

ORACLE
NetSuite
Solution Provider
Partner



NetSuite for Professional Services – One Platform for Projects, People, and Profitability

Turn Projects into Predictable, Profitable Revenue with FinanSys





Why Professional Services Firms Choose NetSuite

Professional services firms succeed or fail based on **utilisation, project delivery, and margin control** — yet many organisations still rely on disconnected tools for project management, time tracking, billing, and financial reporting. When these systems don't talk to each other, firms experience:

- Delayed or inaccurate billing
- Margin erosion from poor cost visibility
- Resource utilisation blind spots
- Scope creep and revenue leakage
- A lack of real-time insight across projects and teams

To scale profitably, professional services organisations need a single cloud ERP platform that unifies projects, people, and financials — delivering clarity and control across the full services lifecycle. NetSuite, implemented by FinanSys, provides an integrated solution for: resource planning, project delivery, time & expense, billing, revenue recognition, and real-time reporting — all in one system.



About FinanSys



FinanSys is a trusted Oracle NetSuite partner, helping professional services organisations modernise their operations, improve utilisation, and increase project profitability with cloud ERP.



Why professional services firms choose FinanSys:



25+ years of ERP implementation experience



Deep expertise supporting professional services business models



Tailored NetSuite solutions aligned to services delivery lifecycles



Proven delivery for global organisations



A strong focus on improving utilisation, margins, and cash flow



Transform

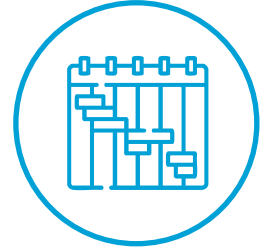
Your Professional Services Operations

Project & Resource Management

Deliver projects on time, on budget, and at higher margins.

- End-to-end project management from proposal to completion
- Real-time visibility into project costs, budgets, and margins
- Resource allocation and utilisation tracking
- Capacity planning aligned to demand and availability
- Change order management and scope control
- Profitability analysis by client, project, or consultant

Outcome: Better delivery performance, higher utilisation, stronger margins.



1

Time, Billing & Revenue Management

Ensure accurate, timely billing and predictable cash flow.

- Integrated time and expense capture
- Flexible billing models (time & materials, fixed fee, milestone-based)
- Automated invoicing and billing schedules
- Revenue recognition aligned to ASC 606 / IFRS 15
- Reduced billing delays and revenue leakage
- Faster, more accurate month-end close

Outcome: Faster invoicing, improved cash flow, and reduced revenue leakage.



2

Financials, Analytics & Forecasting

Connect delivery performance directly to financial outcomes.

- Real-time dashboards for utilisation, margins, and revenue
- Multi-entity, multi-currency accounting
- Profitability analysis by service line, client, or region
- Audit-ready compliance and full financial transparency
- Executive reporting for leadership teams

Outcome: Real-time insight into performance, improved forecasting, and faster decisions.



3



Key Benefits for Professional Services

For CEOs & Managing Partners



- Clear visibility across delivery, utilisation, and profitability
- Scalable operations that support growth without increasing overhead
- Better decision-making with real-time performance dashboards

For CFOs & Finance Leaders



- Unified project accounting, billing, and financials in one system
- Improved cash flow through faster, automated billing
- Accurate revenue recognition and compliance support (ASC 606/IFRS 15)

For Delivery Leaders & Project Managers



- Real-time visibility into project budgets, costs, and margin performance
- Stronger scope control and change order management
- Faster reporting and fewer manual admin tasks

For Resource Managers & Operations



- Improved utilisation with skill-based resourcing and capacity planning
- Better forecasting of demand vs availability
- Stronger workforce planning aligned to pipeline and delivery commitments





Professional Services Model Support

NetSuite supports all major professional services delivery and billing models, including:



Time & Materials (T&M)

- Timesheets and expenses captured in real time
- Flexible rate cards and approvals
- Automated invoicing and time-to-cash improvement



Fixed Fee & Retainers

- Milestone billing and progress-based invoicing
- Budget tracking and margin control
- Automated revenue schedules and reporting



Managed Services & Recurring Services

- Recurring billing schedules and renewals
- Resource allocation for ongoing delivery
- Visibility into profitability by contract and client



Hybrid Delivery Models

- Combine T&M, fixed fee, and subscription-based services
- Track profitability across mixed engagements
- Consolidated reporting by client, service line, or region





Why NetSuite with FinanSys

Delivers Better Results

- ✓ Professional services-focused configuration aligned to your delivery lifecycle
- ✓ Data migration, training, and ongoing optimisation
- ✓ Proven NetSuite implementation methodology
- ✓ UK-based support with global reach
- ✓ Project accounting and PSA expertise
- ✓ 25+ years of ERP transformation experience

Real Impact You Can Expect



Increased utilisation through real-time resourcing and capacity planning



Faster billing cycles, reducing time-to-cash and improving cash flow



Reduced margin leakage through improved scope and cost control



Faster month-end close with automated project accounting



Better forecasting using real-time delivery and pipeline visibility



A Single Cloud ERP System to Run Your Professional Services Firm

NetSuite replaces disconnected project tools, time systems, spreadsheets, and finance software with one integrated cloud platform that connects:



Project & Resource Management



Time & Expense Capture



Billing & Revenue Management



Project Accounting & Job Costing



Financials & Consolidation



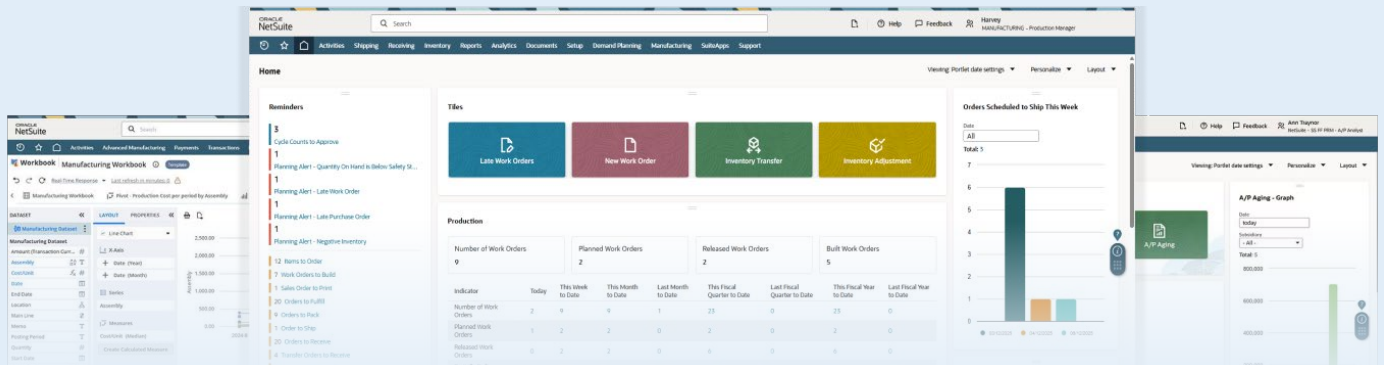
Utilisation and Margin Dashboards



Forecasting & Cash Flow Reporting



CRM / Quote-to-Cash



Take the Next Step

Don't let disconnected systems undermine project profitability.

See NetSuite in action and gain real-time visibility into projects, utilisation, margins, and financial performance — with a solution designed for services delivery.

Book Your Custom NetSuite Demo

FinanSys — Your Trusted Oracle NetSuite Partner.

Serving SMEs to multinational enterprises since 1998.

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