Professional Services Edition

Professional services firms, such as architects, engineers, and consultants, face challenges that can hinder growth and profits. Acumatica designed the Professional Services Edition (PSE) to help these small and midsized firms manage projects, optimize resources, and ensure accurate billing.

- **Comprehensive Financial Management**
- **Project Accounting & Project Management**
- **Milestone-Based Billing**
- **Resource Planning**
- **Embedded CRM**

Key business benefits

- Rein in budget overruns and adjust budgets as needed mid-project.
- Generate invoices on project milestones or completion percentages.
- Track client interactions and improve collaboration with embedded CRM.
- Allocate resources and assign project tasks related to staff, equipment, and technology.
- Perfect business processes with deferred and recurring revenue automation.

Related resources

- How to Calculate Software ROI
  > LEARN MORE
- Schedule a Personalized Demo
  > LEARN MORE

Enhance Productivity and Deliver Real-Time Project Visibility

Timely project data is critical to today's professional service business. It allows for strategic decisions that move projects and your business forward. Unfortunately, running a business with disconnected teams and siloed workflows results in project update delays, a lack of project visibility, and misallocated resources and budget overruns.

The professional service industry faces unique challenges, such as inefficiencies in quote-to-project setup, industry-specific billing rate structures, and customer support management, which Acumatica Professional Services Editon addresses. Acumatica also allows users to analyze customer, project, and company performance via simple drilldowns, customizable reports, and award-winning usability.

Acumatica was born in the cloud and built for a more dynamic and digital professional service industry. Acumatica's PSE platform combines financial and operational data with project and resource management, time and expense management, and robust, embedded CRM to drive communication and collaboration.

Our comprehensive business management solution includes project accounting, deferred and recurring revenue, compliance management, and AI-driven workflow automation, enabling companies to meet today's challenges and seize tomorrow's opportunities. We engineered Acumatica Professional Services Edition to enable growing firms to scale successfully and evolve operations with a holistic and adaptable business solution. This adaptability ensures that your business is secure and ready for the future. Empower every employee to focus on effective project management and nurturing client relationships.

"We can issue or create 20 to 30 brand new projects every morning and limit who gets assigned to what job. Acumatica is not only a management tool, but we can use the data for profit analysis."

–James Craig, CEO (former), Industrial Specialty Services

> CUSTOMER STORIES

Financial Management

Robust financials are simple enough for smaller firms yet scalable for more complex needs. Acumatica Financial Management has standard financial processes (GL/AP/AR) and reports. Multi-company, multicurrency, intercompany accounting, fixed assets, recurring and deferred revenue, and cash management are also available.

Project Accounting

Easily manage AP workflows, from entering an invoice through approval routing and checks. Seamless customer billing, driven by real-time project costing, includes up-to-date labor, material, equipment, and other costs. Identify problem areas in current jobs and improve future project estimates.

Project Management

Gain a complete view of project details, providing instantaneous information between your project management team, back-office workforce, and management. Easily manage and track all activities, issues, and changes, including daily field reports, actual costs, and cost projections from one central area.

Progress and Milestone Billing

Flexible progress billing by percentage of completion or by quantity reduces project owner risk. Access AP cost transactions related to progress billing lines from the pro forma side panel for timely vendor payments and increased billing accuracy. Tie revenue recognition to project milestones or deliverables.

Deferred Revenue

Automate deferred revenue calculations by assigning a schedule to any affected transaction line item or inventory component. Accurately implement and account for deferred revenues and deferred expenses through integration with other financial modules.

Recurring Revenue

Improve business performance with recurring revenue automation for billing, payments, and collections. Apply billing and revenue recognition schedules by month, quarter, year, or customized time periods.

Resource Management

Ensure resource availability to allocate staff, equipment, and technology by team, department, and timeframe. Assign tasks and workflows in Acumatica to manage project resources and tie the costs to the project budget.

Customer Relationship Management

Embedded CRM empowers professional services firms to keep detailed records of client interactions, proposals, manage contracts, payments, renewals, and compliance documents. The self-service portal streamlines communication with push notifications, giving customers access to support cases and payment options.

Payments

Integrated payments solution automates AR processing to reduce back-office workloads and get paid faster. Advanced features like click-to-pay links, a self-service portal, and automated AR processing further enhance convenience, efficiency, and security.

Field Reporting and Mobility

Ensure everyone has the same project data from the field or anywhere they work and remotely enter time and expense details. Access the complete system over any device and search for all project details from one global search box.

Time and Expense Management

Capture time and expense from any device. Time entry flows to project accounting for costs and expenses related to projects or specific project tasks. Billable activities can be marked up depending on the project, task, employee, or activity performed.

Project Productivity and Insights

Use side panels for a quick and comprehensive view of key project data without navigating out of the current window. Easily drill down into relevant details on any record selected with standard prebuilt side panels or build custom side panels for different uses and roles.

Change Management

Control cost overruns by automating project commitments and change order processes. Manage back charges or reduction in vendor commitments through the entry of a negative change order. Streamline change orders for multiple projects with unit rate changes, custom retainage, and cost-only change requests.

Project Cost and Revenue Tax Zones

Specify tax calculations directly in the project and automatically retrieve and calculate all invoices, purchase orders, subcontracts, and expenses.

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