



maconomy people planner

for project-oriented organisations that want to optimise planning and management of resources and projects

challenges ...

In today's highly competitive environment, the need for efficient resource management becomes even more evident. In this situation, it is important that you gear your business to match the current market situation.

As people are the number one profitability driver in any project-oriented organisation, resource management becomes an operational as well as strategic parameter.

You are probably facing some of these challenges:

“ **Capacity planning is important in good times, but it's absolutely critical in challenging times.**

*Worldwide Business Consulting
Director Jon Mostyn, Hill & Knowlton*

People seem to be busy but **utilisation rates** are still at an **unsatisfactory**, low level

Some **people are always overloaded** while others are on the bench

Projects are based on guesstimates because there is no alignment between estimation, execution and the current resource situation

Too often you are **over-servicing clients** because you have no overview of planned baseline against actuals

You are not **getting the most out of your people's talent** because you have no repository of the skill sets of people across your organisation

You can't **match your long-term project pipeline against your planned capacity** to effectively support your strategic and tactical recruiting, subcontracting and organisational development

Resource management and capacity planning is based on local spreadsheets because you don't have a **corporate solution** to manage your most important asset – people

... solved!

Now imagine an integrated solution for resource management and project planning. Here, a few clients tell in their own words how Maconomy People Planner helped them optimise their resources.

” Maconomy People Planner has helped us increase our average billing percentage per employee, which has a direct impact on our bottom line.

Chief Project Officer Jens Erik Knudsen, CDM A/S

” We have optimised the allocation of our core competences so we use them on the right projects. Of course this will have a positive effect on the bottom line.

CFO Carl Vad Jensen, Atkins Denmark

” The overall idea and scope of the People Planner solution is great – it’s a tool of genius,

IT Manager Knut Brotnow, The Norwegian Opera

” We’ve been able to increase the proportion of time spent on analysis and management from 10-20% all the way up to 50% thanks to People Planner. That’s a huge difference in any company.

Worldwide Business Consulting Director Jon Mostyn, Hill & Knowlton

” In the perfect world, resource management should be an integrated part of project management, and Maconomy People Planner has given us that opportunity.

Head of Department Henrik Kaltoft, Atkins Denmark

To read the full case studies, go to:

maconomy.com/references



spot under-utilisation or over-utilisation in time to act

Increasing utilisation rates

Imagine knowing who is doing what at any given time. What if your department and project managers could monitor the load and availability of people when planning projects and allocating resources.

If you have a clear picture of your resource situation, then you can reduce the risk of lost profits caused by under-utilising resources that could have been assigned to profitable activities.

People Planner provides a real-time overview of resource availability. The resource overview is fully integrated with your project plans. You can monitor availability, load, utilisation, and revenue of all employees, and easily assign people to projects and opportunities.

Getting your estimates right

Imagine that projects are no longer based on guesstimates. What if you could base your resource requests directly on project plans and estimates.

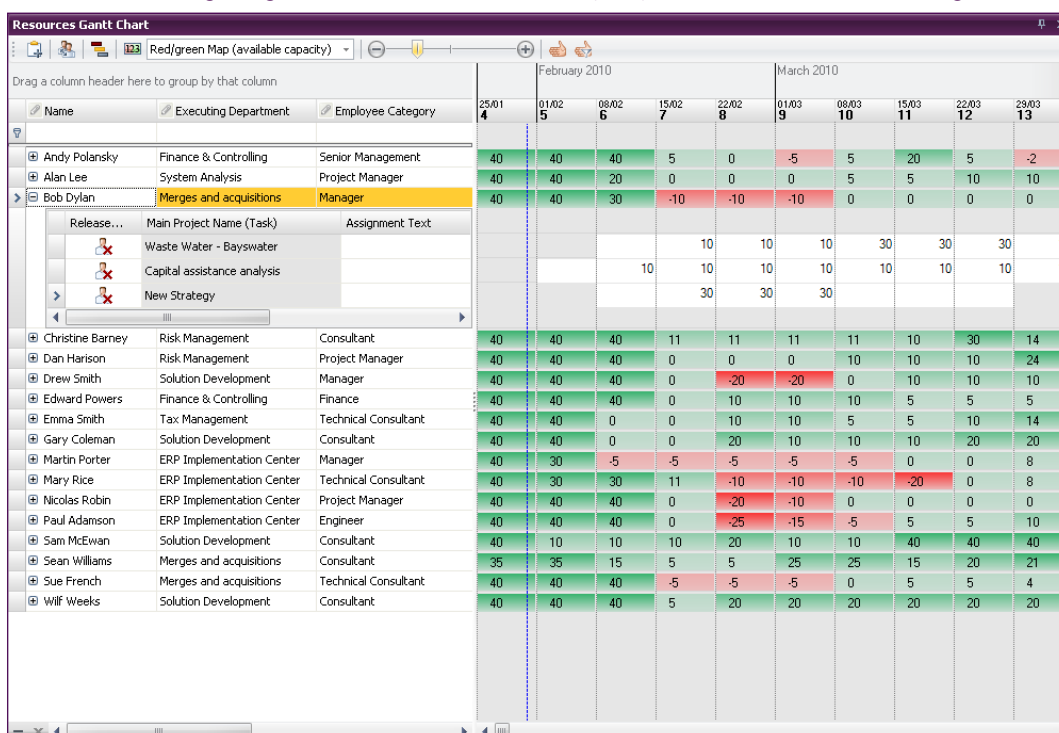
If you can measure progress and estimate to complete directly against the baseline, then your resource needs could be updated accordingly, overruns be tracked and your project economy would improve.

In People Planner, you can make project plans and estimate the cost and revenue of opportunities as well as real projects. You can set the baseline and measure progress with actuals against the baseline at any time.

“Tighter planning and control can help increase our resource utilisation by several percent over a period of six months, and that will help us offset the effects of business contractions.”

*Worldwide Business Consulting Director
Jon Mostyn, Hill & Knowlton*

Resource Managers get a clear overview of their people and what they are assigned to.



leverage your talents

“ Our project managers spend significantly less time fighting over the same resources. In the perfect world resource management should be an integrated part of project management, and Maconomy People Planner has given us that opportunity.

*Head of Department Henrik Kaltoft,
Atkins Denmark*

Moving from operational to strategic planning

Imagine having clear insight into long-term capacity plans. What if you have exact revenue forecasts based on your resource allocations.

If potential orders are directly included in your revenue and resource forecast, then you can plan ahead.

When you have a long-term overview of the capacity situation, then you can work smoothly between operational, tactical and strategic planning horizons and view revenue forecasts based on the plans. That is what People Planner is all about.

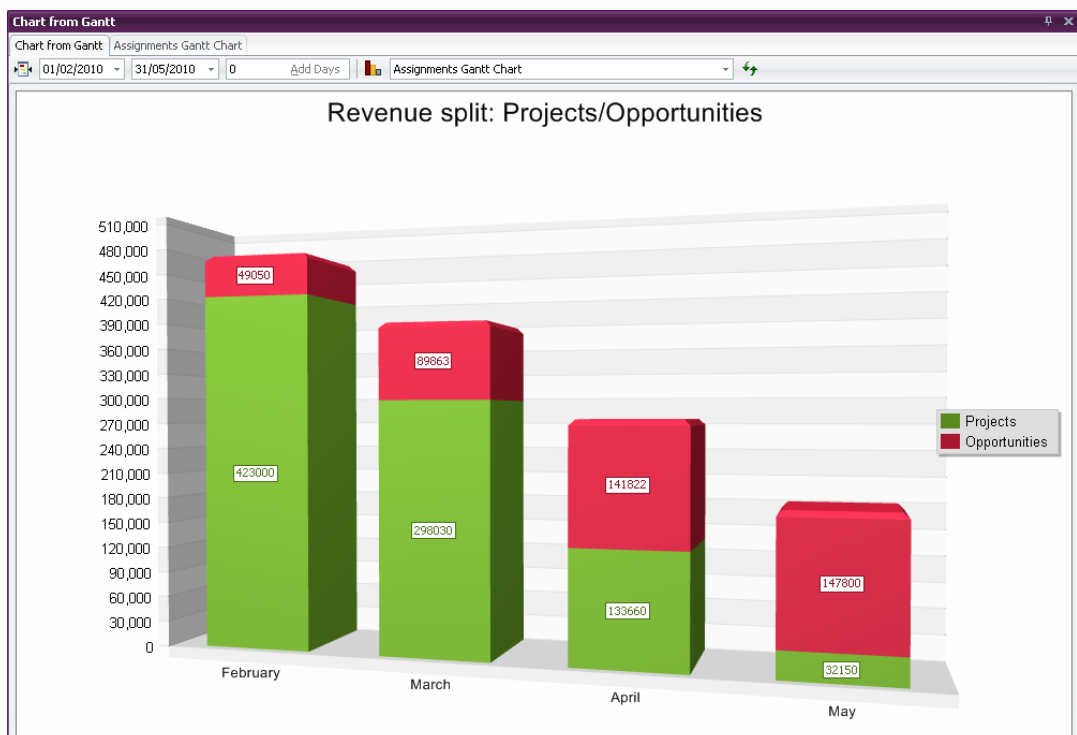
Securing visibility across your organisation

Imagine having a visual, intuitive and transparent resource overview across your organisation. What if your resource pool and project portfolio could be accessed by senior, department and project managers as well as employees in real-time.

When you have one integrated solution that supports everybody in your organisation in their project planning and resource-related work, then you can increase profitability.

People Planner enables you to abandon local spreadsheets or local stand-alone solutions in favour of a corporate solution for project planning and resource management.

The solution gives you corporate overviews of resource situations using graphical reporting tools equal to Excel.



increase and improve visibility when planning your resources

Increase utilisation

- Increase profitability by reducing idle time and spotting holes in calendars
- Maximise order intake according to capacity
- Reduce overruns by planning projects and keeping progress against the set baseline
- Avoid understaffing through reliable long and short-term capacity information
- Utilise resources cross organisation as you use one corporate solution

Simplified planning

- Graphical user interface
- Drag and drop bars to change allocations and scheduling
- Familiar concepts such as Gantt chart and grid structure

- Single-click switch between long term, weekly and daily planning
- Single-click switch between viewing Gantt, workload and capacity information
- Dynamic grouping to view plans by e.g. project, resource type, department, etc.

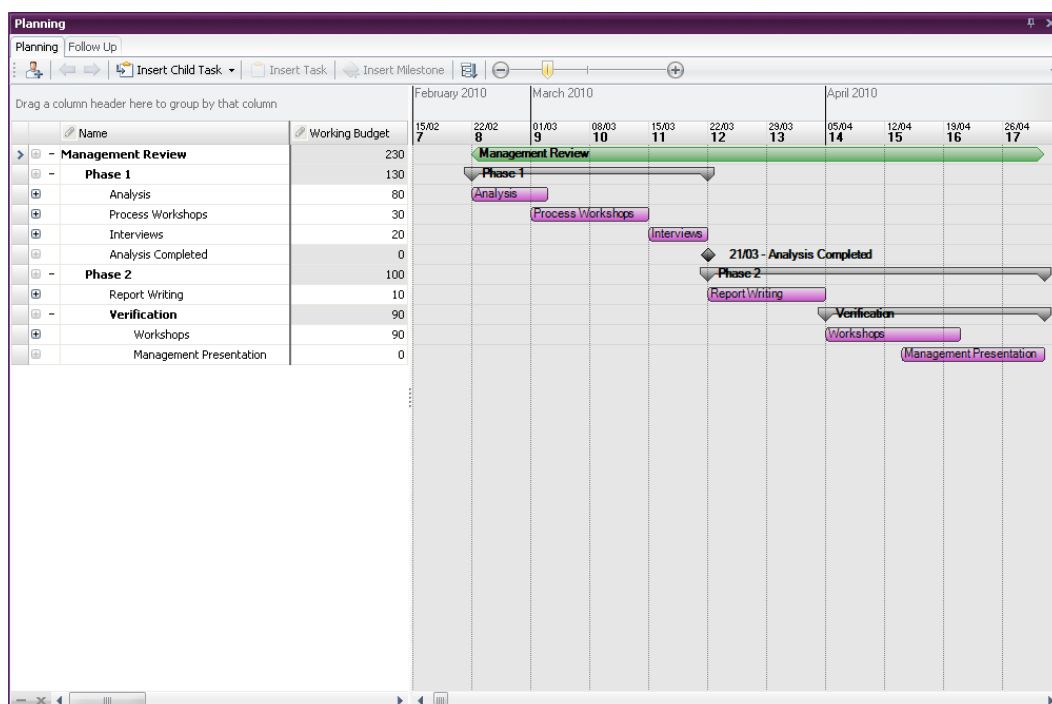
Flexible planning level

- Plan at project level or create detailed plans with full Work Breakdown Structure
- Plan individual projects on monthly, weekly or daily basis
- Planning at any level automatically consolidates to high-level overview
- Enterprise-wide view of employee skills, allocations, capacity and expected load

High configurability

- Easy configuration to match your company's planning methods – no customisation necessary
- One pre-configured view per role provides full overview and single-click access to time and capacity information
- Users can fit views, layouts and toolbars to their personal needs using drag and drop

Project Managers have full project planning functionality and views to support project control.



efficient internal processes to ensure that you don't waste time, money or talent

Resource manager or Resource planner

- View skills, capacity and expected load of your employees
- Plan your resources while viewing availability
- Detect future needs for specific skills and bring in the right resources at the right time
- Avoid capacity shortages and over-bookings
- View capacity and workload on daily, weekly or long term basis
- Spread workload to increase employee satisfaction
- Single, pre-configured overview matching your needs
- Use Outlook-like scheduler for planning

Project manager

- Plan projects graphically with drag and drop planning bars
- Make estimates and set the baseline for the project economy
- Use multilevel Work Breakdown Structure to divide large projects into phases
- View availability while assigning resources
- Reduce risk of overrun – full transparency of progress vs. plan
- Combine easy planning with advanced project financial management through integration with Maconomy

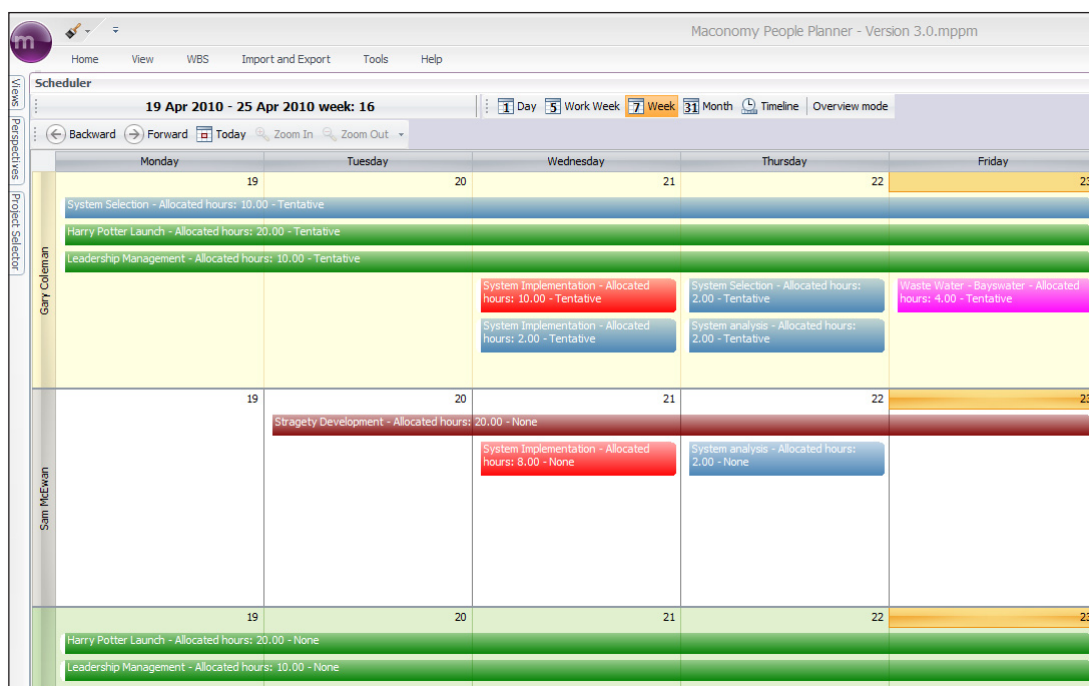
Senior management

- View revenue forecast based on all project and resource bookings
- Enterprise-wide view of resource capacity and load
- Monitor profitability and utilisation by company, department, etc.
- Drag and drop columns to analyse figures

Employee

- View assignments for projects in a browser
- View your own "My Plan" in People Planner
- Search for projects and tasks and assign yourself to them
- View or plan via Outlook

The scheduling interface gives you graphical overviews and enables you to use drag and drop for moving assignments as well as one-click booking options.





organic business solutions

Maconomy is a global provider of ERP business solutions for Professional Services organisations. The fully integrated solution incorporates financial management, project management, time registration, resource planning, CRM, HR and business intelligence for profitable results.

As a recommended provider to Professional Services organisations worldwide, Maconomy has focused exclusively on this sector for more than 20 years. This has given Maconomy unique insight into the best-practice processes of these organisations. Maconomy has created proven results for a wide range of international clients, including TNS, Devoteam, Semcon, ErgoGroup, Deltares and Rambøll, as well as all of the three biggest global marketing communications networks and four of the Big Five global accounting firms.

Maconomy is listed on NASDAQ OMX Copenhagen with headquarters in Copenhagen, Denmark. We have offices across Northern Europe and in the U.S. as well as an extensive network of business partners, enabling us to service and support around 600 clients in more than 50 countries worldwide.

For more information, please visit

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