Leading professional service organizations use project portfolio management software (PPM) to manage their service delivery. The next generation of professional service automation software, PPM maximizes revenues and profits by helping organizations streamline operations and improve decision making. With PPM, organizations optimize resource utilization, decrease risk, and increase customer satisfaction.

PPM software provides integrated operational and analytical applications. The operational applications manage resource, opportunity, financial, time and expense, and project data. This information feeds the analytical portfolio management and business intelligence applications for strategic planning and business measurement.

Legacy, home-grown, and point solutions are inherently limited by the fact that they are not complete, connected solutions. Cobbling them together drives up costs and constrains an organization's ability to respond quickly to changing business needs. PPM is more than a collection of independent software functionality. Rather, PPM integrates the functionality to create a valuable infrastructure for running professional service organizations.

Under Pressure

Professional services organizations are under extreme pressure to win every available services dollar and increase margins. Consultants struggle to do more with less and still increase customer satisfaction and growth.

Now more than ever, executives must ask themselves critical questions:

- How can I increase resource utilization?
- Am I strategically targeting and winning the best engagements?
- Do I have the right people on my most important business?
- How can I maximize project margins?
- Can I improve project quality and customer satisfaction?

While these questions seem obvious, most companies today cannot quickly give an accurate, well-informed answer—even though the answer is central to effectively running their business.

In most consulting firms, highly paid professionals make up the lion's share of costs—as much as 70 percent of revenues. What's more, these are the very people who drive the organization's revenue, profits and competitive strength.

Still, most companies leave the day-to-day management of these "strategic workers" up to chance. Or rather, they leave it up to managers using a grab bag of e-mails, spreadsheets, and white boards to deploy human assets worth billions of dollars a year.

Opportunity Awaits

Automating the key business processes that surround service delivery fundamentally changes the way companies go about managing their high-value people and projects. The best solution brings together all the value-producing people in an organization to plan, schedule and deliver projects, issue updates, track costs, expedite billings, share knowledge, and even help develop careers.
Primavera Evolve® Product Suite

Primavera Evolve is built on a highly adaptable, secure, Internet-based architecture that has been proven in large-scale enterprise rollouts. The architecture allows the seamless integration of external applications via out-of-the-box connectors and Web services, resulting in significantly reduced integration efforts. Evolve’s RapidConnect™ implementation methodology gets organizations up and running in as few as 90 days.

Primavera Evolve’s industry-leading product functionality includes:

- **Resource Management**
  - Maximize utilization
  - Resource Management provides reveals the capabilities and utilization of the entire resource base. The scheduling and workflow system lets managers proactively identify and correct staffing gaps and quickly match the right people with the right projects.

- **Portfolio Management**
  - Build an unbeatable client portfolio
  - Portfolio Management aligns an organization’s entire portfolio of projects and resources with its market strategy. Executives can assess payoff and performance for both current and potential business. Evolve also includes resource portfolios for planning the optimal workforce and maximizing productivity across the enterprise.

- **Business Intelligence**
  - Know what’s happening and why
  - Business Intelligence lets organizations understand what is happening with their business and why. Evolve features packaged analytics that improve enterprise visibility and control over the service delivery process. These capabilities include budget vs. actuals analysis, demand forecasting, performance and productivity reporting, resource utilization drill-down, capacity planning and project dashboards.

- **Opportunity Management**
  - Win deals at the highest margins
  - Opportunity Management brings consistency and control to planning, estimating and delivering individual projects by leveraging hierarchical task management (work breakdown structures) and seamless integration with Microsoft Project.

- **Project Management**
  - Plan consistently and accurately
  - Project Management brings consistency and control to planning, estimating and delivering individual projects by leveraging hierarchical task management (work breakdown structures) and seamless integration with Microsoft Project.

- **Time and Expense Management**
  - Speed and increase billings
  - Time and Expense Management provides a fast, accurate method for capturing T&E actuals and updated estimates. With built-in approval mechanisms and offline capabilities, organizations smooth and accelerate the billing and collection process.

- **Financial Management**
  - Stay on budget
  - Financial Management provides project profitability analysis to support better decision making. It offers complete visibility and control over project budgets and financial performance across the global enterprise, with sophisticated accounting capabilities.
Primavera Evolve®

For 20 years, Primavera Systems has helped nearly 60,000 companies effectively manage their projects, people, and processes to achieve business success. That’s why we’re consistently ranked the leading project portfolio management vendor by top industry analyst firms.

Evolve helps professional service organizations sell, manage and deliver complex global initiatives. As a result, these organizations consistently exceed customer expectations, drive revenue and maximize profits. Simply put, they continually win and keep business.

Sell
Evolve allows professional service organizations to target profitable business, create winning proposals, and accurately forecast resource demand. Online dashboards provide clear visibility into project pipelines, allowing executives to prioritize and plan engagements, and determine the best performing areas of business. Flexible pricing scenarios deliver accurate and timely proposals that impress clients.

Manage
With complete knowledge of resources and projects, professional service organizations optimize billable resource utilization, share professionals across geographic and organizational boundaries, and balance resource supply and demand. Evolve’s online team building and project workflow automation enable organizations to quickly assemble the “A” team for their most important customers, thus increasing customer satisfaction. Accurate client invoicing improves cash flow.

Deliver
Evolve frees organizations to deliver the highest quality initiatives while controlling costs and exceeding customer expectations. Workflow systems and process automation allow companies to change course in real-time and embed repeatable best practices. Ongoing project performance reviews weighed against key success criteria keep work on track. Project budgeting and accounting keeps spending plans accurate for improved oversight and responsiveness. In turn, clients come to expect only the best—and keep coming back for more.

Compete and Win
With Evolve, professional service organizations transform their resources into a powerful force that helps them achieve their business goals. They streamline operations and improve overall organizational effectiveness. As a result, they increase margins and revenue, control costs and optimize billable utilization. In today’s pressure-packed economy, the ability to compete and win depends on it.
Using Primavera Evolve®...

• The services division of an automobile giant projects productivity increases of 112 hours per week.

• An international network technology company increased resource utilization 41% per month.

• A major financial services company realized a 300% annual ROI after 5 months.

• A leading consulting firm now staffs projects in hours instead of weeks.

• A Fortune 500 consumer products manufacturer expects to save 25% in staffing costs.

Selected Customers

Autodesk
DaimlerChrysler Services
EDS
Ericsson
Siemens Enterprise Networks
Sun Microsystems

“Because of the advantages our networking and wireless services division realized by standardizing on the Evolve platform in North America, we decided to deploy in Latin America as well. These employees are now integrated into the same collaborative business processes.”

ERICSSON