

Add **Project Suite** to your portfolio and **GROW** your business



## At a glance

### Target Market

Professional Services firms e.g. Consulting Engineers, Architects, IT, Marketing Firms, Media, Pharma, Advertising

- Over 50 employees
- More than \$3M

### Market Presence

- Over 12,000 users in the USA & Canada

### Best known clients

- Genivar - CIMA - BPR - Bechtel - Blue Man Group

### Competitors

- Deltek (includes FMS, Win2, SEMA4) - [www.deltek.com](http://www.deltek.com)
- BST Global [www.bstglobal.com](http://www.bstglobal.com)
- Axium [www.axiumae.com](http://www.axiumae.com)

### Contact Info:

Arthur Axelrad  
 Director, Solution Engineering  
[solutions@jovaco.com](mailto:solutions@jovaco.com)  
 888-988-3535, ext. 120  
[www.jovaco.com](http://www.jovaco.com)

## Solution Summary

Project Suite allows professional service firms to **quickly and easily setup projects**. Projects are flexible and provide **diverse structures** to match your real-world projects. Employees can remotely log time and expenses **over the Internet** and then follow simple or complex approval processes. Project Managers can **track and manage their projects** in real-time. Invoices can be generated to reflect any number of billing rates and rules, all while offering the ability to meet customers' presentation requirements.

## Solution Benefits

- Real-Time Cost & Revenue tracking
- Eliminates billing delays
- Eliminates duplicate entries
- Increases accuracy

## Hot Features

- Bi-directional integration with **MS-Project**
  - Invoices generated directly into **MS-Word**
- Familiar look and feel of **MS-Office**



# FAQ

## “What’s the difference between *Project Suite* and *Project Accounting* in Dynamics GP?”

	Microsoft Dynamics GP	JOVACO Project Suite
Multi-Currency Project Accounting	✓	✓
Template Driven Project Creation	✓	✓
Real Time Posting of Project Transactions	✓	✓
Project Manager Timesheet Approval		✓
Date Driven Billing Rates		✓
Transfer Multiple Cost Entries from One Project to Another		✓
Automatic Inter-Company Cost Distribution for Multi-Company Projects		✓
Industry Standard Web Reports		✓
Capture and Track Equipment Log Usage from Timesheets		✓
Mix and Match Fix Price and Time & Material Projects		✓
Ability to Allocate SOP Invoice to Projects		✓
Employee Benefits Displayed on Timesheets		✓
Single Source Data Availability to SmartList and Report Queries		✓

### “How profitable is reselling this solution?”

Implementing our core solution at a site with 10 GP users and 100 employees generates on average \$16,000 in licensing for the reseller with approximately 200 implementation hours.

### “Is the partner program complicated or is there extensive training required?”

JOVACO can implement Project Suite on your behalf and you will receive 15% commission on all Professional Services.

### “Is your solution already implemented in a variety of firms?”

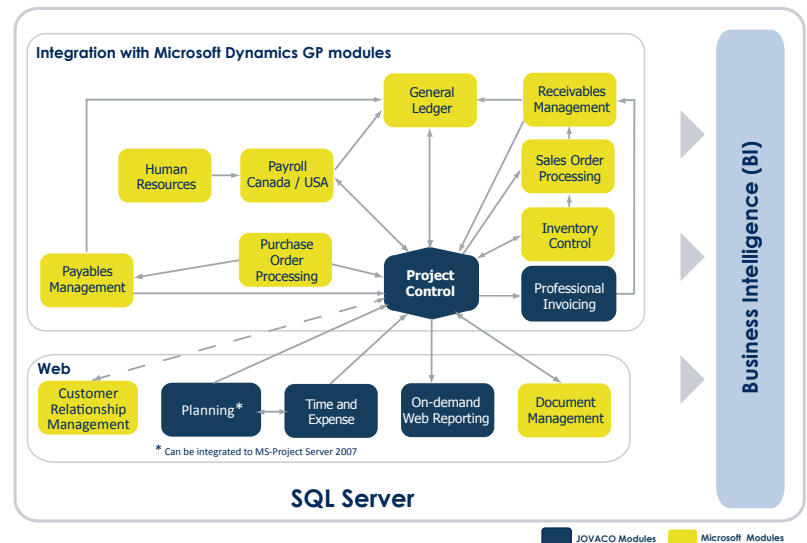
We have over 12,000 users across the USA & Canada and are ready to give you references in order for you to feel comfortable with our services.

## Opportunity Qualification

- Does the Accounting Department spend a significant amount of time ensuring that all projects are coded to the proper accounts?
- Are projects difficult to manage in your accounting system?
- Do you have many offices or companies that need to be integrated with each other?
- Is it difficult to obtain reports on a project’s status?
- Are projects managed by multiple departments?
- Do any of your projects span multiple accounting periods?
- Do you have multi-currency requirements?
- Do you have employees that complete timesheets?
- Do you have separate systems for Accounting and Time & Billing?
- Is it difficult to integrate timesheets and expense reports with your payroll system?
- Do you have activities or information which is difficult to manage?
- Do you wish to shorten your project billing time?
- Do you rely on external tools such as spread sheets to manage your accounting information?

## Getting the most out of GP

JOVACO’s Project Suite is fully integrated into Dynamics GP. The Project Control module allows employees to enter a variety of information through web-based applications and then automatically import this data into various Dynamics GP modules. This will allow you to have the flexibility to meet your clients’ needs, your accounting department’s requirements and to extract managerial reports from an assortment of modules.



6555 East, Metropolitan Blvd.  
Suite 302  
Montreal (QC) Canada H1P 3H3  
1-888-988-3535 / 514-323-3535  
solutions@jovaco.com  
www.jovaco.com

# JOVACO Solutions

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