

ValueFrame



Professional Services Automation ABC

A All-in-One Solution

ValueFrame Ltd is a Finnish software company that provides [cloud-based](#) on-demand professional services automation and customer relationship management solutions. The company was established in 2001.

ValueFrame's solutions are designed to [meet the business management needs](#) of professional services firms such as accountants and auditors, engineers and architects, advertising and communications firms, law firms, IT firms, consultants and B2B sales organisations.

According to a study conducted in 2010 by Accenture 25% of work time is spent managing and searching for existing information. For a professional services firm [time is money](#) and time spent in non-billable activities means loss of revenue. [Information management](#) is the key to run an efficient and profitable professional services business.

ValueFrame PSA Pro is a [comprehensive, industry-specific professional services automation solution](#) that is available 24/7. Our expert services include implementation, training, consulting and support. Our solutions can be [customised](#) according to your requirements as well as [integrated](#) to a variety of other applications such as accounting software to avoid double entry of information.

All our solutions are cloud-based, letting you focus on your [core competence](#). You avoid spending money on servers or other hardware. You can also [forget software installations](#) or manual upgrades as well as additional investments in backups or information security. Simply log in to the solution and use it, we take care of the technical stuff. And since you [only pay monthly rent](#) according to the actual number of users you do not need to purchase costly user licenses up front.

Cloud service



*Do you want to run a more profitable business?
We can help.
93% of our clients would recommend ValueFrame.*

"For us ValueFrame PSA Pro professional services automation system is a comprehensive tool for both management and consultants alike. It provides us with real-time information about all our customers and projects as well as reports such as billing forecasts or sales opportunity development."

CEO Mikko Luoma, Management Institute of Finland MIF

Business efficiency



Why use separate systems, when you can get an **all-in-one** solution? Efficient professional service companies must combine sales, project management and customer relationship management. ValueFrame PSA Pro provides all the tools you need in every step of your customer's lifespan.

Create prospects, clients, and plan projects. Make time sheet entries and expense reports. Save project and meeting memos. Find free time in the team calendar. Invoice your work and send the invoices to clients with just a few mouse clicks. Follow your sales funnel or project and account profitability in **real-time**. Forecast future billing and compare this with your target. Let **key performance indicators** such as utilisation, charge-out rate, and profitability rate guide your business decisions.

ValueFrame PSA Pro **combines** your financial information, sales and opportunity management, project and resource management, time sheets and client and employee information.

Management reports help you **analyse** your business and to make the **right decisions** to accelerate growth and improve profitability. Your business is more efficient with uniform practices and digital processes.

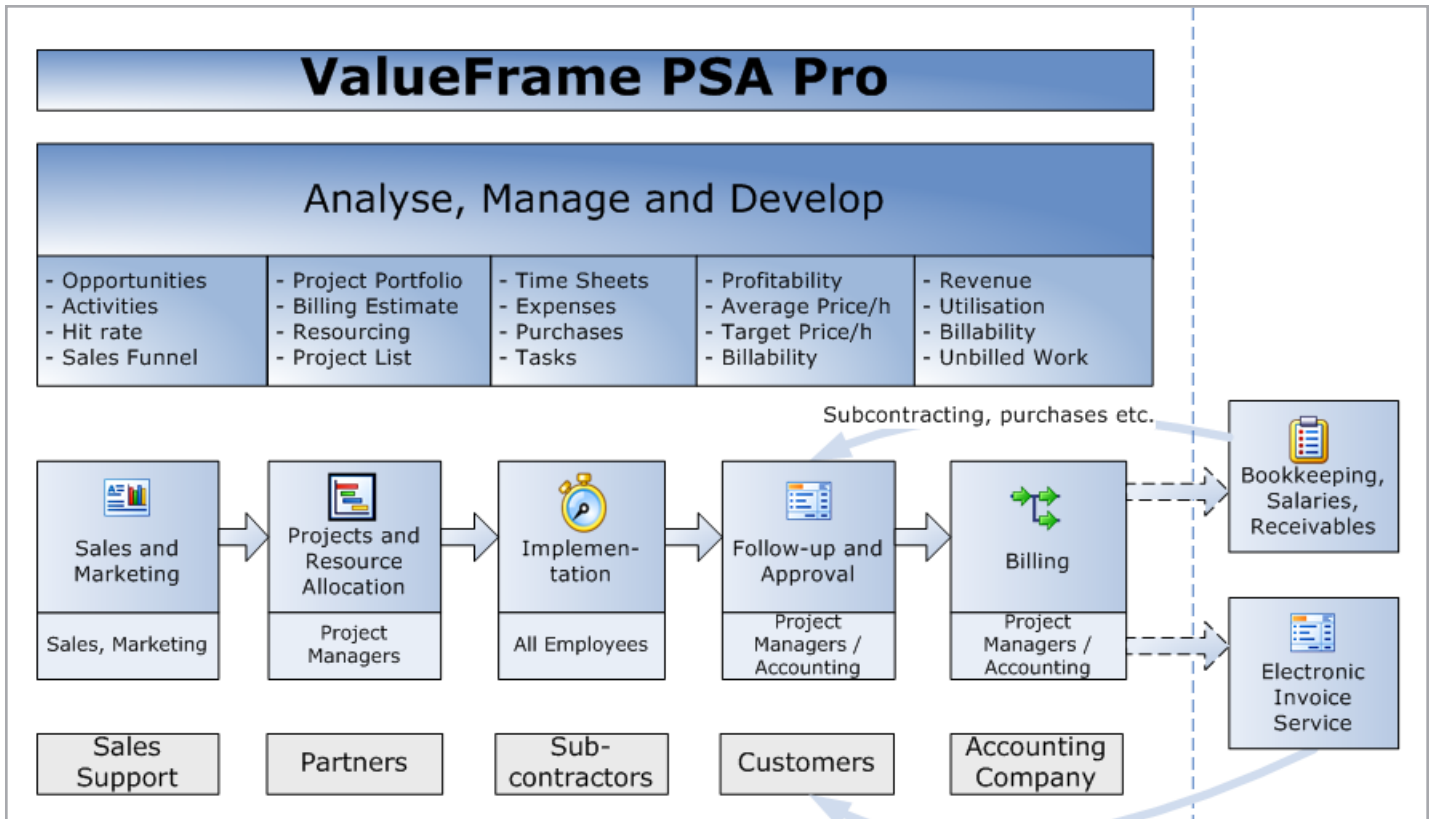
ValueFrame PSA Pro includes the following modules:

Project Management	Sales Activities
Time Sheets	Sales Targets
Project Costs	Opportunities
Resource Management	Call Lists
Comprehensive Reporting	Team Calendar
Expense Reports	Group E-mail
Invoicing	Marketing Distribution
Prospects and Clients	Lists
Contacts	Address Labels
	Employee Master Data

The following add-ons are also available:

- Helpdesk / Task Management
- Extranet
- Accounting Software Integration
- Integrations to Other Software
- E-mail Integration
- Calendar Synchronisation
- Web Leads
- Data Warehouse

ValueFrame PSA Pro - All-in-one solution to manage your business processes efficiently and profitably.



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RM + PSA = PSA Pro

Implementation and customer care

How can we make sure that you get value for your money?

- The implementation project ensures that you start reaping the benefits from the start
- A typical implementation takes only a few weeks
- Over 300 implementations guarantee our expertise and ensure a successful start
- Industry best-in-class support provides you with professional and personal assistance in all your questions

Analysis

- Introduction to your business
- Identification of crucial process bottlenecks
- In co-operation with the customer



Customisation

- Customisation of the service according to the analysis
- No programming required
- ValueFrame consultant performs



Data transfer

- Import existing data from previous systems
- For example prospect, client and contact lists, projects etc.
- In co-operation with the customer



Training

- Training in groups according to user roles
- Typical roles include power users, project managers, sales and management
- ValueFrame consultant performs



Support and administration

- Support by phone or e-mail
- Updates, backups, data security and constant service monitoring ensure care-free use
- Consulting and training services available as your business evolves

Implementation project and customer care



Our customers include industry leaders such as Bob Helsinki, Foreship, KVA Architects, Ljusarkitektur, Management Institute of Finland MIF, Pohjoisranta Burson-Marsteller, Rantalainen Oy IA International, Solita and Vahanen Group.

”People working in a creative industry are often reluctant to use information systems to manage their business, because they are afraid that such solutions will restrain their creativity. In reality this could not be farther from the truth; a professional services automation solution such as ValueFrame frees resources to focus on core business. We have recommended ValueFrame PSA to other professional services firms and will do so in the future as well.”

CEO Aki Davidsson, Davidsson & Tarkela Architects



More information about ValueFrame and our industry-specific solutions at www.valueframe.com. Contact us myynti@valueframe.com.

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