

Fast Facts

Professional Services Automation

Top Reasons services organizations implement PSA

Increase project effectiveness

58%

Achieve better visibility

56%

Improve planning and forecasting

54%

Improve resource utilization

54%

According to a study performed by the National Computing Centre

Past research has revealed some of the benefits organizations hoped to get out of implementing professional services automation software.

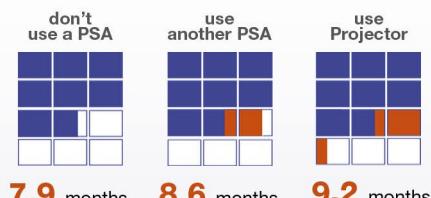
More recent studies show the reality of how implementing any PSA affects performance...and the impact that choosing *the right PSA tool* can have.

RESEARCH SHOWS

PSAs like Projector can help you

1 Stay busier...

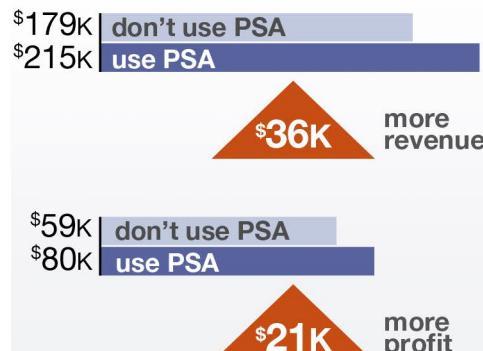
Compared to firms that don't use a PSA, people working for companies using Projector bill more months per year:



1.3 more months

2 and more profitable.

Each billable resource at a firm with an integrated PSA generates more revenue and more profit each year:



3 Deliver more...

For every 100 proposals produced, firms that use an integrated PSA will:

- win **3.3** more projects
- cancel **0.2** fewer projects
- deliver **1.7** more projects on time

resulting in...

5.2 more successful projects

4 with less.

To generate each \$1 million in revenue, firms that have an integrated PSA need fewer people:



1.2 fewer people

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ProjectorPSA.com/webinar

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our Blog



ProjectorPSA.com/Infographic

Worth a tweet?

Resources bill up to 1.3 more months per person each year in firms that use a #PSA -
ProjectorPSA.com/infographic
#PSAinfograph

SOURCES:

Opening: PMP Research, One Day at a Time, August 2004, p. 3.

Facts 1, 2, 4: Service Performance Insight, 2012 Professional Services Maturity Benchmark Projector Analysis, April 2012, pp. 12-14.

Fact 3: Service Performance Insight, 2012 Professional Services Maturity Benchmark Projector Strengths, April 2012, p. 3.

Facts 5, 6: CA Magazine, 2012 ERP Survey Comparison, January 2013. Based on 6 top SaaS-based PSA tools that provided cost data in survey.

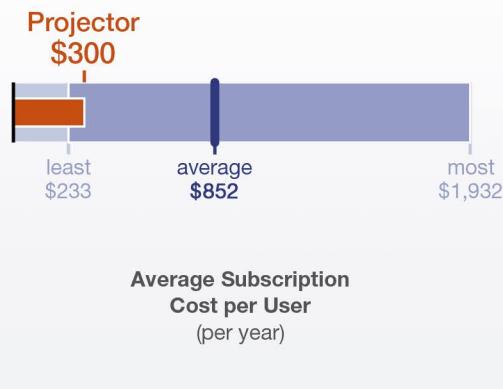
Fact 7: Service Performance Insight, 2012 Professional Services Maturity™ Benchmark, February 2012, p. 42.

Fact 8: Aberdeen Group, Professional Services Automation, December 2012, p. 15.

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Run cost-effectively...

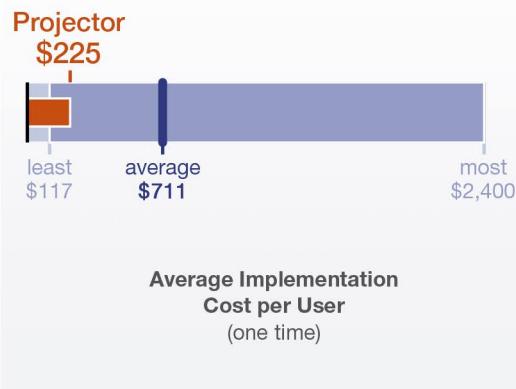
Annual costs per user for the more popular PSA tools (**\$852**) are far lower than PSA's average annual improvement in the bottom line per user (**\$21K**):



6

and implement easily.

On average, one-time implementation costs run around **84%** of first year's subscription fees:



7

PSA is not just for large organizations...

SPI Research reckons that because PSAs have become so easy to use that...

firms with **10+** consultants should

implement a **PSA** rather than use spreadsheets

8

but for high performance ones.

When Aberdeen Research analyzed professional service organizations, they found that...

the best in class were **3x** more likely

to have implemented a **PSA** than industry laggards