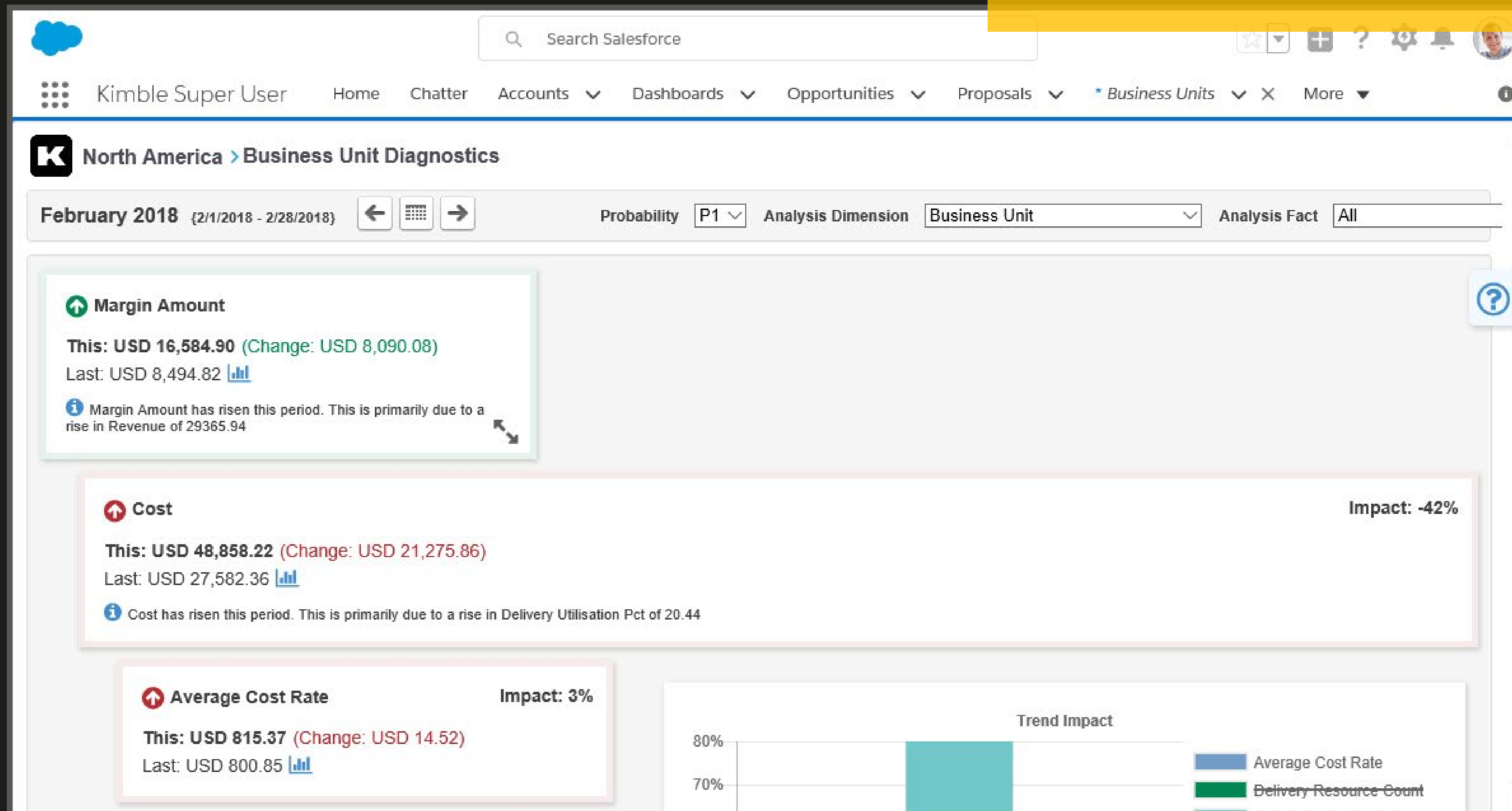


Drive a  
forward-looking business through  
Kimble, the leading Salesforce native  
PSA solution.



# Run a proactive business

Use diagnostics to drill into the factors that are affecting business performance and turn trends around.



# Break down silos

Proposal modelling encourages collaboration between Sales, Delivery, and Resourcing, helping you to ensure that the margins you sell are achievable.

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Search Proposals and more...

Manage Opportunity

Define Proposal

Proposal Scope

Edit Delivery Element

Enter

Assign

Prop

Man

Action

Tourism New Brunswick > Cloud Services > Proposal Scope

Cloud Services

Forecast Status: Probable (99%)

Contract Revenue: USD 62,915.80

Contract Cost: USD 37,547.36

Margin Pct: 40.32%

Short Name: Cloud Services Setup

Services Contract Revenue (USD): 65,004.39

Services Contract Cost (USD): 39,002.63

Expenses Contract Revenue (USD): 8,600.00

Expenses Contract Cost (USD): 8,600.00

Assignments

Expenses

Product Extension:

Usage Forecast Mode: % Target Margin

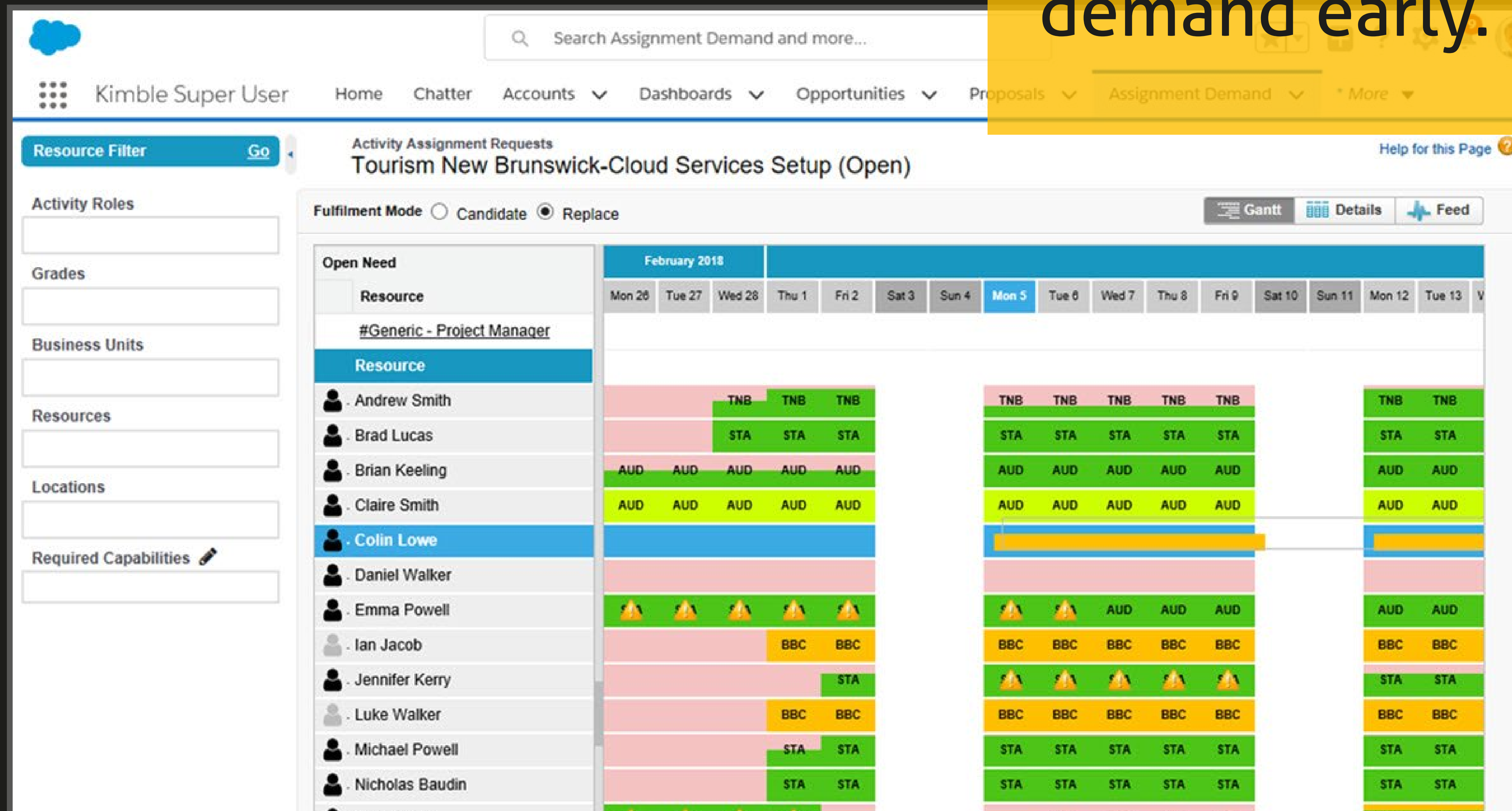
Target Margin (%): 40

Expected Usage (Day): 34.87

Expected Revenue (USD): 65000

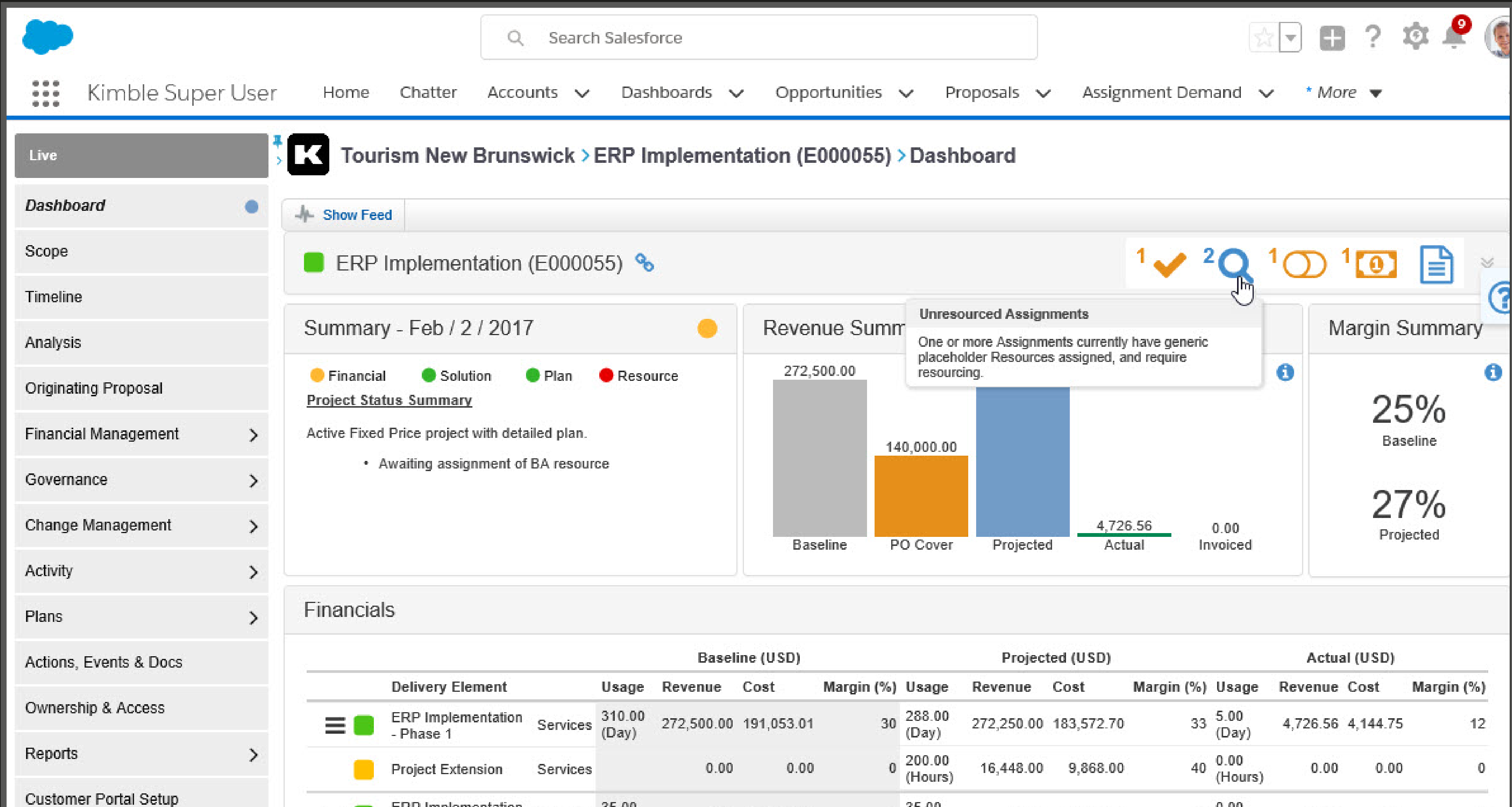
Resource	Role	%	Usage	Start Date	End Date	Utilisation	Cost Rate (USD)	Revenue Rate (USD)	Total Cost	Total Revenue	Margin (%)
+ Add Assignment											
#Generic - Project Manager	Project Manager	100	34.87	3/5/2018	06/14/2018	50.000000	789.47	1,315.79	27,528.95	45,881.58	40
#Generic - Developer	Developer	50	17.44	3/5/2018	03/28/2018	100.000000	657.89	1,096.49	11,473.68	19,122.81	40

Designed to use a best practice framework, Kimble reduces obstacles to taking critical next steps – like fulfilling demand early.



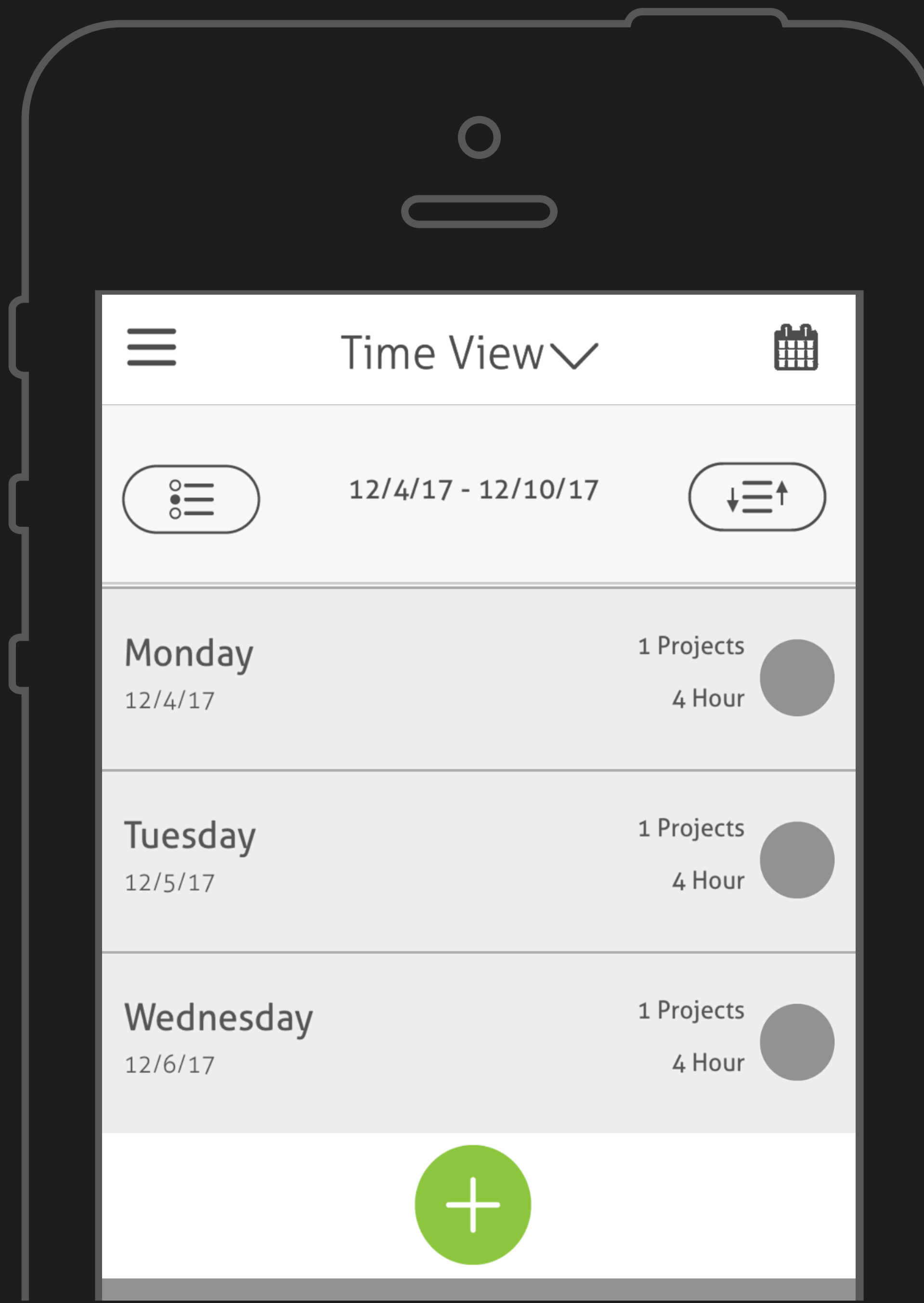
# Drive best behaviors

Kimble's Intelligent Insights act as a guiding hand.





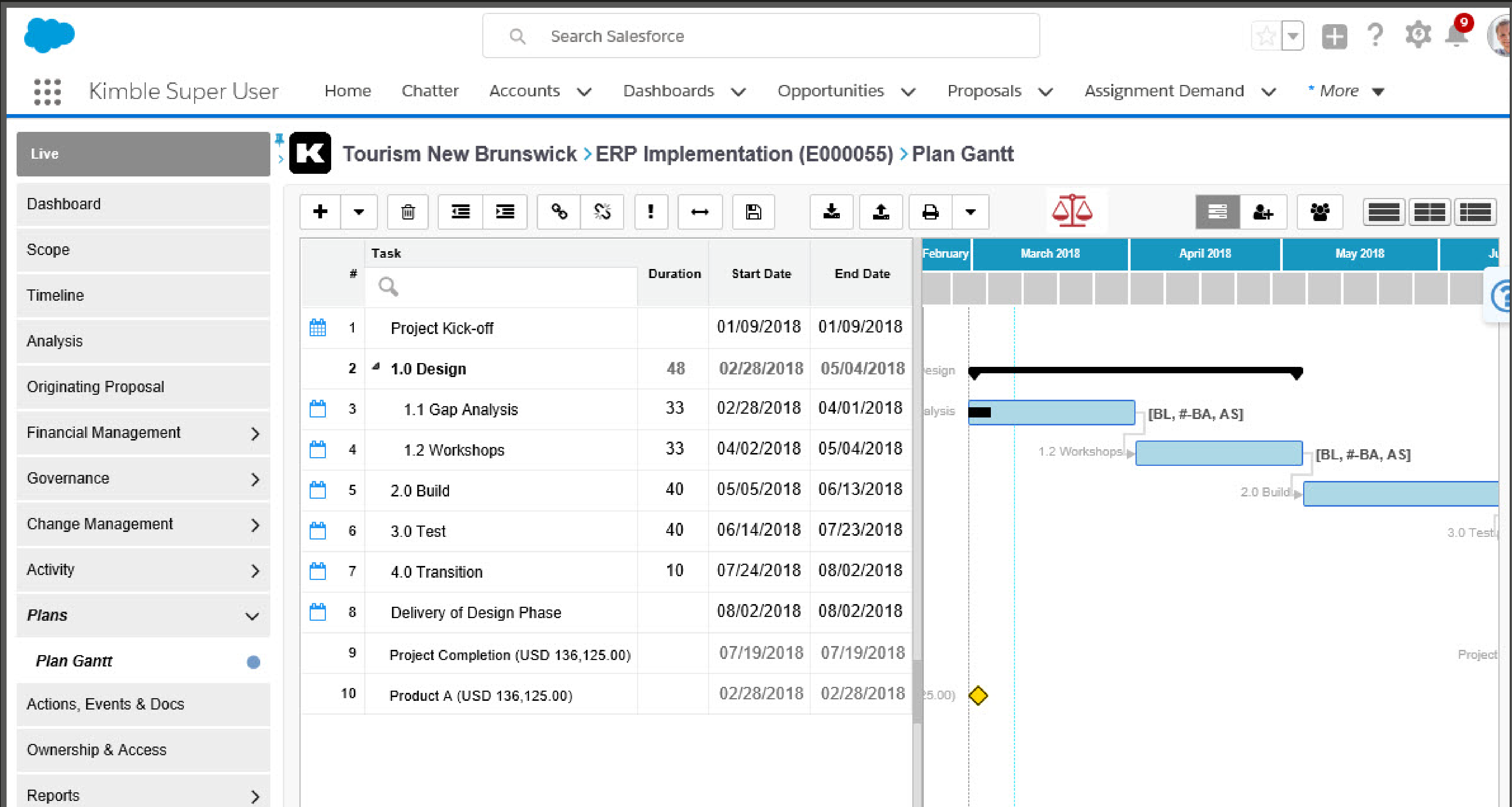
# Ease of use



Using the Kimble mobile app, consultants can enter time and expenses on the go, keeping information accurate and up to date.

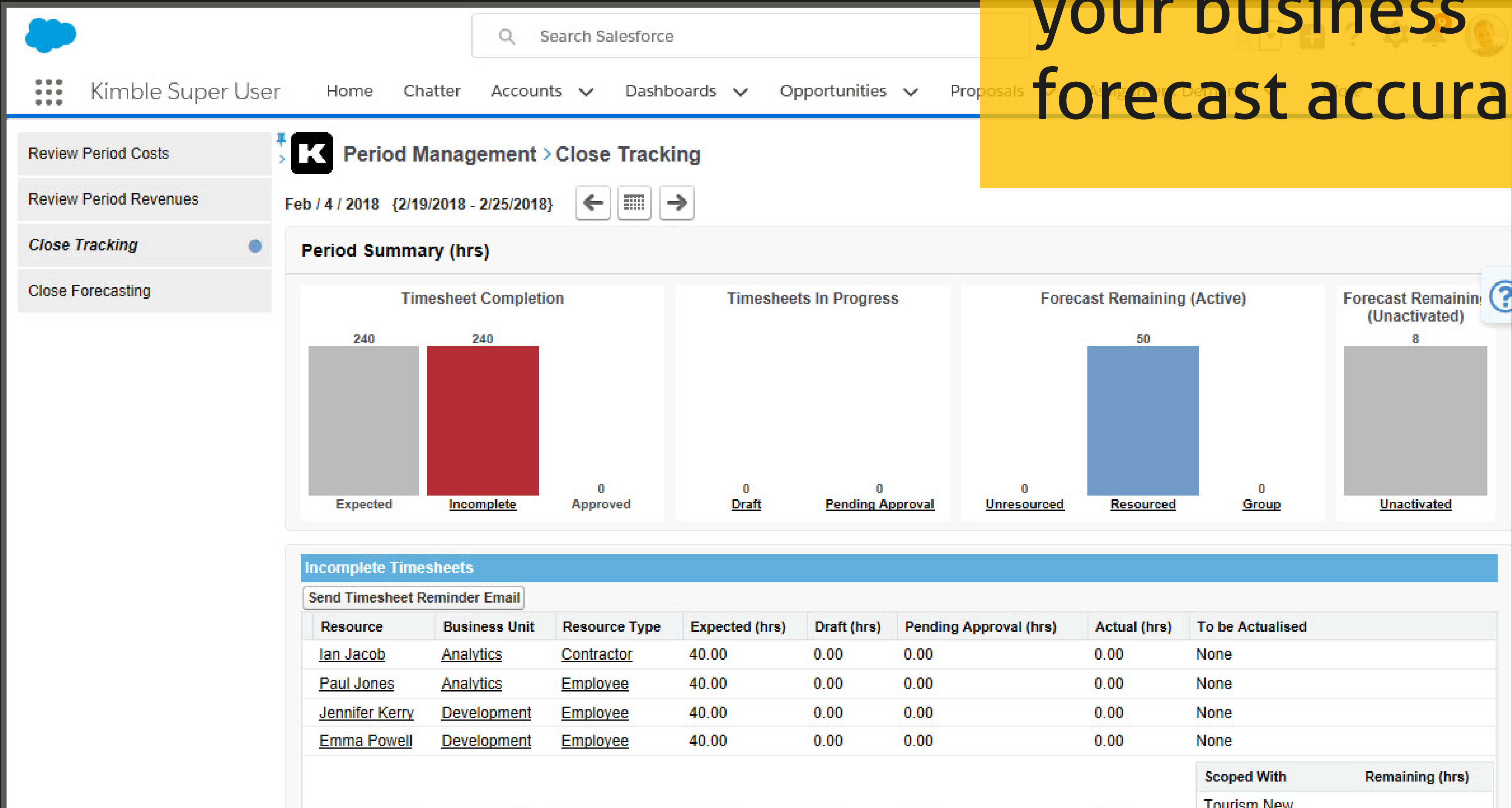
# Powerful project management

Project planning keeps resources aligned to tasks, and tasks aligned with your bottom line.



# Prevent revenue leakage


Weekly and monthly period close push resources to reforecast on a metronomic cadence, keeping your business forecast accurate.












# A comprehensive solution

From sales to invoicing, Kimble provides guidance, ensuring accurate billing the first time.





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Create New Invoice

Billing Account Tourism New Brunswick


Invoice Date 3/9/2018

Net Amount USD 136,125.00

Select Items to include for ERP Implementation - Phase 1 (2)

Select	Amount	Description
<input checked="" type="checkbox"/> ERP Implementation - Phase 1 Services	USD 272,250.00	
<input type="checkbox"/> Product A	USD 136,125.00	Product A Milestone on 28 Feb 2018
<input checked="" type="checkbox"/> Project Completion	USD 136,125.00	Project Completion Milestone on 09 Mar

USD 63,875.00



SEPO892846

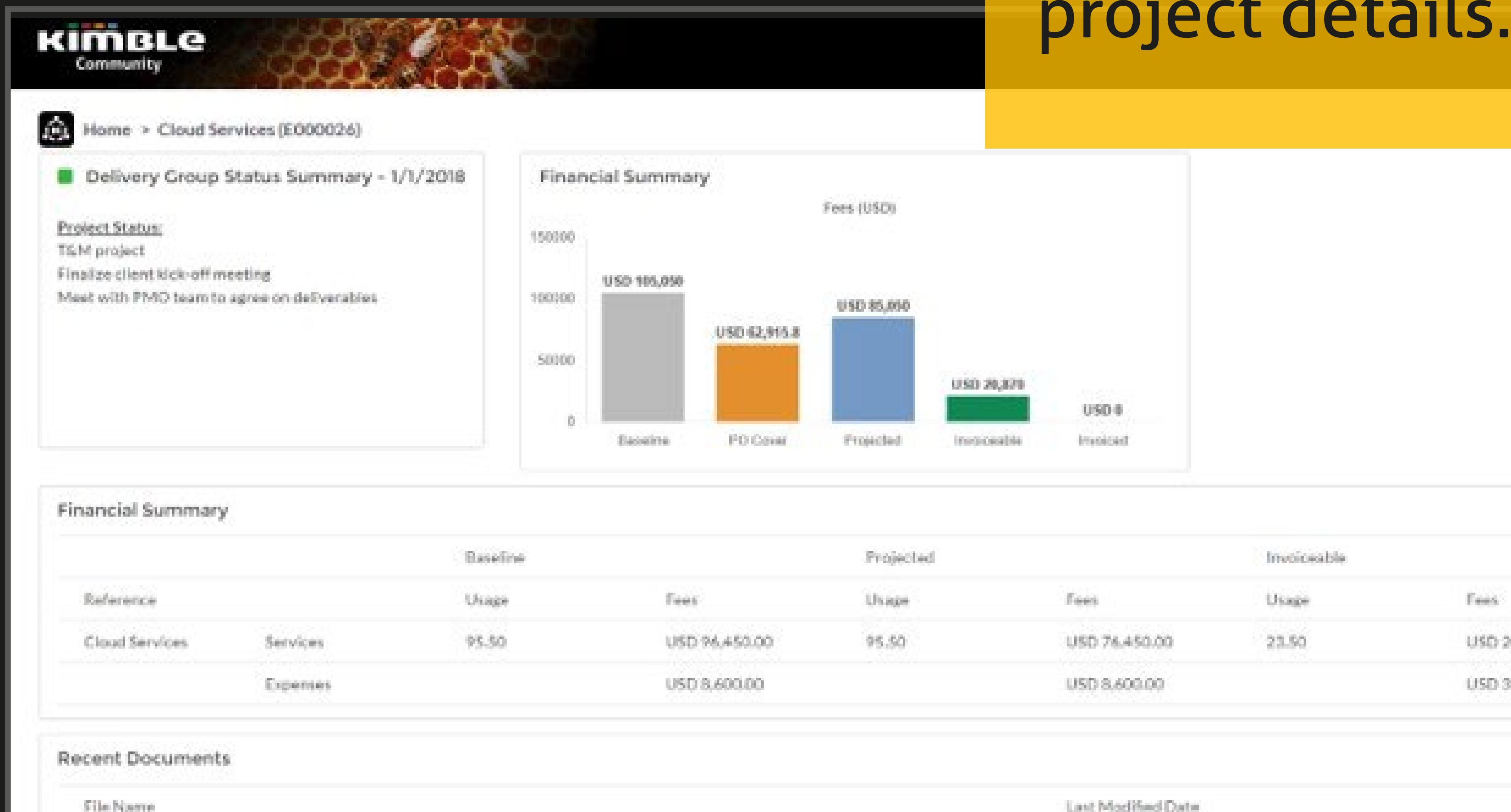
Cancel

Previous

Next

# Collaborate with your clients

The Customer Community gives your clients a window into Kimble, allowing them to view and approve project details.



# Speed to value

*"Kimble's intelligent insights help us to expand and to drive increased business performance without the need to take on many more administrative or supervisory staff."*

Highest sat PSA  
native to Salesforce,  
with low TCO and  
brisk speed to live,  
translates to  
long-term success.

---

HOWARD ROBERTS,  
PROFESSIONAL SERVICES DIRECTOR, CANON

- Designed by experts in PS performance to follow Best Practice Framework.
- Makes commercial implications visible to resources.
- Devolves accountability, empowering resources to take action.
- Coaches discipline, keeping forecasts accurate.

# **KIMBLE** Intelligent PSA

[www.kimbleapps.com](http://www.kimbleapps.com)