Employee Utilization

Microsoft Dynamics[™] SL

BENEFITS

Increase productivity

Set goals for billable time, and then track hours and revenues against those goals by employee, project, department, or other employee grouping.

• Motivate employees

Build and support employee incentive systems with accurate performance data based on the achievement of billing and productivity goals.

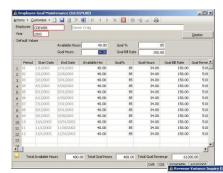
• Improve analysis accuracy

Incorporate account margins, labor multipliers, and billing write-ups and write-downs into realization results without manual calculations.

• Efficiently manage timekeeping variables Choose to exclude non-billable time such as vacation, sick leave, or jury duty from realization figures.

• Tailor analytical options

Create multiple utilization types, and summarize data by any time period and employee grouping you like for convenient analysis. Get the information necessary to improve the profitability of service professionals and other human resources. Track personnel availability, billable time, revenues, and the realization of established utilization goals. View timecard line-item detail, or speed up analysis by customizing and summarizing data in a variety of groupings and time periods.



Quickly view resource goals and performance to adjust to new business demands.

Gain insight into resource-generated revenue tracked against original goals.

								11 Tolman Tracy 12 Wheeler Wendy 13 4 Revenue 346039.69			
								Goalt	Revenue	-587850	.00
ce Report								-			.012
1d2 • H + 🚳	õ 🗄 🐩 🕅	× 700		Total 31	1801	31 af 31	132				
											1
Date: Priday, March 03	2006			Con	oso Busi	iness Solut	ions			Page	
Time: 3:54:297M Unit: EVEADMEN					Levenue V	Miance Report	1			Report: Company	00
				Selected Pe	140. 2100	A - 3910004					
			ana -				- Drat -				
Engloyee Same 6 Numb	w Hard		Adjust reents:	Groes Roda	N et Folle	HILLING	Refer	Revenue	Hart	Values	
Any, Banta - Abili	12										
Detected Person Detected Person		1,111,11		248.98	148.00			1.11		1.11	1.1
Dates, Solitan - M											
PALAUTER PARTIES.			1.00	1.11	1.00					1.11	
24.00-20-20.54											
Catig, Bease - Chi Splantes, Parint	···· ,				111.00						I
Te	,			158.88	138.88						
Ford, Houtburg -	12	7,111,11	1.0	147.11	112.15						2.1
to be often Particip	101	1, 114.11	1.00	343.11	141.11		1.11	1.11		2.14	1.1
fromer, Procession											
falsoing Paring		7,878.21	1.00	382.85	382.85		0.00	8.88		0.00	
Taran - Bu - Ina ta		14,411.25	4.44	314.18	114.18			8.88		8.88	24.4
Laura, Rooman - Ki	-				110.00						- J
falastad Period		12-111-11	1.11	111.00	113.00			1.11			n.il
lines), Parachal -	14 Martine A										
Patented Paszed	+1	4.101.21	1.11		347.87		0.00	1.00	+1	0.00	1.12
74.84-74-74.84	10	11.413.19	1.00	342.22	348.88		0.00	8.88	18	1.11	11.4
Pauglas, July - 21	10.1581	1.125.00									
Pelester Periot		12,000.00		247.70	347.20						
Taxa-ba-bala											
ALLENDER PROTECT											
14 ho - 20 - 88 fs		782.73	1.00	327.08	327.08		0.00	1.11	· · ·	0.00	
Dates, Southann -	1401332a	6.112.11									
			1.01	321.86	321.86		0.00	0.00	18	0.00	1.1
74.44.74.84.54											

Filter detailed revenue information by time period to view revenue variance(s) and monitor overall performance.



FEATURES

BENEFITS

Productivity Management Support	Easily track available and billable time by employee, project, or Employee group. Establish goals for billable time, utilization percentages, and revenues, and then automatically calculate realization results over time.						
Automated Target Tracking							
Flexible Data Views	Identify convenient time periods for tracking and summarizing utilization. Then view information by employee, project, custom groupings such as departments or labor types, or even timecard line-item detail.						
Time-Saving Computations	Automatically account for margins, labor multipliers, write-ups, and write-downs in the billing process.						
Expense Tracking	Determine the overall profitability of employee activity by tracking related expenses such as travel costs.						
One-Time Data Entry	Save time and prevent entry errors by connecting information across Microsoft Dynamics SL						
Advanced Analysis Options	Instantly export utilization data to Microsoft Excel for advanced analysis.						



South Anna, Inc PO Box 3568 Glen Allen, VA 23058-3568 804-316-9660 www.southanna.com



This document is for information purposes only.

MICROSOFT MAKES NO WARRANTIES, EXPRESS, IMPLIED, OR STATUTORY, AS TO THE INFORMATION IN THIS DOCUMENT.

 $\ensuremath{\mathbb{C}}$ 2007 Microsoft Corporation. All rights reserved.

Microsoft, The Microsoft Dynamics Logo, are either registered trademarks or trademarks of Microsoft Corporation or Microsoft Business Solutions ApS in the United States and/or other countries. Microsoft Business Solutions ApS is a subsidiary of Microsoft Corporation.