

# Optimize your People | Maximize your Revenue

**Your people are your product. Your revenue lies in the sweet spot where their deployment meets their skill set. Real margin comes into play when you can maximize that sweet spot with minimum time.**

Make that sweet spot bigger – and drive more profitable revenue – when you:

1. Get from opportunity to invoice more efficiently
2. Plan and deploy your top talent for top dollars
3. Make smart decisions quickly and effectively



## The challenge: Get from quote to invoice efficiently.

You have CRM for the front end, ERP for the back. But the middle is a mess. PSA doesn't scale or offer deep reporting. ERP bolt-ons don't provide robust resource and project management. Other solutions have some of this, some of that... so you expensively integrate all the pieces, sacrificing efficiencies all along the way. And when new versions come out: will everything still work?

## The answer: Planview Enterprise® to close the gap.

It offers the project, resource, and engagement management tools you need, enterprise-class reporting, and out-of-the-box integration with 200+ enterprise systems. Neutralize inefficiencies by optimizing your organization's ability to respond quickly to demands, align resources with requirements, anticipate resource needs, and manage engagement costs.

## The challenge: Balance resource assignments with project profit.

You have to seamlessly adjust to the competing pulls for talent to ensure your clients are satisfied. It's a resources/client/money dance of phone calls, emails, spreadsheets, and meetings: what seems hardly a way to work, is everyday reality for GMs, practice managers, and project managers who don't have a holistic view into resources and work across the company.

## The answer: Planview Enterprise for the right person at the right place.

With the industry's best resource planning and management tools, Planview Enterprise helps you get the right person on the right job. See all your people and projects in one dynamic view. Use what-if scenarios to see the impact before you make a move: no more surprises on projects, cash flow, revenue, or margin. Service clients, manage people, and take on new projects in confidence.

## The challenge: Too much data, not enough information.

The siloed and error-prone spreadsheet is not the dynamic planning and execution tool you need to support decisions about capacity planning, the engagement pipeline, and more. And should a new opportunity require a fast strategy shift, you need to be able to articulate speedy answers and communicate them quickly and in a digestible format to ensure the right decision gets made.

## The answer: Planview Enterprise for fast, fact-based decisions.

Get leading reporting and analytics in an easy-access portal integrated into this planning and execution platform. You're just a click away from the information you need to make fast, smart decisions based on real-time data. And everyone sees what they need in exactly the format they need to see it, from the CEO and GM, to the practice manager and project leads, and everyone in between.

# Planview Enterprise® for Services Resource Planning

Optimize your resources and your business by balancing current and future demand with capacity and stripping out inefficiencies to drive more revenue, and do so more profitably.

Streamline your processes when you:

- Synchronize demand with capacity
- Improve resource management
- Drive operational excellence
- Get visibility into the cost of service
- Communicate clearly the value of projects
- Balance timing, availability, and profitability

Planview Enterprise is an end-to-end project portfolio management approach that gives you the power to map your efforts to company strategy.

Supported by leading process and analytics technologies, it's a complete solution built to the exacting specifications of service-driven organizations.



Close the gap between quote and cash with Planview Enterprise. It gives you the ability to anticipate and respond to changes, balance conflicting needs, and plot new priorities to strategy, to keep your organization agile and power your company's growth.

*"Forecasting resource demand and allocation across pools enables better planning." – Forrester*

*"Leading organizations integrate their resources globally so that the best capabilities, knowledge, and assets can be used wherever required." – The IBM Global CEO Survey*



Maximize your company's revenue when you use Planview Enterprise for Services Resource Planning to optimize your people. Visit [Planview.com/SRP](http://Planview.com/SRP) today for demos, videos, and more.