Resultant

PROSERV ANALYTICS ENGINE
Transform Your Skilled Services Business with Data-Driven Insights

Managing a professional services firm is a difficult ever-changing puzzle of people, projects, and pipeline.
We've leveraged data & technology internally to bring clarity in the chaos and accelerate the path for other ProServ firms using this experience.

CURRENT STATE
Problems you may have

Inaccurate Revenue Forecasting	Suboptimal Resource Utilization	Untimely Hiring	Inconsistent Project Health
ASK YOURSELF:	**ASK YOURSELF:**	**ASK YOURSELF:**	**ASK YOURSELF:**
Do you struggle to predict revenue effectively, complicating financial forecasting and sales goals?	Do you experience arbitrary resource allocation with top staff charging less than they're worth for billable rates?	Are you unable to hire the right people fast enough based on demand, causing missed revenue opportunities or too many hires?	Do you struggle to keep track of project statuses, make accurate forecasts, and stay on budget?
WHAT IF:	**WHAT IF:**	**WHAT IF:**	**WHAT IF:**
You could monitor leading indicators to understand what will drive growth in the future?	You could better understand how employees are distributed within the firm?	You could determine optimal staffing needs in advance for both current and future projects?	You could better track the financial and operational health of projects and clients?

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FUTURE STATE
Solutions we provide

Introducing ProServ Analytics Engine: We create tangible value by integrating business context with proven data models and technology.

Valuation Increase	EBITDA Growth	Headcount Efficiency	Operational Efficiency
With ProServ Analytics Engine, you can: Improve revenue predictions, strengthen financial health, and enhance confidence in future success during due diligence.	**With ProServ Analytics Engine, you can:** Increase revenue and EBITDA by optimizing staffing and rate attainment.	**With ProServ Analytics Engine, you can:** Realize significant cost savings through strategic hiring and reduce turnover rates, achieving higher employee satisfaction.	**With ProServ Analytics Engine, you can:** Automate manual processes, resulting in significant time savings and increased operational output.

Professional Services firms have realized significant ROI from the ProServ Analytics Engine

ROI from optimized resourcing
Modules: Resource Utilization, Resource Management, Talent Management

Increased Utilization
- Identify instances of mis-allocation across teams to fill people's plates and increase utilization
- Resultant's utilization has grown from 73% ('21) to 81% ('24), providing multi-million-dollar revenue impact

▲ **Annual Revenue Up to 5%**

Optimized Rate Attainment
- Identify pockets of senior talent billing below market rates, equipping you to re-allocate accordingly
- Resultant's average rates grew by 22% from '22 to '24, significantly outpacing inflation

▲ **Annual Revenue Up to 3%**

ROI from optimized hiring
Modules: Resource Utilization, Resource Management, Revenue Forecasting

New Hire Revenue Capture
- If not utilized, new hires are expensive. Firms frequently hire with under-utilization for 1-4 months
- Resultant has shortened this timeframe to 1-2 weeks, pulling forward revenue capture

▲ **Revenue Up to 50%** in months 1-3 for new hires

Headcount Cost Savings
- If not utilized, new hires are expensive. Delays to hire the right talent at the right strategic time lead to cost savings
- In aggregate, Resultant has saved 2 FTEs of headcount cost across 100 total hires in 2024

▼ **New Hire Cost Up to 4%**

ROI from improved revenue forecasting
Modules: Revenue Forecasting, Sales Pipeline

Preserving the Bottom Line
- Strategic leaders should always be looking 3-12 months ahead
- When entering seasons of high growth, they pull investment levers to maximize revenue capture
- When entering slowdown periods, they make spending adjustments to preserve the bottom line

▲ **Margin Health**

▲ **Valuation** ▼ **Risk**

ROI from automating manual processes
Modules: All

Saving People's Time
- Office of the CFO has automated visibility into data and can spend time strategically planning
- Board meeting prep is focused on strategy, not calculating KPIs
- Resource management efficiency increases billing, saves operational overhead

▲ **Operational Efficiency**

▲ **Employee Satisfaction**

By partnering with Resultant, professional services firms can modernize their operations rapidly, drive value, and achieve exceptional ROI through data-driven decision-making.

For further information, please contact:
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