

FinancialForce PSA and FinancialForce HCM

Joint Solution brings Peoplecasting to Services Organizations

In a Professional Services organization, the people are the product. Revenue, cost, and margin are a direct reflection of the people that deliver billable services. FinancialForce Professional Services Automation (PSA) helps you get the right resource on the right project at the right time, with tools to help you maximize utilization, track skills, automate time and expense, and manage billing. FinancialForce Human Capital Management (HCM) helps you with talent management, vacation management, and recruiting & onboarding; plus has everything you need to help engage and manage your people. By coupling the two, you get all the insight you need to “peoplecast”, as in know who to hire, when to hire, align the right skillsets with the right projects, plan training, track performance and goals, manage schedules and vacation - all from a single system.

Plus, by leveraging the power of the Salesforce cloud platform you bring native collaboration, global, social and mobile capabilities to your workforce with ease.

Highlights of this joint solution include:

One Source of Truth for all your employees

Say goodbye to chasing employee records and data in two systems to keep your records current and accurate. With PSA and HCM all your employee data is in the same system, 1-click away, and kept up to date so you no longer have to worry about which system is the most accurate. Employees also have self-serve functionality and can update their own records reflected automatically in the single system.

Capacity and demand forecasting aligned with hiring and recruiting

FinancialForce PSA allows you to track past, current, and future capacity demand with the help of robust reporting and scheduling tools and visibility into your sales pipeline. Now with HCM on the same platform it becomes seamless to collaborate with HR to recruit, hire, and onboard team members to meet the changing demand, while making it simple for services managers to participate in hiring plans.

Everyday performance management

Forget the annual review and bureaucratic performance tools of the past. FinancialForce HCM and PSA draw straight from the applications your teams work in everyday - from time and attendance to real-time feedback. Goals and training plans are now only a click away, keeping goals and training top of mind and helping with adoption and engagement. Built-in collaboration tools like Chatter also make it easy for everyone to capture and record important performance feedback as it happens.

Absence management that works for PSA

HR tracks and manages employees vacation benefits with tools for accrual, request, approval, and reporting. However, Professional Service Managers have a vested interest in this information to make sure employees get the time off they need to rest and recharge without scheduling conflicts that live in a separate PSA. With FinancialForce HCM and FinancialForce PSA together, approved time off will automatically appear in the PSA resource availability calendars so you can avoid surprises.

“ We believe the integration between FinancialForce HCM and FinancialForce PSA will help our company become more efficient than ever before. We are looking forward to the ‘peoplecasting’ element, allowing PSA to work with HR to better recruit and on-board the right employees at the right time.

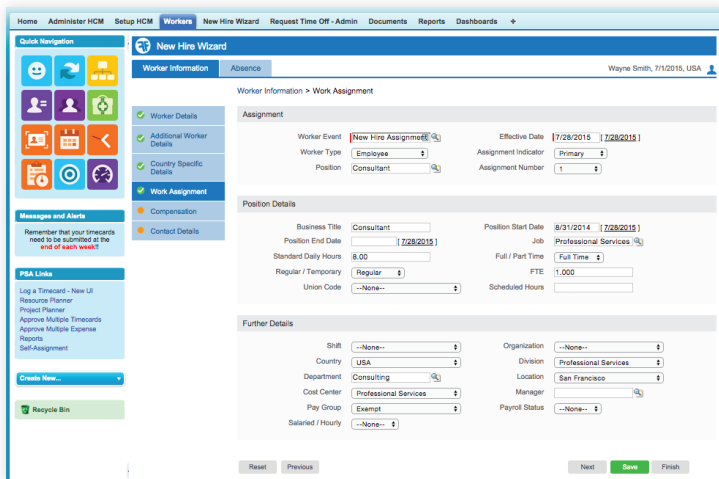
Alan Hall

SVP of Information Technology
at Jacobus Consulting

Harness The World's #1 Cloud Platform

Take advantage of modern, world class systems and applications without the IT costs and headaches, and get:

- Real time analytics from anywhere, at anytime.
- Mobile device support for iPads, iPhones, Droids, Blackberries etc.
- Chatter, the social media and collaboration tool for business.
- Customization and integration tools to customize and link your systems.
- Easy integration for your custom and third party applications with FinancialForce ClickLink™.
- Authorization workflow tools to coordinate your entire company.
- A full range of development tools to build your own app on the same cloud in less than 1/5 the time.
- 1500+ complementary and vertical applications listed on the AppExchange that integrate with FinancialForce.com and salesforce.com applications.



“ For a services company, FinancialForce Peoplecasting is really going to transform the way we control our data and manage resources. Our biggest realized benefit with this PSA and HCM connection is that all of our data is truly created and maintained in one place, on one platform. Also, our employees love how with Peoplecasting, an approved Time Off request in HCM will also generate a PTO Timecard in PSA. This eliminates any dual-entry or miscommunication across apps. Peoplecasting will make all of our lives easier at Eagle!

Luke Fitzwater

Business Systems Manager at Eagle Productivity Solutions

#1 cloud platform for Professional Services organizations

- Manage all your people needs on an enterprise-class, trusted, secure, certified, scalable platform
- Share workflows and approval processes and break down the walls between projects
- Use common reporting and analytical tools across your entire business
- Get browser, tablet and mobile access for anytime/anywhere access to data
- Use social tools like Chatter to exchange information across the business

Drive better business decisions with a single, unified PSA + HCM solution

- Visualize and monitor key project metrics with dashboards and reporting from any device
- Improve employee adoption and interaction by providing the same user interface for HR, PSA, CRM and other back-office applications
- Empower users with self-service capabilities and social tools to maximize productivity

Empower project managers to do more

- Recognize, retain and reward your talent with 360 degree performance reviews, goals management, and compensation planning
- Provide employees with more social features, e.g. update personal information, refer friends or family for positions, request time off
- Eliminate manual integrations between modules, toggling between interfaces, and unnecessary searching for information

Focus on strategic initiatives by automating manual tasks

- Eliminate routine paperwork and data entry for HR with employee and manager self-service
- Easily configure approvals and notifications on any employee or manager initiated self-service request
- Leverage date monitoring which allows system management of future dating of all transactions (e.g. return from leaves or expiration of certificates/licenses/visas)

FinancialForce.com delivers ERP at Customer SpeedSM. Built on the Salesforce1 Platform, FinancialForce ERP equips customer-centric businesses with a unified cloud platform and all the applications necessary to grow both the top and bottom line. Our Financial Management, Human Capital Management (HCM), Professional Services Automation (PSA), and Supply Chain Management (SCM) apps allow businesses to increase the speed in which they operate and be more responsive along every touch point of a customer's journey. Founded in 2009 and headquartered in San Francisco, FinancialForce.com is backed by UNIT4 and salesforce.com.

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