A Better Way to Manage Projects and Resources

NetSuite OpenAir

A key challenge for any service delivery organization is optimizing resources—understanding the capacity available for upcoming work, the skills required to deliver that work and the right employees to maximize revenue. From resource management and project management, to time and expense tracking, project accounting and advanced billing and invoicing, NetSuite OpenAir professional services automation solution supports the entire professional services delivery lifecycle with a powerful cloud-based suite.

Key Benefits

- Optimize Resource Management. Drag-and-drop resource management allows managers to quickly assign the right resource with the best costs to deliver projects on time and improve margins.
- Project Financial Management. Connect project activities with company financials to ensure accurate accounting and billing throughout the project lifecycle.
- Track Skills and Availability. Increase resource utilization and manage and deploy resources to projects based on employee's skills, interests, experience and availability.
- Deliver Projects on Time and Within Budget. Project managers and team members can collaborate on projects and maintain current and accurate project status at all times, allowing managers to proactively identify and resolve potential threats and gain accurate insights into expenses.
- Real-Time, Shared Visibility into All Resources. Increase utilization and reduce reliance on subcontractors by easily identifying and assigning consultants who are on the bench or on another team.
- Revenue Recognition. Recognize revenue separate from project billing to support exactly how your organization measures profitability and ensure compliance with financial standards.

"Not having to worry if the data is correct has freed us up to focus on higher strategic values such as how to efficiently manage a project, forecasting and revenue recognition." Software AG

Why NetSuite OpenAir?

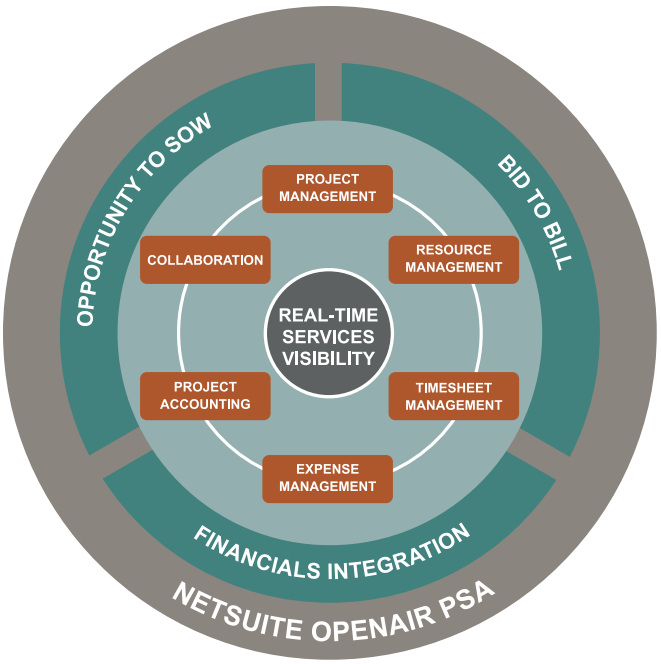
NetSuite OpenAir is proven to quickly drive tangible results—increasing resource utilization, project margins and on time project delivery while driving down IT costs, decreasing project accounting and overhead and expediting billing cycles. NetSuite OpenAir helps improve invoicing accuracy, streamline revenue recognition and increase visibility into your services organization.

NetSuite OpenAir also empowers the mobile services organization with anytime, anywhere access in the cloud, supporting users where they work—on the go, at client sites or remotely. Running a global services business? NetSuite OpenAir provides real-time access for organizations with global services pools and multi-currency, multi-subsidiary, multitaxation and multi-language requirements. With NetSuite OpenAir, you can find the right resource for each and every project, regardless of their physical location, and easily bill their time in the project currency while accounting for the hours in the resource's local currency—all from a single system.

Key Features

Project Management

NetSuite OpenAir provides highly efficient web-based project management capabilities that enable you to improve on time project delivery and project profitability by making it easy to manage, update and report on project status from anywhere at any time. It gives managers clear, real-time visibility into project dynamics and enables them to model "what if" scenarios to optimize price, billing rates, staffing and overall project profitability.



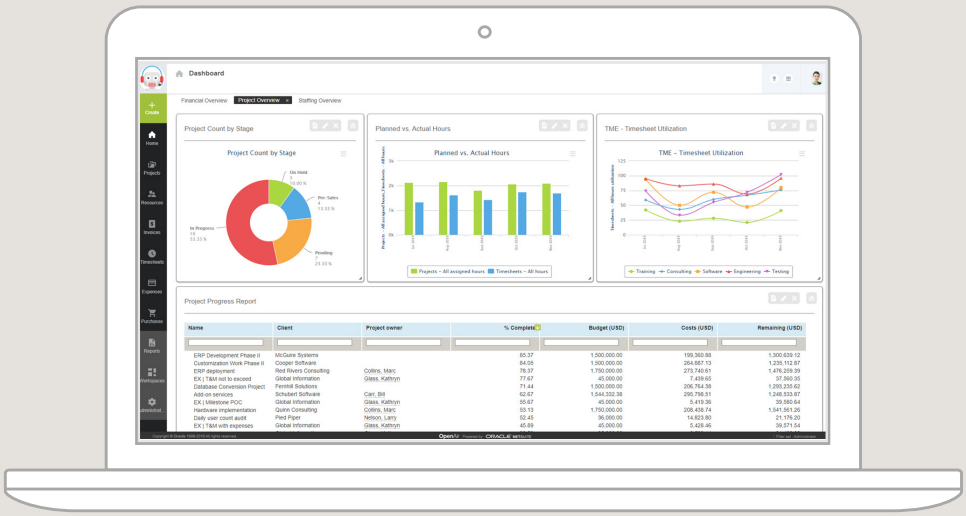
"OpenAir allowed us to bring time and expense capture, scheduling and invoicing under 'one roof.' Monthly utilization rates are 90% or higher and our invoice-to-payment cycle is less than 20 days for a majority of our clients." Strata Information Group

Resource Management

NetSuite OpenAir allows you to manage your most valuable resources across the globe more effectively, giving you the advanced resource optimization functionality you need to make sure that the right resources are working on the right projects, at the right time. Increase resource utilization and maximize project success by easily managing and deploying resources to projects according to project needs, employee skills, experience and availability, all based on real-time project timelines.

Project Accounting

Flexible project accounting enables efficient monitoring and management of project revenues, expenses and profitability over the lifetime of the project, while ensuring the project is on time and on budget. NetSuite OpenAir provides a powerful billing engine that ensures clients are billed accurately and on time to improve cash flow. Sophisticated revenue recognition functionality enables separation of revenue types and the ability to recognize revenue appropriately.



Gain comprehensive visibility into back-office financials and front-office services operations in one unified system to make informed, data-driven, strategic and tactical decisions with powerful and insightful business metrics.

"If you're a services organization that has struggled to get the insight into the data you need, OpenAir is worth your investment." Kenway Consulting

Timesheet Management

With NetSuite OpenAir, quickly and easily create detailed timesheets, whether in the office or on the road, using a web browser, offline client or mobile device. Advanced time tracking tightly integrates with project management, enabling seamless time tracking by project, phase, task and more.

Expense Management

Automate and streamline the entire expense management and reimbursement cycle. NetSuite OpenAir provides powerful expense management that enhances employees' productivity by enabling them to submit expenses from anywhere, via web or mobile device, including using their iPhone or Android to photograph a receipt. Expense management ties seamlessly to project accounting, eliminating questions and effort around expense allocation, customer billing and managing foreign currency conversions.

Collaboration

OpenAir is a platform to help teams, project managers, business leaders and even customers stay in closer contact, gain visibility more quickly and help facilitate better quality work. Collaboration tools enable everyone to work as a coordinated team on deliverables and work objectives. Automatically generated status reports, facilitated project team discussions, sophisticated alerts and document sharing enable team to keep updated and in contact.

Dashboards and Reporting

Dashboards and reports can be easily configured, giving everyone instant access to vital information, with self-service to answer ad hoc questions on the fly.

Integrate with Enterprise Systems

NetSuite OpenAir Connect integrates seamlessly with your existing front-office and back-office business systems. Gain all the benefits of the cloud without sacrificing the technology investments and business processes already in place. Increase efficiency with an end-to-end solution that minimizes manual processes between services and the broader organization, accelerates cash flow, improves accuracy and provides comprehensive visibility through integrated Services Resource Planning (SRP).

- Front-office system integration creates a seamless flow of information from sales to quote to services execution via prebuilt integration with CRM and SFA systems.
- Back-office system integration helps continue the flow of information straight through to the back-office via prebuilt integration with common accounting and ERP applications.

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