


# Summer Fun with PSA



The  
webinar  
will start at  
11am ET!

Eric Demers, Senior Solution Consultant  
Aidin Mohsenin, Tenrox Practice Lead

*August 12, 2015*

# Today's Speakers



**Aidin Mohsenin**

*Tenrox Practice Lead*



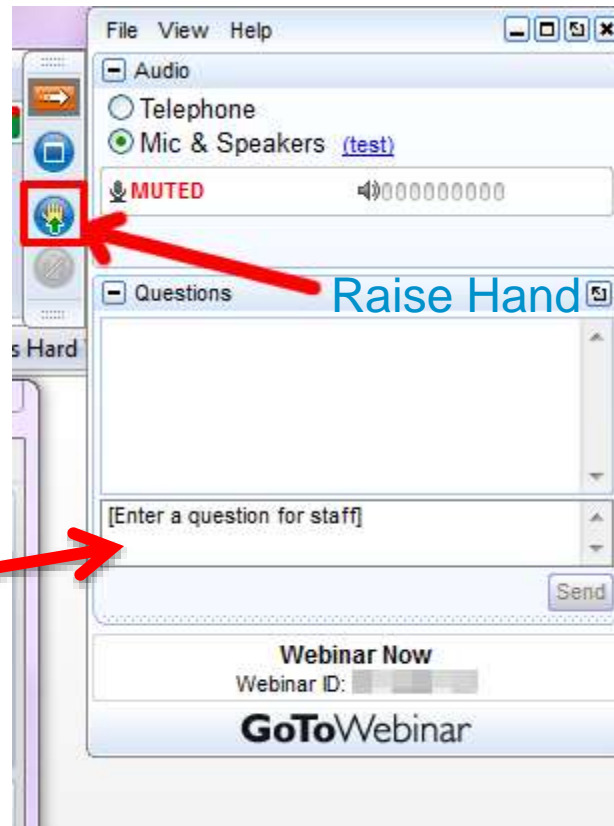
**Eric Demers**

*Senior Solution Consultant*



# Housekeeping

To submit a question:



Type in your question here

Raise Hand

Click Send



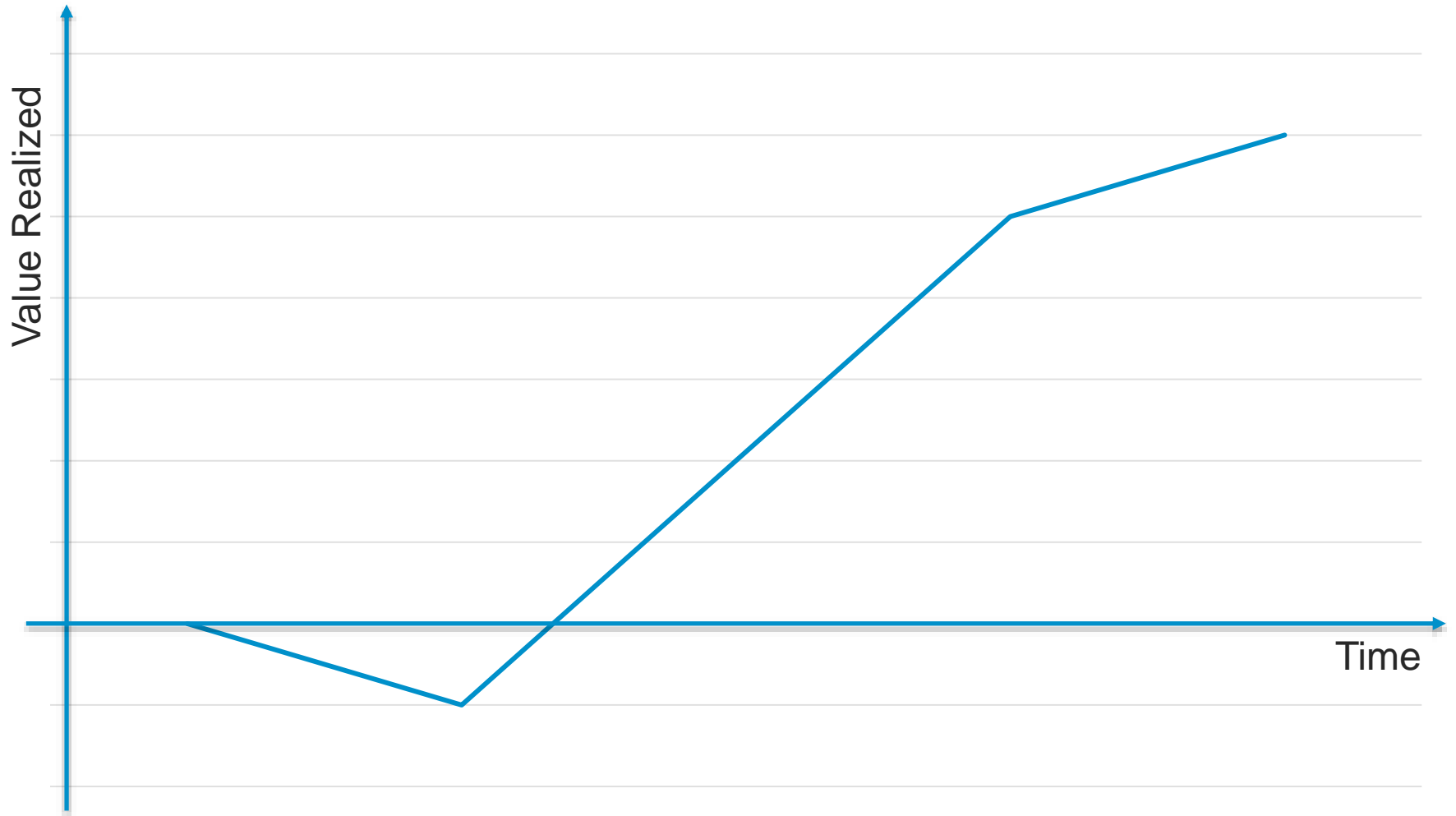
# Agenda

- Why a Webinar on PSA Basics?
- Target Audience
  
- 3 Low Hanging Fruits
- Quick Time-to-Value
  
- Audience Q&A



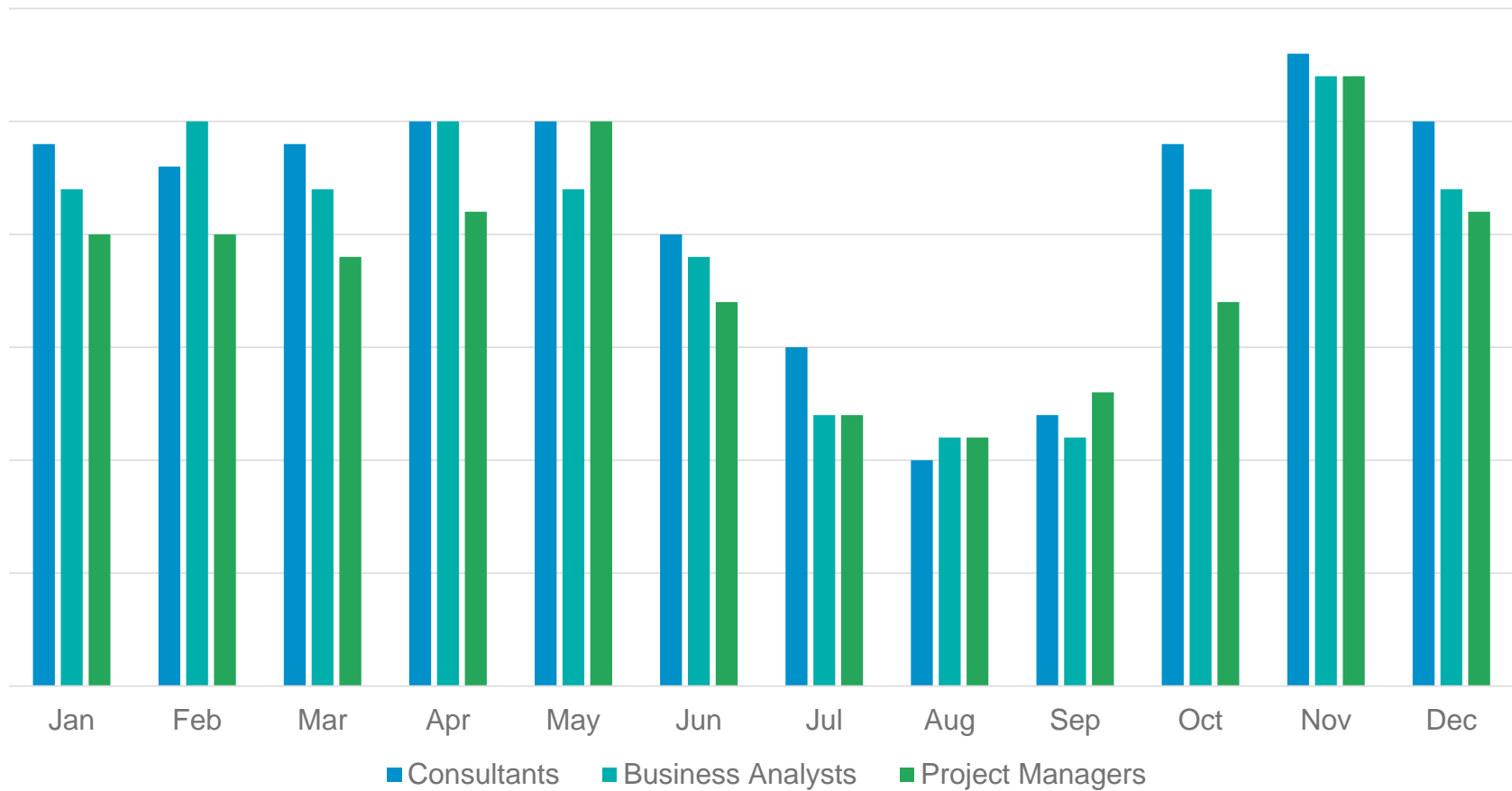
# **POLL: ARE YOU USING A PSA SOLUTION CURRENTLY?**

# The Best Time to Start: Yesterday

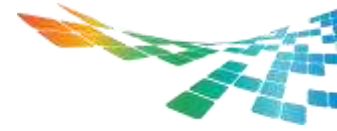


# The *Second* Best Time to Start: Now!

Resource Utilization

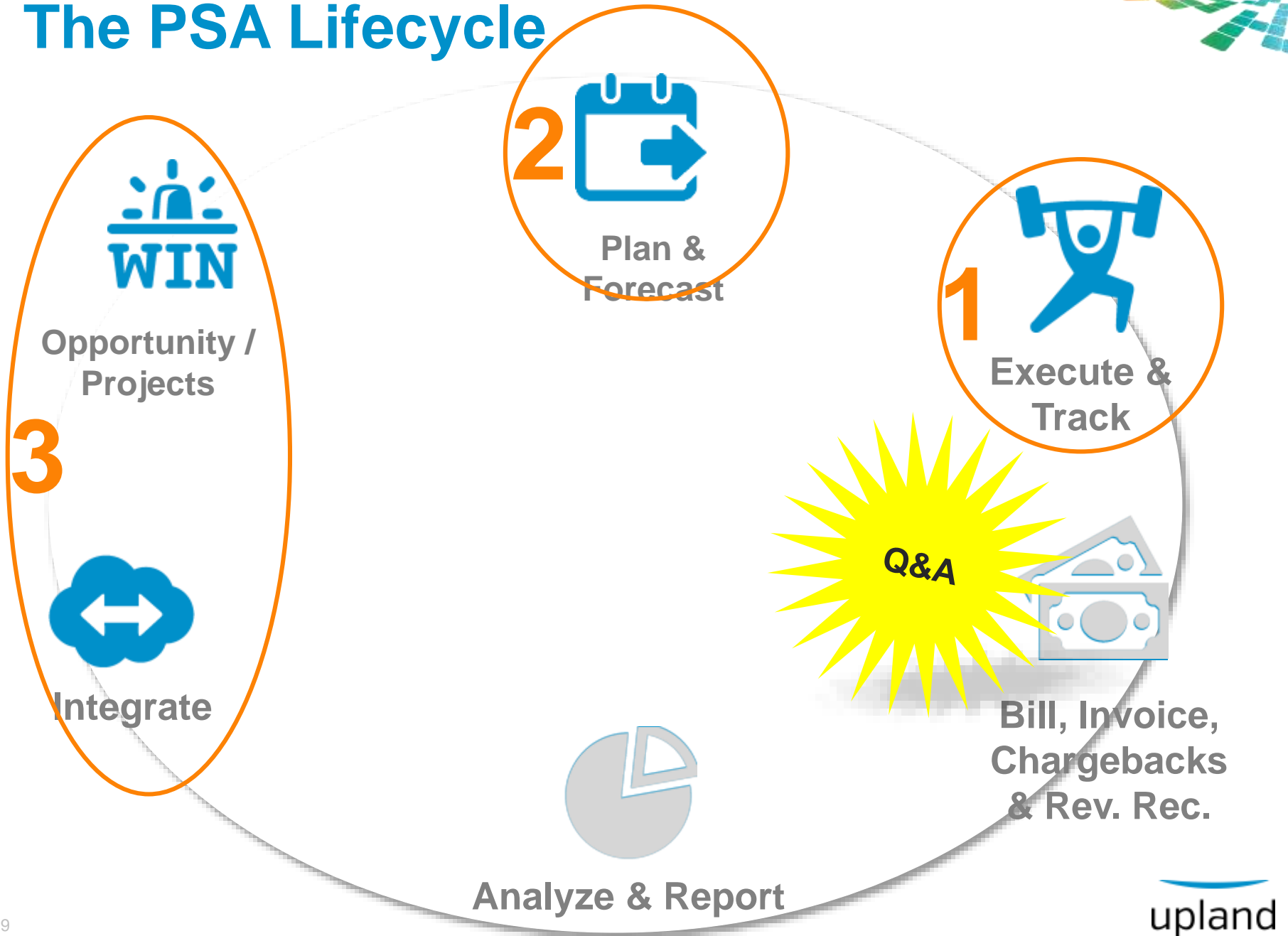
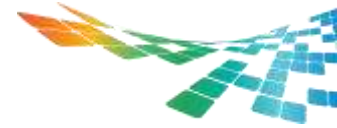


# The PSA Lifecycle





# The PSA Lifecycle



# TRACKING PROJECT TIME



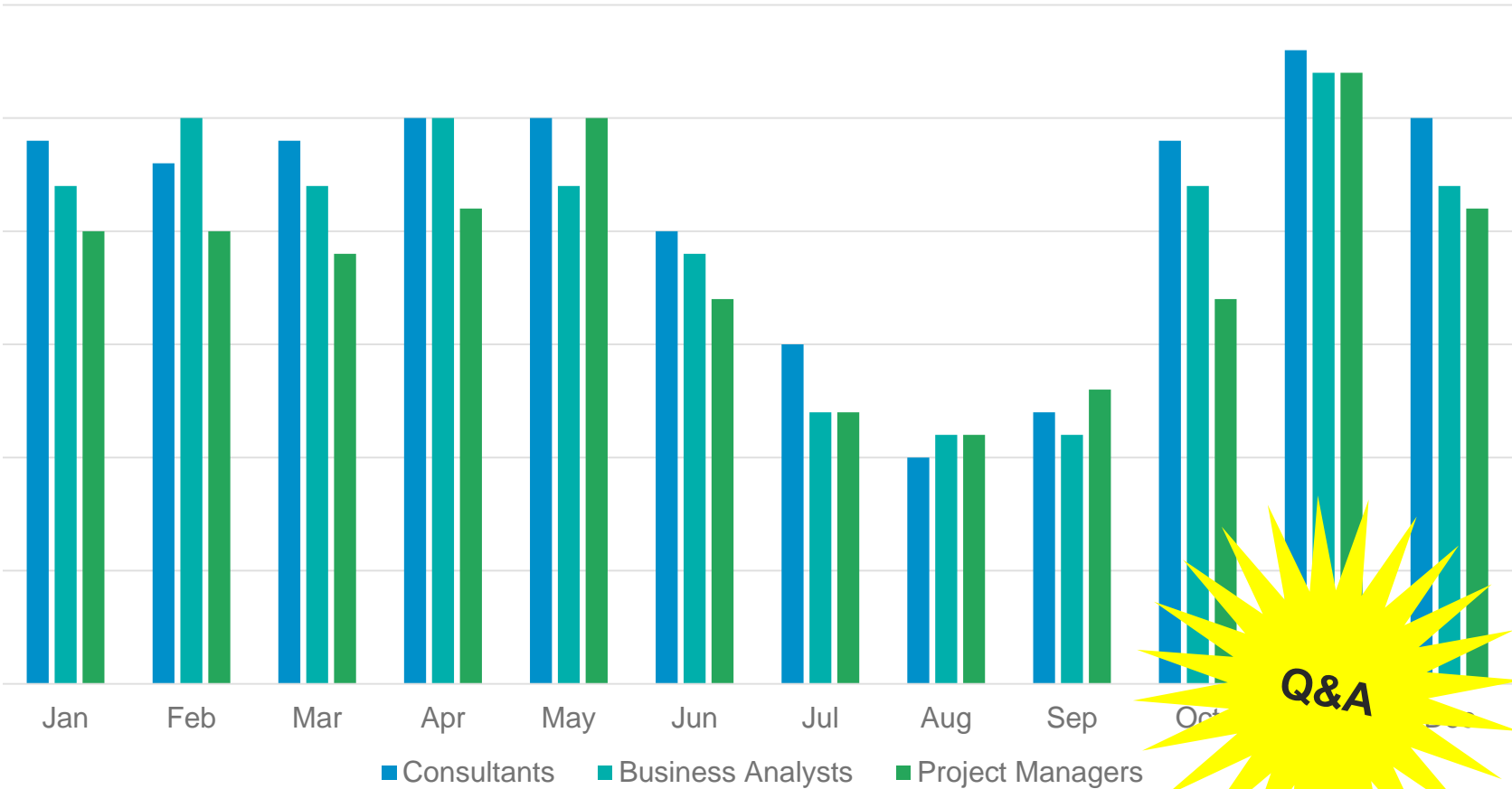
# RESOURCE ALLOCATION



# Resource Management



## Resource Utilization

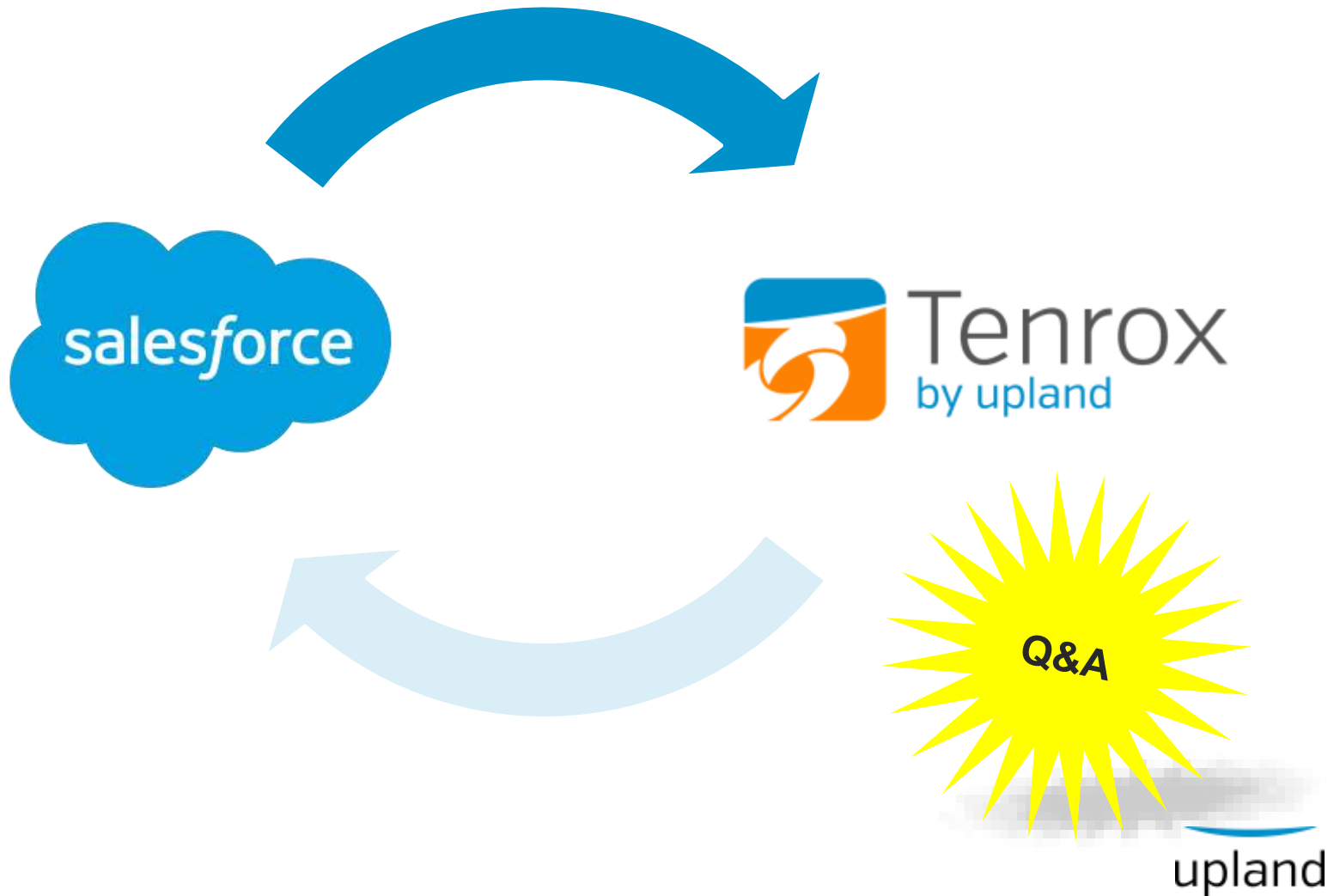


# EXCHANGING DATA WITH 3<sup>RD</sup> PARTY SYSTEMS

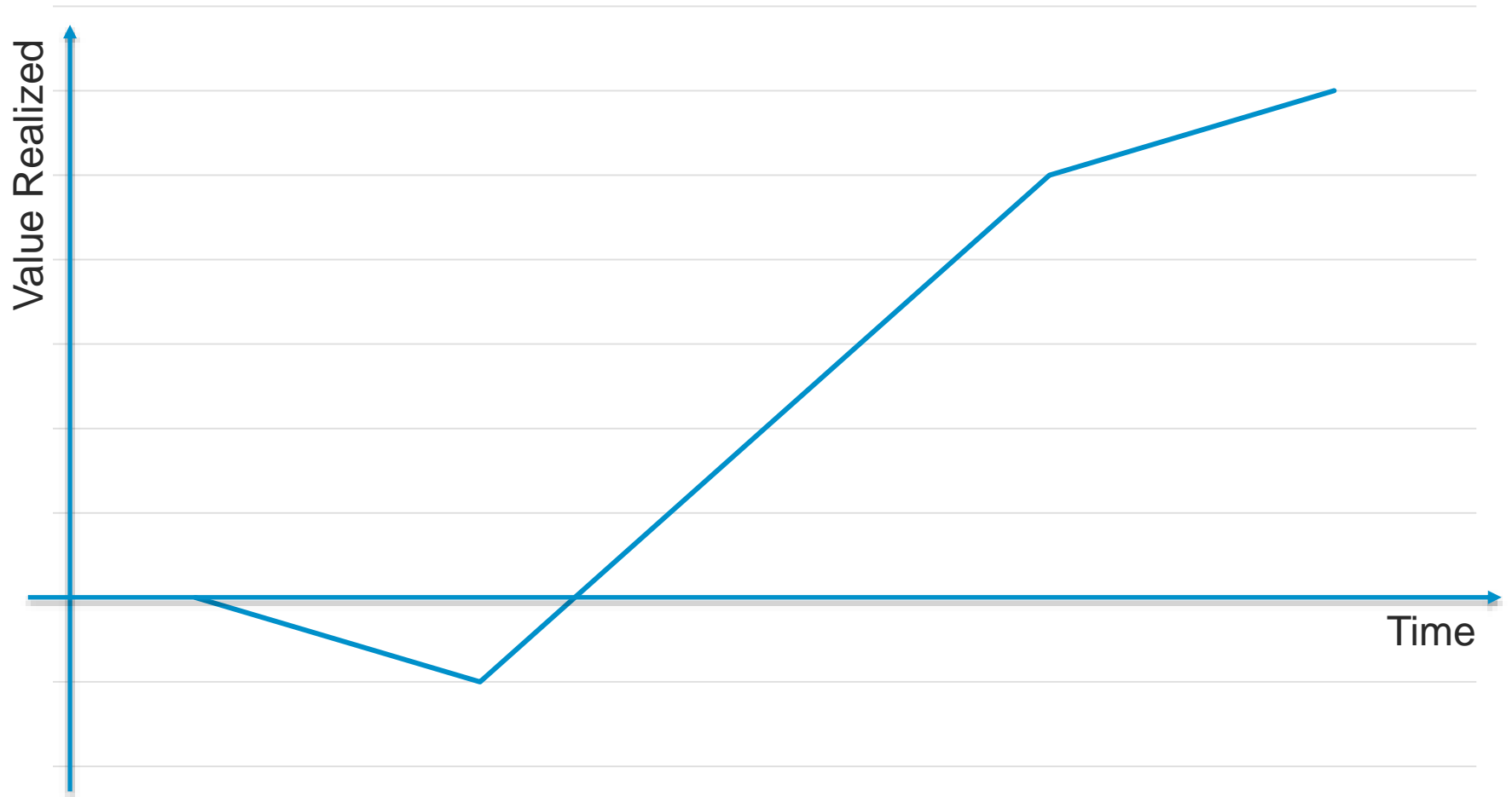
# Integration



# Simple Integration

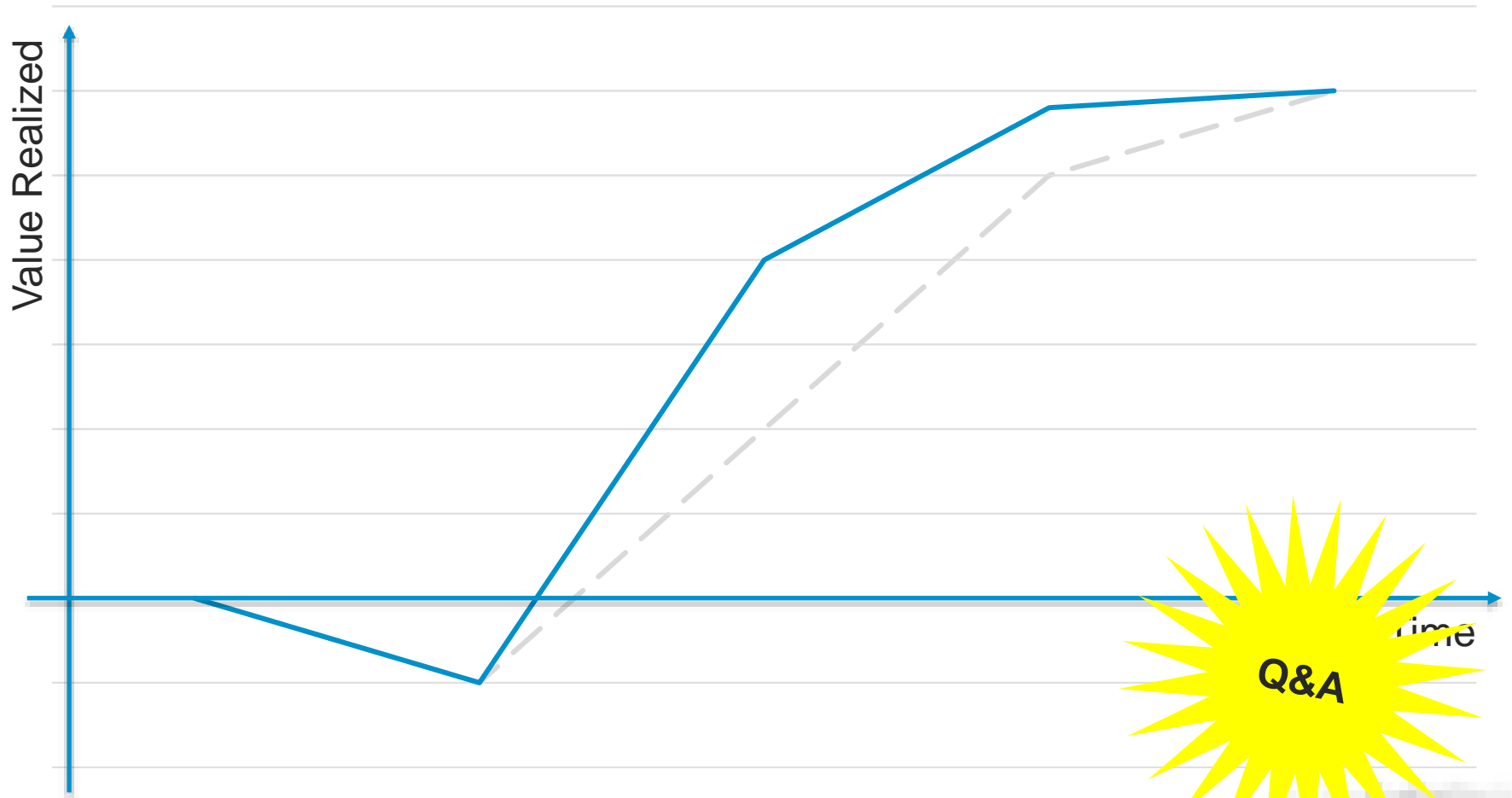


# Deployment





# Deployment



# Summary

- Tenrox is a very flexible PSA solution, but the complexity doesn't need to be enabled on day one
- For quick results, focus on:
  - Capturing time, and iterate on the requirements
  - Getting visibility into resource allocation
  - Simple, non-transactional integrations
- Although crucial to PSA, billing is intricate
- Successful deployments require buy-in from all stakeholders





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