

# Mastering Your Data: Revenue & Resource Insights and Optimization

NetSuite OpenAir

+



Power BI

## About the Solution

Our revenue and resource management capability gives you instantaneous access to the key aspects of your business without the burden of data extraction and manual manipulation in Excel. The dashboards provide an at-a-glance understanding of the health of your business pipeline and the optimization of your workforce. This enhanced reporting and analytics also provides a historical understanding of trends with the ability to perform "What-If" analysis so you can be prepared for the future and the changes it brings.

## The Competitive Advantage



### Information at your fingers

Get out of data management and into data synthesis. Adapt and adjust based on real-time information.



### Flexible view for today

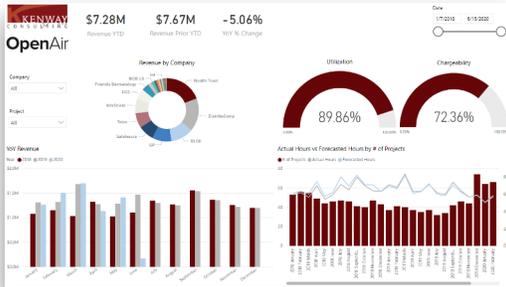
Better understand your current situation by looking at historical trends and potential future scenarios.



### Easy setup & maintenance

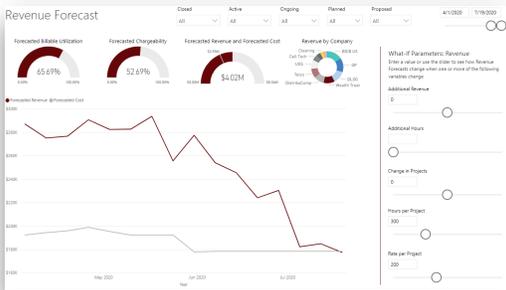
Leverage your existing Microsoft 365 suite to gain better insights without long lead times or custom development.

**Request your demo today!**



## Executive Summary

- Explore the current state and pulse of the organization.
- Deep dive into critical metrics like projected revenue, utilization and chargeability.
- Understand progress against top-down and bottom-up forecasting.



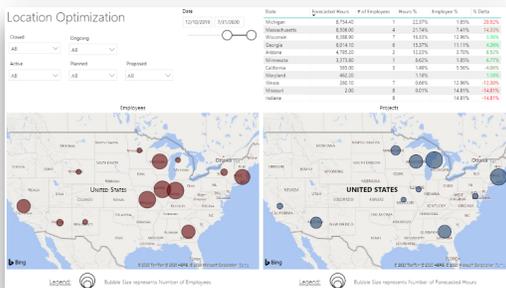
## Revenue Forecast

- Understand impacts to revenue by modeling "What-If" scenarios.
- Eliminate manual data alterations and report running used in data modeling.
- Drive data-backed liquidity defense plans.



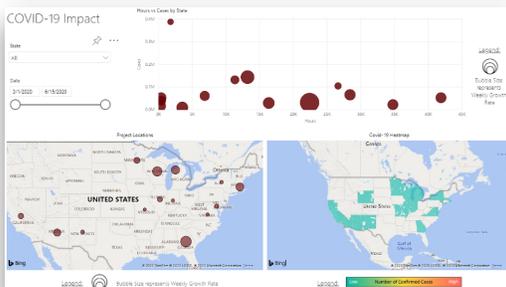
## Supply and Demand

- Identify instances of excess supply or heightened demand.
- Set appropriate strategies to keep supply and demand in line.
- Utilize "What-If" scenarios to understand supply or demand impacts.



## Location Optimization

- Focus in on where your supply is in relation to your demand.
- Make decisions on where to hire, where to market, and what offices need to be opened.



## Market Relevant Impacts

- Use bonus dashboard(s) to visualize impacts caused by major events.\*
- Bring in external data sources to marry up against your internal data.
- Overcome instances of inadequate risk scenario planning.
- Understand risks to employees and revenue streams.

\*subject to change with relevant events