

ICON

CLOUD CONSULTING

Your trusted partner for seamless FinancialForce implementations.



Solution Implementation

FinancialForce PSA

FinancialForce PSA is the leading application on the Salesforce platform™ for managing Professional Services Organizations.

Customers have realized benefits such as:

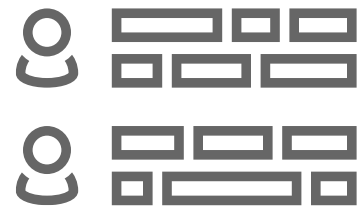
- ▶ Hundreds of hours in savings due to more efficient project time and cost tracking
- ▶ Thousands of dollars of recovered billings from unreported and unbilled time and expenses
- ▶ Project profitability reporting in realtime
- ▶ Gives the sales team visibility to project delivery
- ▶ Ability to close the accounting month in a week or less

Business Scenario

Organizations who wish to track project health, gain visibility across business units, and predict future resource demands are likely to gain the most benefit from implementing FinancialForce PSA.

These organizations will see challenges manifest as:

- ▶ No portfolio level health monitoring
- ▶ Inability to forecast revenue or margin
- ▶ Poor Time & Expense compliance
- ▶ Manual capacity planning
- ▶ Large variance in utilization
- ▶ Lack of Backlog Management
- ▶ Unmanaged Vendors



The Icon Solution

Icon works to map FinancialForce technology to your existing professional services processes and helps you adopt best practices. End-to-end visibility and compliant data allow you to make strategic decisions and improve utilization and profitability.

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Who is Icon?

We are the Premier Salesforce and FinancialForce Implementation Partners. We focus exclusively on the Salesforce Platform and have completed more ERP projects than any other partner.

Icon's Services

- ▶ Implementation of FinancialForce Services Automation & Financial Management Solutions
- ▶ Implementation of Salesforce CRM, CPQ & Billing solutions
- ▶ Upgrade Services
- ▶ Health Checks and Health Monitoring
- ▶ User, Administrator, & Developer Training
- ▶ Best Practices Consulting
- ▶ On-Demand Virtual Administration
- ▶ Apex and Visual Force Custom Development



Is Icon Right for Your Business?

- ▶ Are you new to Salesforce and want to implement FinancialForce PSA and/ or FFA, and want to start off on the right foot?
- ▶ Is your organization already experienced with Salesforce and thinking of adding additional capabilities?
- ▶ Have you already implemented a solution and want to see if you are getting the most out of your purchase?
- ▶ If so, then contact Icon for your implementation, support, and enhancement services