

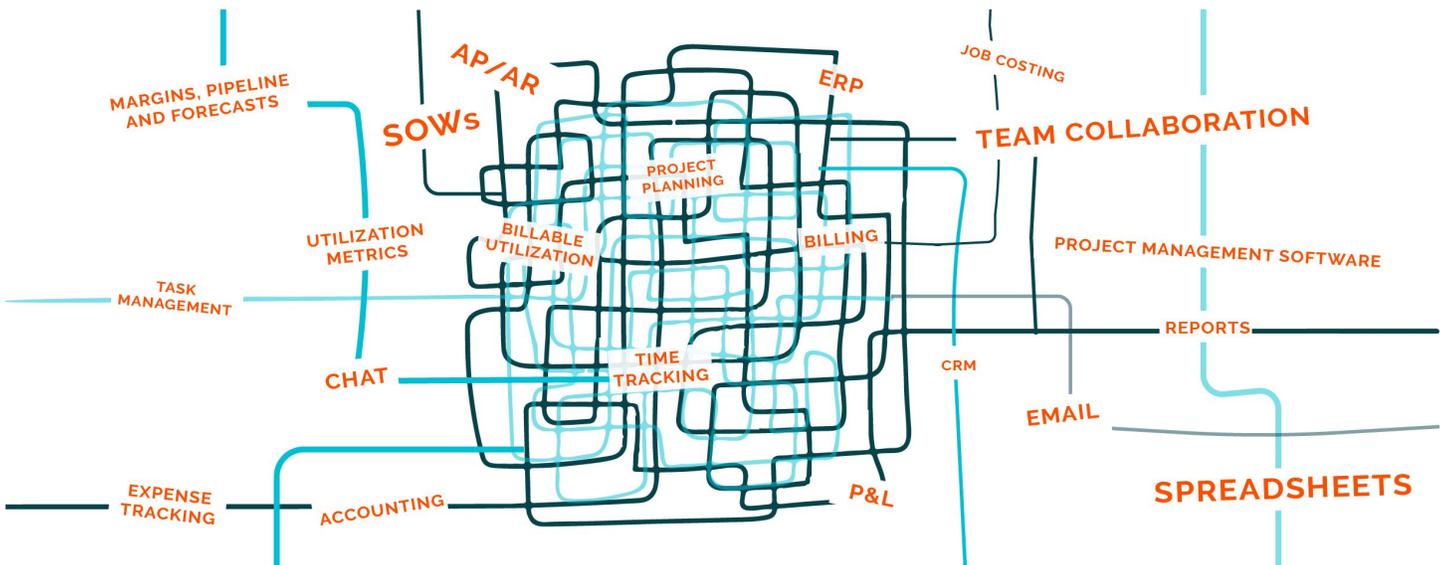


# Finally! Professional Services Automation on the Google Cloud.

You are a professional services company and you want to continue to grow.

Over the years as your business has grown you've adopted a plethora of tools to manage the business. Apps like CRM for quotes and opportunity tracking, tools for project management, resource management, finance systems, something for internal communications and collaboration... the list goes on and on. And there's a good chance that you are still relying on spreadsheets to compile the data across all of these different systems.

In short; you've ended up with many different systems that look like spaghetti with information residing in silos. Not good.



Maybe you tried to integrate these disparate systems. Because what you really need is *one* fully integrated solution that would do it all, designed exactly for the needs of a professional services company.

We feel your pain.

BUT, you are not alone; most professional services companies are at the same point in their journey towards a single source of engagement – an environment where a single platform can provide all of the quote-to-cash functionality, a holistic view of every client engagement, and a performance dashboard to provide critical and actionable insight into the business health and profitability.

Why are these companies reaching for an integrated platform?

Because it makes their business run better which means it makes them more money. It's as simple as that.

Research from the SPI\* benchmark shows that PSOs that have integrated CRM, PSA and Finance Systems experience notable gains:



And so this is what PSOs of all sizes want – and quickly too. Without huge cost and effort, something that is easy to grasp so that everyone actually uses it.

### This used to be the future, but it's here now.

VOGSY Professional Services Automation Platform is a new approach built on the Google platform to take advantage of all of the tools, capabilities, scalability and security that Google offers. Many PSOs embrace G Suite and the numbers are increasing as companies look for a more agile, collaborative approach with less overhead.

For those professional services companies, **VOGSY is the natural extension to Google G Suite.**

VOGSY is all you need to run your services business from quote to cash for anything you need to drive the desired outcomes for your clients and for your own business.



To Google users, VOGSY is instantly recognizable. And since it leverages a lot of what Google has already taken care of, you will onboard in days rather than months and at a much lower cost than point solutions.

\* <http://www.spiresearch.com/spi-research/reports/2018psmb.html>



VOGSY leverages Google's G Suite range of office and collaboration products and offers PSOs an end-to-end, simple and sophisticated PSA solution that manages all core areas in PSOs:



## PROJECT MANAGEMENT

- Project, resource & budget planning
- Team collaboration & document management
- Milestones, deliverables and activities



## DATA AND INSIGHTS

- Real-time sales, customer, project & utilization metrics
- Configurable KPI boards
- Revenue, performance, P&L - anytime, anywhere



## TIME AND EXPENSES

- Smart, pre-populated timesheets
- Stopwatch for tracking time spent
- Notifications & approval on any device



## ACTIVITY FEEDS AND COLLABORATION

- Updates on opportunities, project events & more
- 'My activities today' & 'My approvals'
- Chat & comment in context



## RESOURCE MANAGEMENT

- Heat maps for billable utilization & availability
- Role & skill matching
- Automated resourcing suggestions



## CRM

- Quotes & SOWs based on draft project plans
- Manage margins, pipeline and forecasts
- Customer & project lifetime updates & alerts



## FINANCE AND BILLING

- Chart of accounts, A/P & A/R, corporate P&L
- Automated billing with flexible schedules
- 24/7 real-time reporting

## So why switch from tooling spaghetti to VOGSY?

For one, you can save money.

VOGSY leverages the Google Cloud to deliver big impact at far less cost to you than having all this tooling spaghetti or clunky ERP based systems. And we believe that saving money is a pretty good goal, in itself.

Secondly, your people and clients will love you for it.

VOGSY is your single source of engagement for your entire organization, with the familiarity of G Suite. Getting your organization on board is a breeze.

Most importantly, you can MAKE MORE MONEY.

Using VOGSY on the Google Cloud gives management actionable insight into the business health and profitability while freeing teams from administrative burdens so they can deliver more value to their clients. Ultimately you can drive the outcomes that you need to grow your business: better margins, lower overheads, higher utilization, and more revenue.

**The future is now.**