

My Professional Services

Powered by MyABCM Brazil



My Professional Services is a solution focused on auditing, consulting and integrator companies, which aims to increase shareholder value through adequate cost and profitability management and effective monitoring of their business and support processes. This monitoring of information related to cost management will assess the quality of the company's operation, allowing for an action plan to be drawn up and providing more credibility to financial and operational information for safe decision-making.

My Professional Services is a complete and customized technology solution that offers support, training and technical consulting, in addition to having implementation accelerators that stand out for the sector-specific activity dictionary, with all the processes and reports that are essential for a granular analysis of the business's costs and profitability.

Who is it intended for?

The **My Professional Services** solution is aimed at any and all auditing, consulting and integrator companies that work offering different professional services to their clients. In addition to

checking the main performance indicators, information and management reports according to the business reality, the manager will have a strategic vision of the organization for better decision-making.

What is it for?

My Professional Services is a customized solution for consulting and audit companies, as well as for professional service companies in general. It enables the accurate mapping of operating costs as a whole, understanding how business and support processes contribute to the profitability by services, projects, customers, offices and businesses in general. It also allows drawing up scenarios and understanding the impact of idleness on the operation, as well as the cooperation of each Head/Partner, Leader, Manager and the entire hierarchy. With **My Professional Services**, it is possible to centralize information from accounting sources, consultants' notes, CRM and other peripheral systems in an intelligent modeling that will generate powerful insights and reports for decision-making and more efficient business management.

Benefits

- Understanding of the result by Customer, Project and Business;
- DRE/Ebitda/Ebit analysis by Project, Services, Customers, Businesses, Units, Heads, etc;
- Sophisticated Simulations and Planning that allow the understanding of the best equation for using the company's internal resources versus hiring third parties or temporary workers;
- Support for the pricing of services and hours for certain projects and customers;
- Ensures operational efficiency;
- Monitors, tracks and corrects efficiently and with transparency;
- Identifies critical points, where the greatest difficulties are and suggest solutions;
- Eliminates vicious process cycles, which lead to errors and losses to the organization;
- Assesses the costing methodology used and proposes improvements;
- Increased profit margins;
- Reduction in the risk of diversion of company resources;
- The manager will have access to accurate and up-to-date information.

Process

The **My Professional Services** solution integrates the company's databases with the **MyABCM** software and processes the information using the most appropriate costing methods for each situation. As a result, the implementation is streamlined and adaptable to different scenarios.

Specific characteristics of the process:

- Database integration from structured ETL;
- Variable costing of products and services;
- Operational costing based on validated methods;
- Indirect costing with the best existing techniques;
- Preparation of structured analyses;
- Model focused on improving operational efficiency and increasing profitability;
- Dashboard structuring for monitoring.

Challenges

The great cost object dimensions in the **My Professional Services** solution that stand out are: services, segments, customers, businesses and so on, identifying distortions and errors in procedures and calculations and indicating an ideal and safe performance for the company's management.

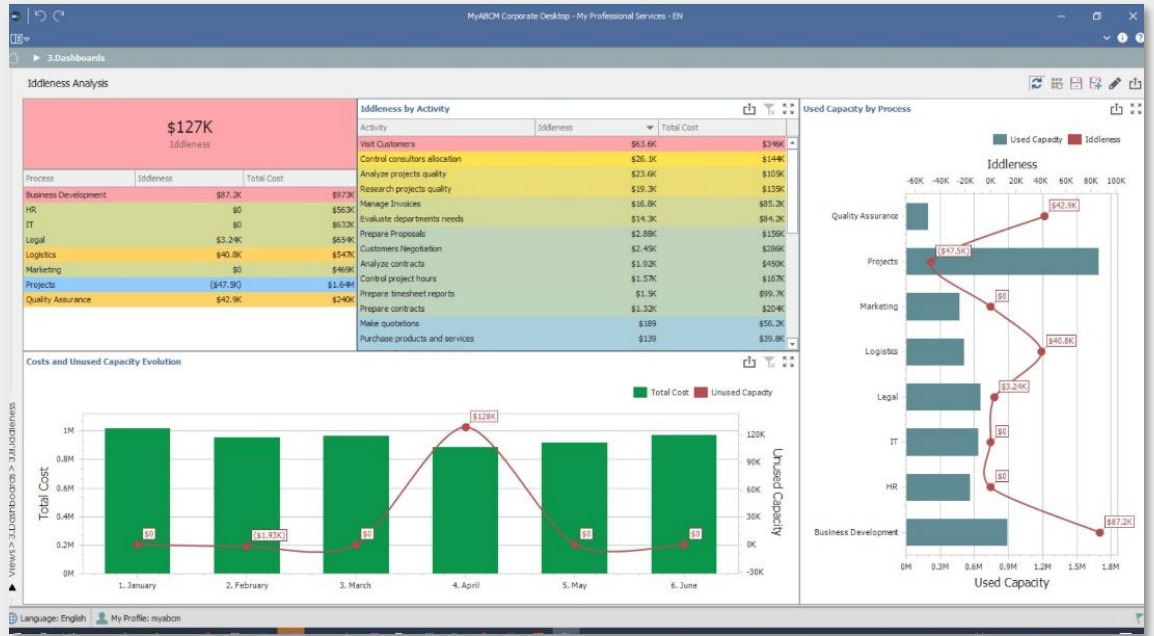
Given our vast experience, we can list what most managers seek:

- Dispersion analysis by services, region, customers and offices.
- Idleness analysis by activity, idleness by process, capacity used by process, and evolution of costs and idleness.
- Origin of costs and costs per services.

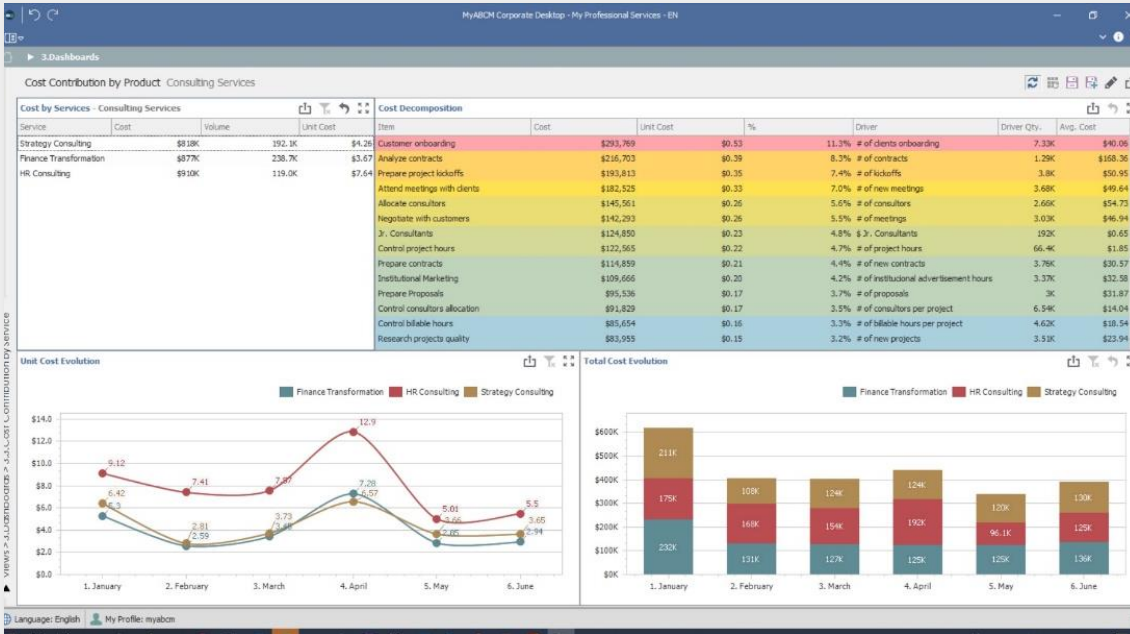


Dashboard:
Dispersion Analysis

Dashboard:
Idleness



Dashboard:
Formation of Costs
per Services



MyABCm is the leader in technology solutions for indicator-based planning and strategic cost and profitability management that help organizations increase the shareholder value. Combining unmatched experience and technological innovation in over 1,000 projects, MyABCm brings business and technology together to help clients improve their profitability and create sustainable value for the company.

To find out more, contact us: www.myabcm.com/contact
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