

Replacing A Legacy PSA Drives Company-Wide Visibility And 30% Growth

ABOUT THE COMPANY

Signature Analytics is a consultancy offering finance and accounting services to businesses who need everything from accountants to controllers to a CFO or business advisor. Their consultants work out of 5 offices in California and the Pacific Northwest both on-site and virtually to support their customers.

BUSINESS CHALLENGES PRIOR TO IMPLEMENTING PROJECTOR BY BIGTIME

Signature Analytics (SA) had a problem common to many services organizations. They had ambitious goals for their business, a top-notch team and a solid business model, but were hampered by a legacy PSA that didn't provide the real-time visibility into schedules, billing targets, rate realization and profitability that the entire organization needed to do their jobs.

Reporting was time consuming and required manual manipulation in order to get the right data to the right people. Adding staff in order to grow the business would only compound the problems.

So, while business was set to take off, operations simply couldn't follow without a better system.

THE SOLUTION

- ✓ After evaluating Projector by BigTime 5 years earlier, Signature Analytics took another look and found the updated interface, reporting, and business intelligence to be the exact fit for their needs.
- ✓ Workflows were easily mapped to Projector's flexible architecture. Implementation with QuickBooks assured data integrity across the organization, from time entry through to invoice.
- ✓ Projector BI dashes were tailored to every level of the organization.

Robust data permissions ensured that everyone had views into the data they needed to do their jobs.

KEY RESULTS



Rapidly implemented **consultant-level dashes provide real-time visibility** into individuals' schedules, utilization targets and realized and projected billability



Through team-level dashes, resource managers are able to **see team schedules** and **realized** and **projected metrics** against goal in real time



Management can **confidently report on the health of the business**, project hiring needs and **plan for 30% growth in year one** of using Projector by BigTime.



Visibility and analytics are very important to us. We're able to get real-time data in front of everybody with minimal effort.

JIM PEDERSON, *Director Of Operations*