

Industry Use Case Series



ProductDossier®
Project Management First

TouchBase™ Professional Services

We Build
Project Management Culture*
for your Enterprise.

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*A set of norms, values and behaviors exhibited by a project. organization, manifested in project management systems, processes, methodologies, and mindset of people. directly or indirectly involved and / or influencing the project

Professional Services Business Challenges

Scope & Quote Development

- Lack of standard process for proposal making
- Ad hoc Master Cost profiles
- Ineffective methods to incorporate costs, inflation, and margins
- Unable to consider multiple project geographies

Tracking Project Profitability & Cashflow

- Disjoint customer billing, rate controls, and timesheets – leading to revenue leakage
- Managing profit & loss at multiple layers – Project, Customer Account, Business Unit, Organization, and As-Sold vs. Actual

Inefficient Resource Management

- Poor mapping of business demand and resource capacity leads to –
- Ineffective resource allocation
 - Inefficient resource utilization
 - Higher resource costs and thus reduced profitability
 - Excel-based approach leads to lost revenues.

Integrated Project Management

- Disconnected project timelines, project financials, project resources, project quality, and overall project health leads to –
- Ineffective CSAT management
 - Weak project governance

Fit-to-Purpose Templates

Professional Services projects vary in value, complexity, life cycle, and methodologies used. Organizations choose a ‘one-size-fits-all’ approach as they are not able to ‘templatize’ according to the project needs.

Collaboration Across Functions

Professional Services projects involve multiple functions and external vendors. For most companies, it is a struggle to foster stakeholder engagement and real-time collaboration. Spreadsheets, Documents, and Email add to their woes.

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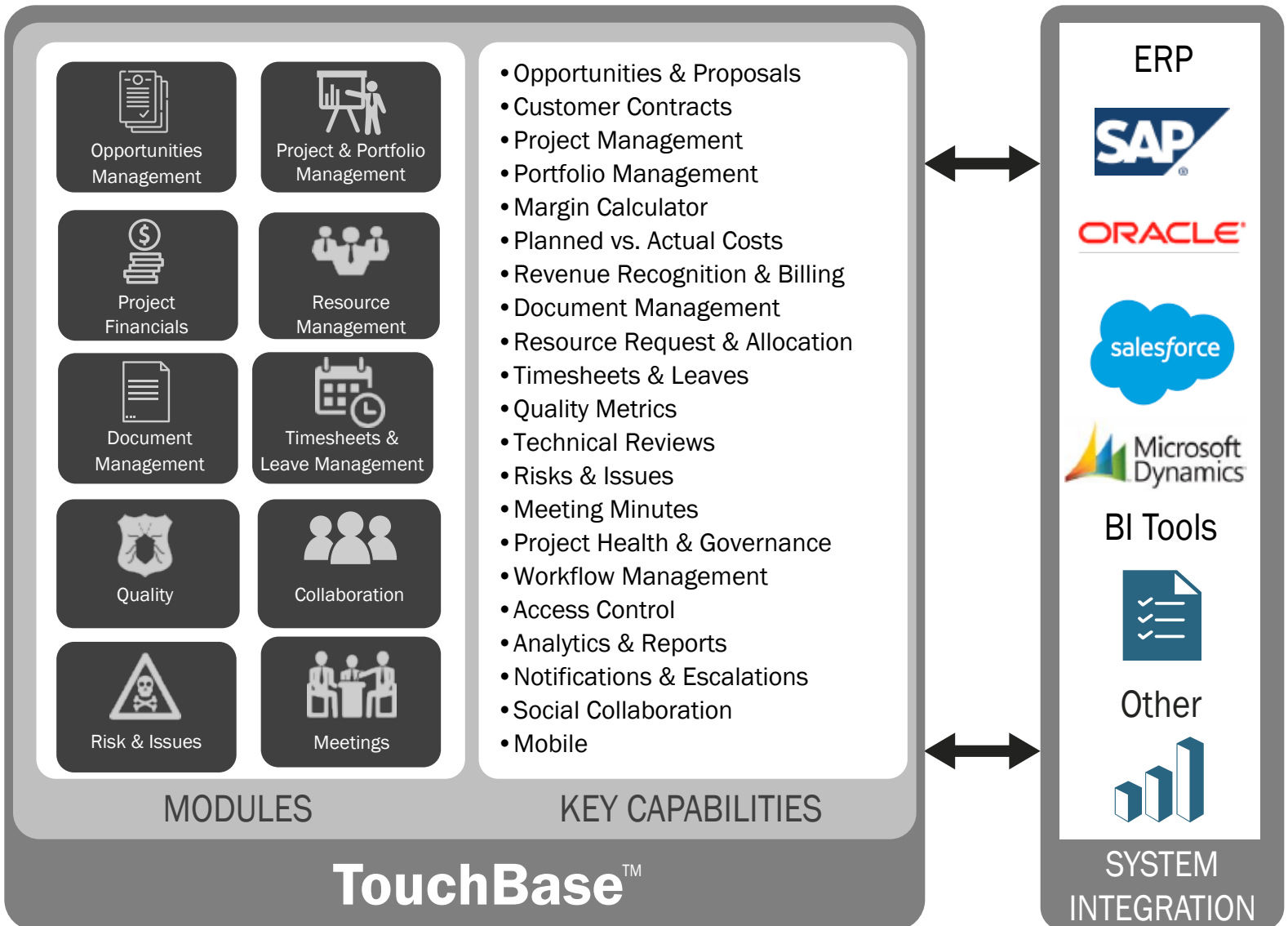
Professional Services

A Life Cycle View



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For Professional Services

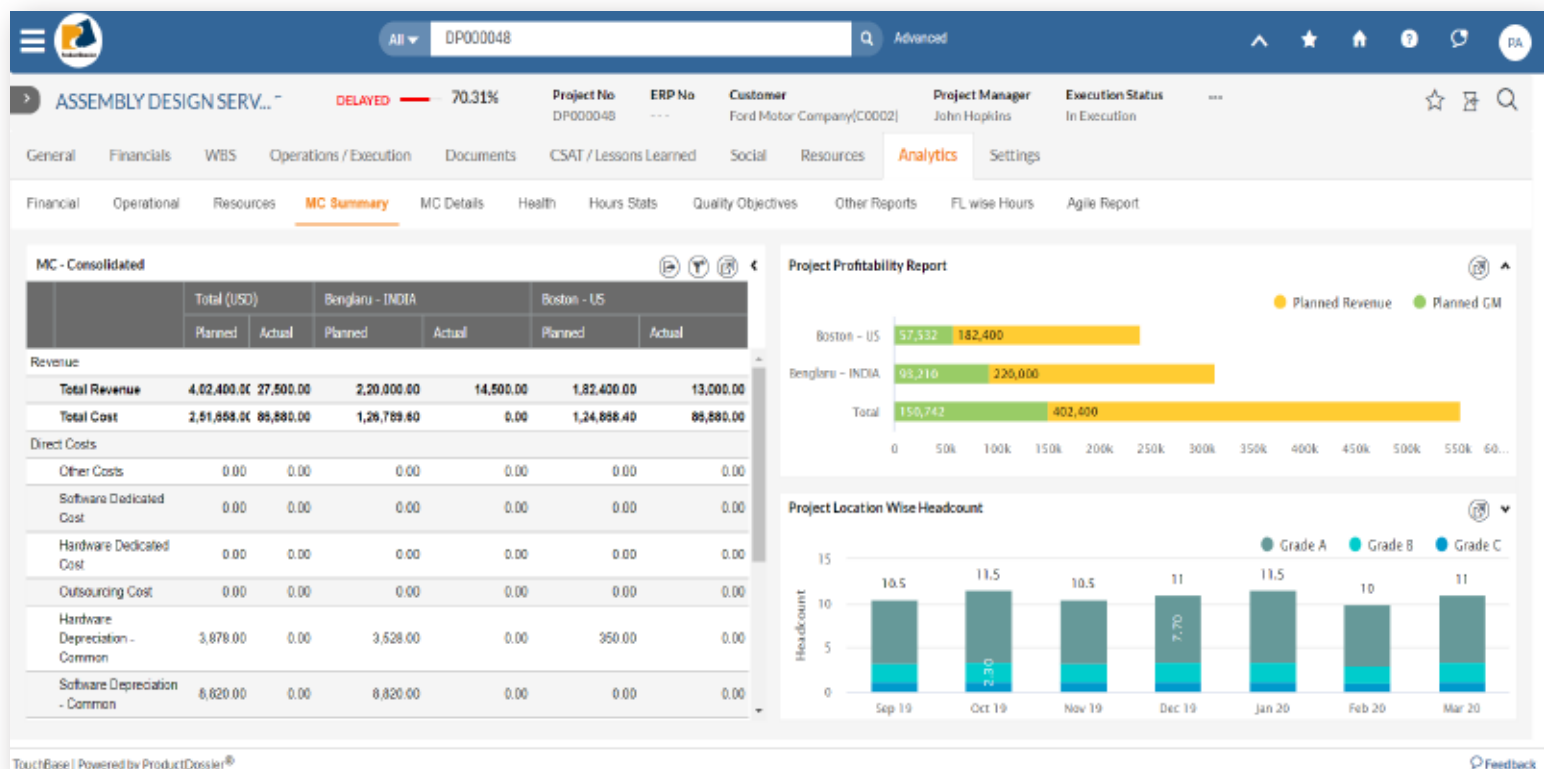
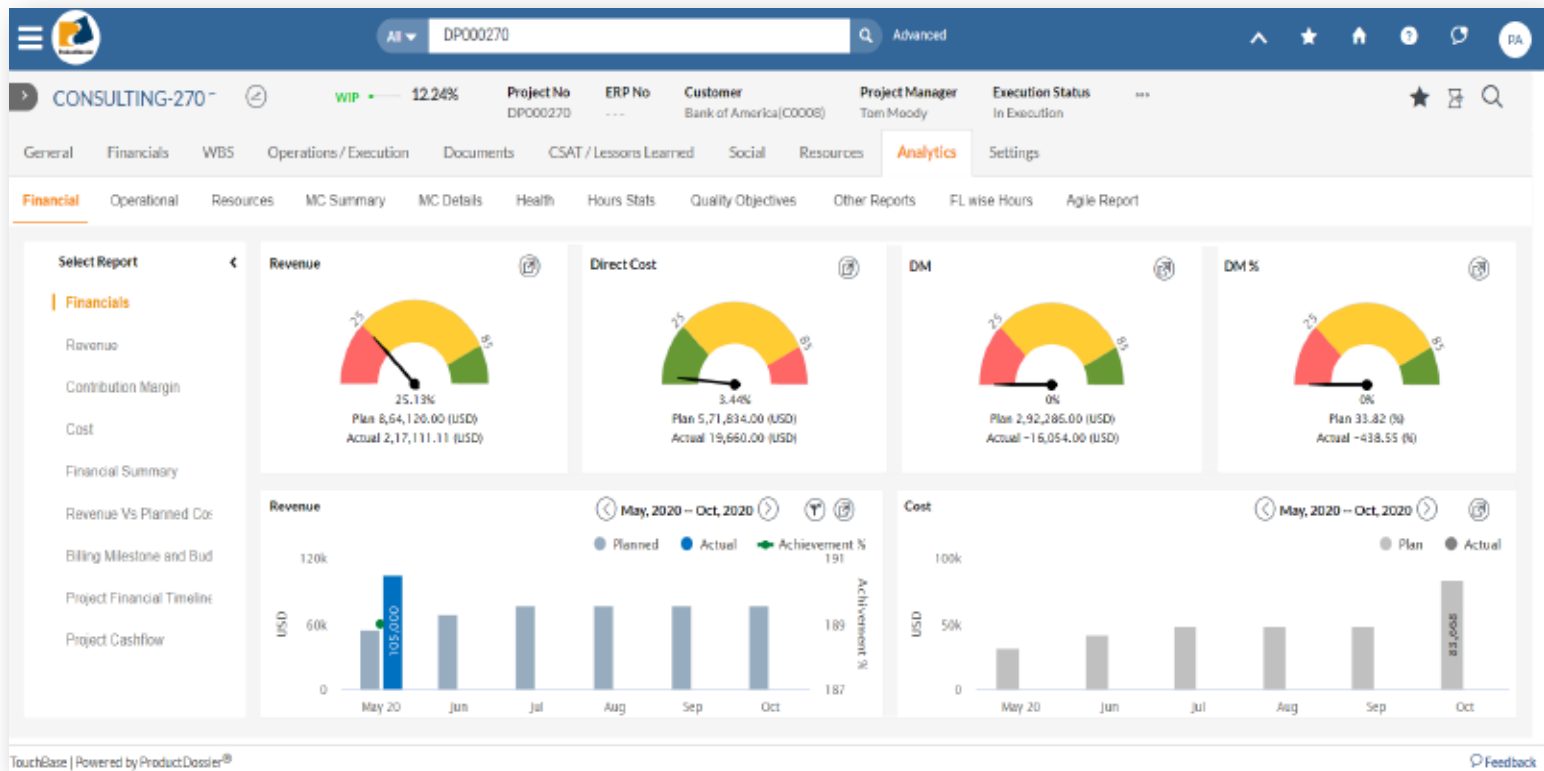


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TouchBase™ Solution

Analytics - A Sneak Peek

INDUSTRY USE CASE
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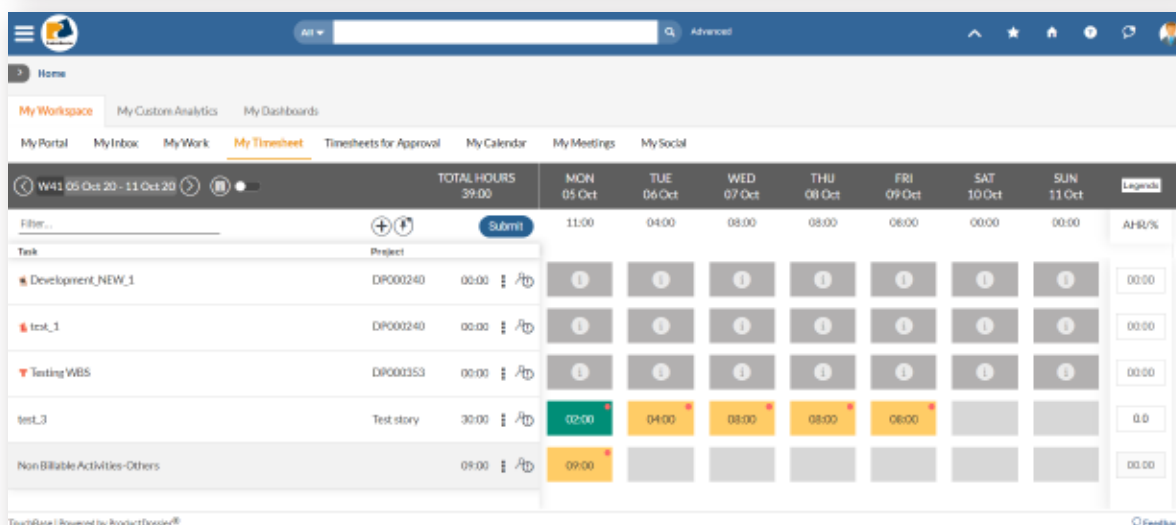
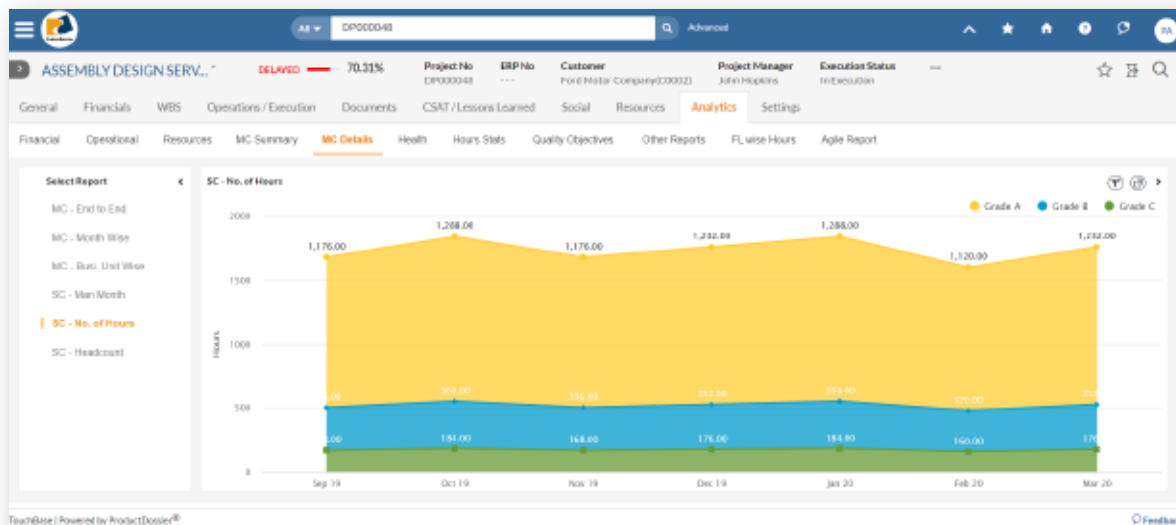
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TouchBase™ Solution

Analytics - A Sneak Peek

INDUSTRY USE CASE
SERIES



Personalize Here

Opportunity ID	Opportunity Name	Customer Name	Opportunity Value	Currency	Last Sign Off User
OP000254	Project Initiation by PM	Bank of America (C0008)	500,000.00	INR	John Hopkins
OP000353	Project Initiation by PM	Grignax (C0007)	1,000,000.00	INR	John Hopkins
OP000351	Margin Calculator Preparation	Bank of America (C0008)	500,000.00	USD	John Hopkins
OP000350	Power Transmission Solution	Ford Motor Company (C0002)	---	INR	---
OP000349	Software Development	Bank of America (C0008)	2,000,000.00	INR	John Hopkins

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TouchBase™ Solution

Differentiations

End-to-End Solution

Unique capabilities from **Opportunity tracking to their Project Management** powered by As-Sold vs. Actual Profits, Workflow Management, etc. delivers visible customer value at every stage of the business.

Assured Successful Implementation

Our numerous **past successes empowers our confidence** to engage and drive optimum processes, relevant integration touch points as well as the people change management dimension

Solution Specific to Professional Services Industry

TouchBase is designed incorporate **end-to-end and unique processes for the Professional Services**. This product design strategy significantly eliminates the need for customization

State-of-the-Art Technology

Our continual **investment in state-of-the-art technology stack** ensures security, performance, and scalability yet optimizing on your hardware costs.

Ease of Use Powered by Advanced UI/UX

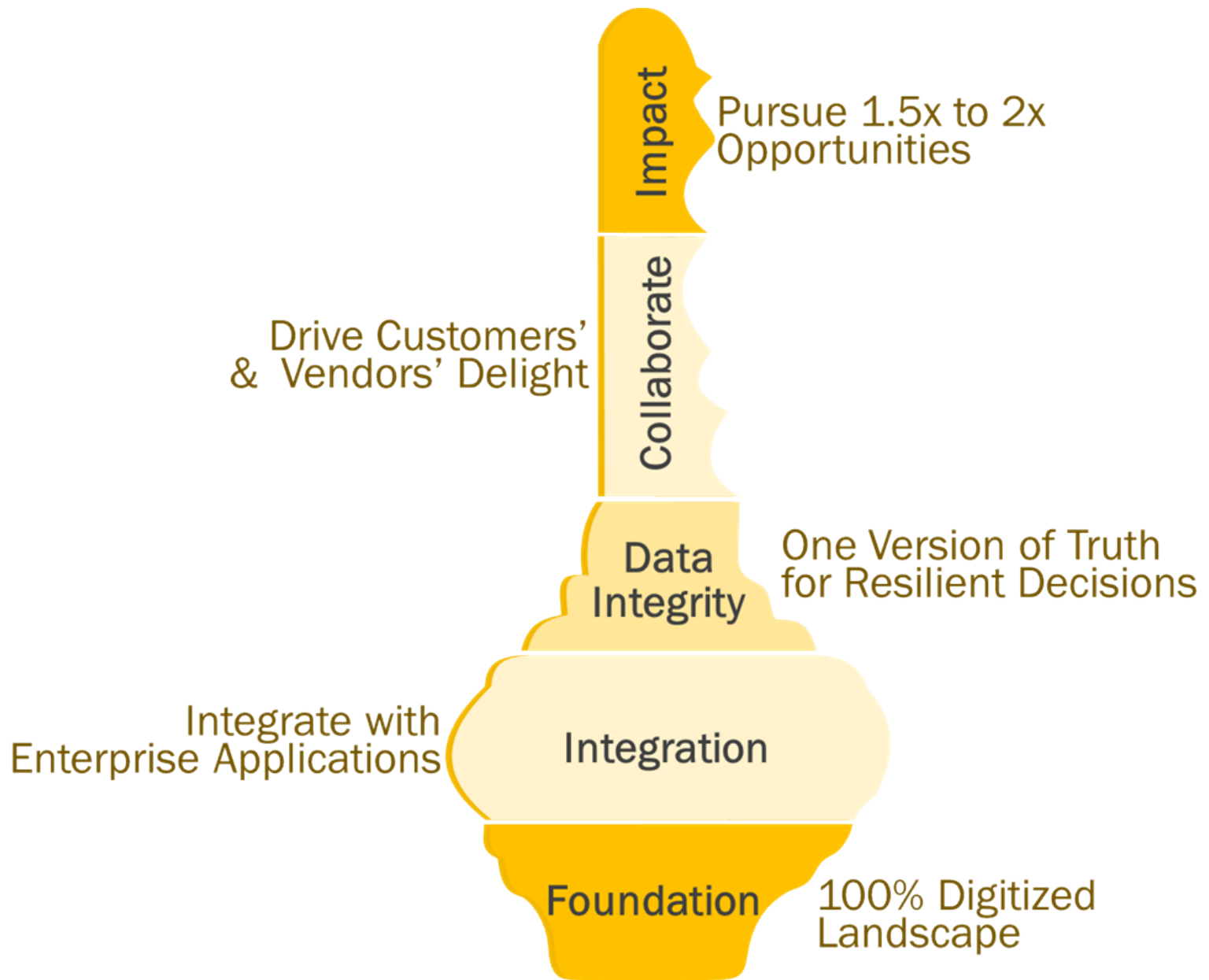
Touchbase design strategy is centered around its users. Product configuration is **driven by superior UI and a great UX** fosters product adoption by users, thereby accelerating customer value.

Best Value-to-Cost Ratio

Our solutions are designed to deliver 'business value' at every stage. Coupled with this, the TouchBase Cost Model is designed to optimize your investments and deliver a **Superior Value-to-Cost Ratio!**

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The Key to your Business Impact



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Your Trusted Partner



TouchBase

Clear Product Vision

Technologically
Advanced

Comprehensive
Functionalities

Scalable

Successes

Diverse Industries

50+ Clients

30+ Countries

Leadership

Customer Value-Centric

Agile in Spirit

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We are ready to build
project management
culture for your
enterprise.
Are You?



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