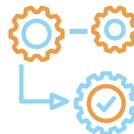
Acumen Solutions' powerful suite of professional services solutions are designed to improve the quality of your services and speed up delivery.



Leverage a CRM that supports sales without adding burden



Automate and empower the sales-to-delivery handoff



Integrate static legacy, ERP and back-office systems into powerful end-to-end solutions



Unify disparate systems to gain a 360-degree view of the customer



Turn your IT personnel into innovators



Improve the acquisition, training, deployment, and retention of talent

## Our Professional Services Solutions



### **Bid and Proposal Management**

Support business development professionals and project managers to create the most competitive bids and rich proposals with a fully unified suite of capabilities, covering task-based time-phased estimation, risk management, and skilled resource management. Quotes and estimates will adhere to a standard enterprise strategy and reflect actual costs of goods and services, so you will never undersell yourself. Data from past proposals is saved in the system, and can serve as a starting point for similar projects, making it easy to create new proposals on the fly. Our solution allows you to look at the full picture—safeguarding your bottom line before the project is underway.



### **Project Management App Suite**

Address specific project challenges – including task and WBS management, risk identification, and performance evaluations – all from a central data hub. This data hub is extended to accommodate frequent project activities such as SH&E, Earned Value Reporting, Project Reviews, and others, to accelerate issues that affect your business. Manage projects, store reference resources, and complete projects faster with a project management solution that integrates with the tools you already use, such as MS Project, Oracle Projects, and SAP. Additionally, all project data is saved in a single location to help you learn from past mistakes and emulate standout successes.



### **People Profiles**

For professional services firms, employees are the greatest asset. People Profiles allows project managers and business development professionals to find and book the best employees for the job based on skill, availability, and experience. This is incredibly beneficial when you are working with a remote staff, a large pool of contractors, or with individuals that are in high demand. People Profiles digitizes employee resumes—which can be printed or exported into proposals at the click of a button, and are always up to date. These profiles also sync with LinkedIn and other people management systems, fostering fast connections between employees from different locations.



### **Voice of the Employee**

Employee engagement and retention are top challenges for employers across all industry verticals. The Voice of the Employee Program is a solution that leverages artificial intelligence (AI) and advanced analytics to uncover the reasons why employees are struggling and dissatisfied at work. It works by tracking resume data and comparing employee skill sets with the knowledge and applications they actually use on the job. Recruiters can then target candidates based on the patterns that signify better performance and longer tenure.

## Who We Are and What We Do

Clients choose Acumen Solutions for one simple reason: our experience delivers success. Joining forces with our clients, our team of strategists, subject matter experts, and engineers solve problems that can't be fixed by technology alone. As a Salesforce Global Strategic Consulting Partner, Fortune 500 companies trust us to build solutions that grow revenue and strengthen customer relationships. Our groundbreaking solutions in the public sector streamline operations and improve productivity. We apply the same expertise to our unparalleled social responsibility program, generating sustainable impact across our local communities.