**ProductDossier®**
Professional Services Automation

# Q2 - 2022

## A ProductDossier RETROSPECTIVE

## Deliver Projects Profitably

As the world recovers from the Covid pandemic, the blowback from the much-needed economic stimuli has unleashed inflationary forces. The rising costs and fears of recession have added to the existing challenges that confront businesses.

## In CEO's Crosshairs

It is always challenging to deliver projects and ensure customer satisfaction. Achieving estimated profits in delivered projects is already challenging and it becomes even more difficult due to the global inflationary environment.

ProductDossier is uniquely placed to help projects companies in delivering projects on time and profitably in the face of rising costs, battles for talent, and scope changes.

ProductDossier PSA and NPD software products ensure end-to-end digitalization of all business processes. They present the single version of truth enabling collaboration and quick decision-making.

We at ProductDossier have therefore brought the target of **'Delivering Projects Profitably'** in our crosshairs and aligned all our efforts to help the industry.

# Reaching out to industry

**Here is a snapshot of our industry outreach**



**5th Pharma Project & Portfolio Management, Mumbai**

Our NPD software was presented to senior pharma professionals. It evoked keen interest from them.



NASSCOM Tech Innovation Conclave 2022, Pune

ProductDossier is a Gold Sponsor of NASSCOM Tech Innovation Conclave 2022 to be held on 20th July 2022 at Hyatt Regency, Pune. ProductDossier PSA and NPD software are a result of vision and foresight for project based businesses. It is only fitting that we are reaching out to the software industry professionals with the theme of innovation.

## Welcome, New Customers

**Experion Technologies - Opportunity to CASH Process.**
A 14+ year old IT solutions & services company with a focus on digital technologies. With over 300 customers across 32 countries.

**SISL Infotech - Opportunity to CASH Process.**
A trusted system integrator and a trusted provider of end-to-end IT services and solutions to businesses, government, institutions and individual consumers.

# Implementation news





**BSV Group - Molecule Master, Document Management, Project Management , RIMS, Revenue Forecast**
For over 5 decades, The BSV group has used scientific resources to develop a range of biological, biotech and pharmaceutical products.

**IPL Biologicals - Product Master, NPD, Project Management, Document Management**
The company, (formerly known as International Panacea Limited), specializes in biological solutions and best organic fertilizer for agricultural applications.

# A Case Study in Focus - Resource Management

A Software consulting & Development services company with 1000 employees faced multiple challenges in managing human resources. The company needed a ready and well-proven solution.

## Challenges faced

- No real-time information on resource utilization, billable utilization
- No real-time information on bench resources, their aging profile and cost
- Missing accurate information on resource demand information (projects & opportunities) and this delays hiring which leads to revenue loss.
- Single repository for timesheets, leave, etc for accurate billing information
- Excel-based resource allocation process leading to productivity loss, erroneous data & sub-optimal resource utilization
- Missing or broken skills & competencies update process & data

## Our Solution

- ProductDossier Resource Management Solution
- Workflow-based resource request & allocation process
- The intelligent resource search algorithm for matching requests.
- One-click analytics and actionable insights
- Integration with existing HRMS
- Quick to implement (4 Weeks) and easy to deploy

## Benefits of implementation

- Improved resource utilization by 2-5% leading to an increase in revenue
- Proactive actions to eliminate any revenue loss and leakages
- Real time visibility into bench and its aging resulted in improved utilization
- Higher employee satisfaction & profitability due to "right resource skills" allocation
- Proactive resource forecast is now given to talent acquisition teams resulting in higher revenues
- Ready data available for job rotation as per company policy. This led to higher employee satisfaction

- The system acts as a growth driver for the organisation

# Data privacy, security, and integrity

As a leading software services provider whose software handles transactions worth billions of dollars, ProductDossier considers "System and Organizational Controls (SOC)" as the foundation of dependable financial information and data security.

GDPR is a regulation applicable to the European Union (EU) requiring businesses to protect the personal data and privacy of EU citizens for processing their personal data. We have completely aligned with GDPR norms including data privacy policy, roles & responsibilities for data protection, organizational awareness, processes & controls, and regular assessments.

- SOC1 and SOC2 compliant. Audited by DNV
- GDPR Compliant.
- Successfully completed the VAPT of our Product & Website as per the requirements of our compliances & our customers.
- We are in the process of ISO270001 compliance.

## ProductDossier Products and Services

- **Opportunity & Proposal Management**
- **Project Management**
- **Resource Management**
- **Project Financials**
- **Billing Automation**
- **Timesheet & Leave Management**
- **Project Procurement**
- **Project Quality Management**
- **New Product Development**
- **Document Management**

- **Integrations**
- **Collaboration**

Request a Demo

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[Sender_Address], [Sender_City], [Sender_Zip]

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