

Unit4 Professional Services Model

Helping manage effective projects and optimize talent



Unit4 helps professional service organizations to plan, manage and optimize their people and projects effectively to increase service excellence and profitability.

Our industry model approach empowers your Finance and HR teams to work smarter, freeing your project and consulting teams to spend more time creating value and delivering the important work that matters most to your customers and clients.

We do this through automating manual processes in a flexible cloud-based platform, built on decades of experience in delivering solutions for service-centric and project-based organizations.

Why the Unit4 Professional Services Model?

- **Specialist knowledge of the professional services industry and technology** – we understand your industry, building tailored solutions to give you the functionality, agility, and efficiency you need to manage complex project-based operating models.
- **Fast time to value** – a faster and reduced risk implementation process means benefits are realized quicker.
- **Improved data integration** – benefit from the flexibility to integrate with multiple changing technology stacks to unify data and drive project and operational excellence.
- **Future-proof your technology** – Unit4 is committed to investing in technology to ensure that our service continues to meet the changing needs of professional service firms.
- **Satisfy your clients and retain talent** – Unit4 excels in user-friendly digital experiences that meet the rising standards of the digital era. Provide better working experiences for your people and enhance the services they deliver to your clients.

Our Unit4 Professional Services Model includes:

- Project Lifecycle
- Financials
- Procurement
- Time and Expenses
- Operational budgeting
- Sales
- Fixed Assets
- Systems Administration
- Planning
- Reporting
- Human Resources

Up to 50% reduced implementation time

- Faster time to value
- Reduced total cost of ownership (less resources required)

What's unique about our Professional Services Model?

Win more business

- Decide where and how you should compete, with dedicated profitability reports highlighting where your organization can excel per country, business line, customer or project.
- Capture and develop opportunities, ensure consistency of customer quotes, and guarantee a smooth transition for your clients from potential opportunity to live project.
- Learn from your results to ensure you repeat bid successes with insightful bid-to-win ratio reports and detailed pipeline analysis.

Optimize utilization

- Single source of truth for project finance data to make forecasting and budgeting quicker, easier and more accurate.
- Complete view of your resources using a dedicated project-based solution for people planning ensuring you can keep your people fully utilized and minimize bench time.
- Effectively assign the right people for the right projects, comply with the necessary skills and qualifications, and avoid subcontractors where possible.
- Pro-actively make decisions and reforecast throughout the life of the project by accurately combining actual and estimate costs, and resource data.

Bill with precision

- Manage the billing of complex and global projects with the ability to create invoices from multiple legal entities.
- Ensure effective billing and timely payment with an end-to-end project-based invoice and credit control capability.

- Manage budget changes for fixed priced projects clearly using timely and accurate data to build trust and transparency for the client.

Execute profitable projects

- Track project KPIs such as margin leakage with precision using dedicated Project Workspaces.
- Successfully run global or inter-company projects with dedicated processes designed for highly complex projects.
- Utilize real-time and accurate reporting data to enable better revenue recognition for both time and expense-based projects and fixed price projects.



dedicated Professional Service Organization dashboards

Customer Impact

“The Unit4 team quickly got to understand our business. They were very good at listening to our requirements and drawing upon their knowledge of the product to meet our specific requirements.”

Claire Birch, Head of Reporting, UK, WSP

“Unit4 gives us accurate, appropriate, and well-organized information which puts our managers in a position to make the best decisions... I know of no other ERP system that could have provided us with the same opportunities.”

Stian Nygard, Financial Director, Adecco