



# PSA MATCH GAME! PIPELINE REPORTING

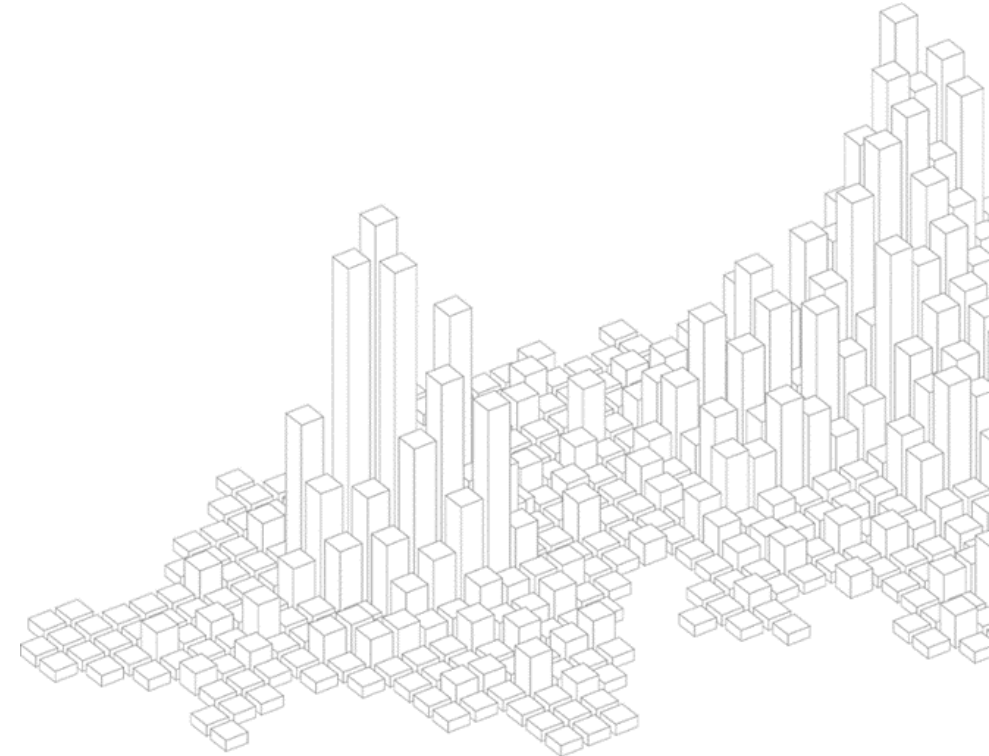
*Tenrox Solution Consulting Team*

*March 2<sup>nd</sup>, 2017*

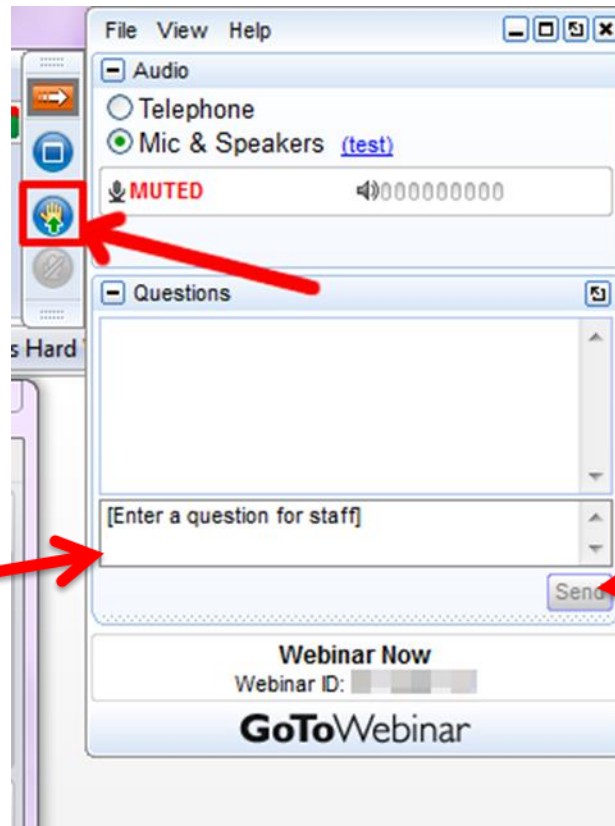
# TODAY'S SPEAKER



Eric Demers  
Senior Solution Consultant

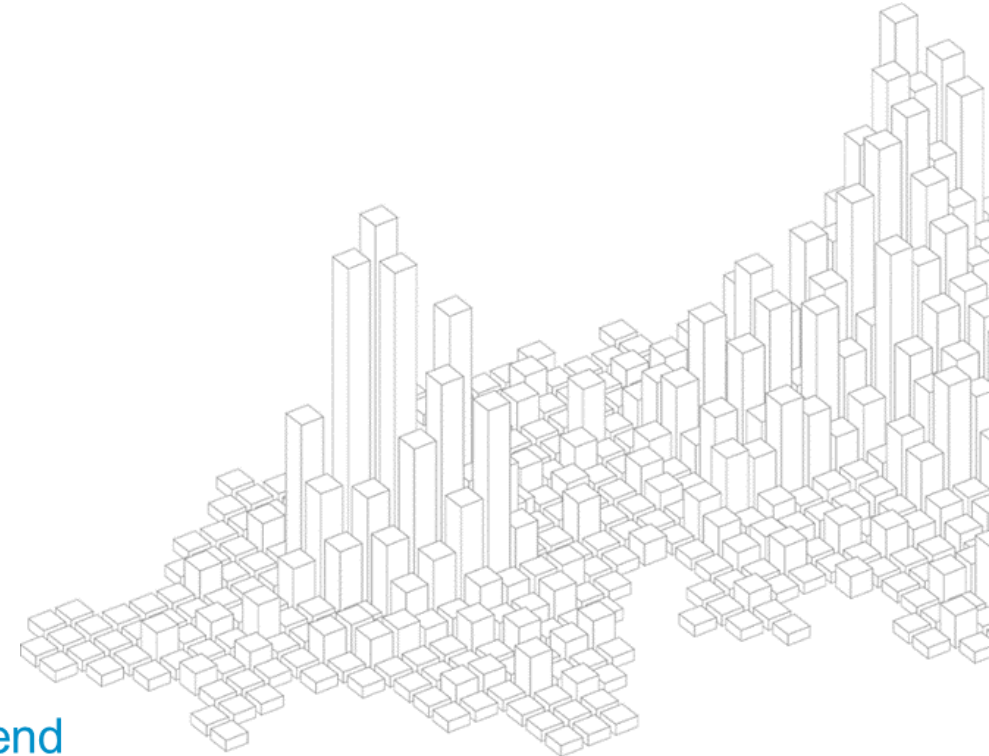


# HOUSEKEEPING

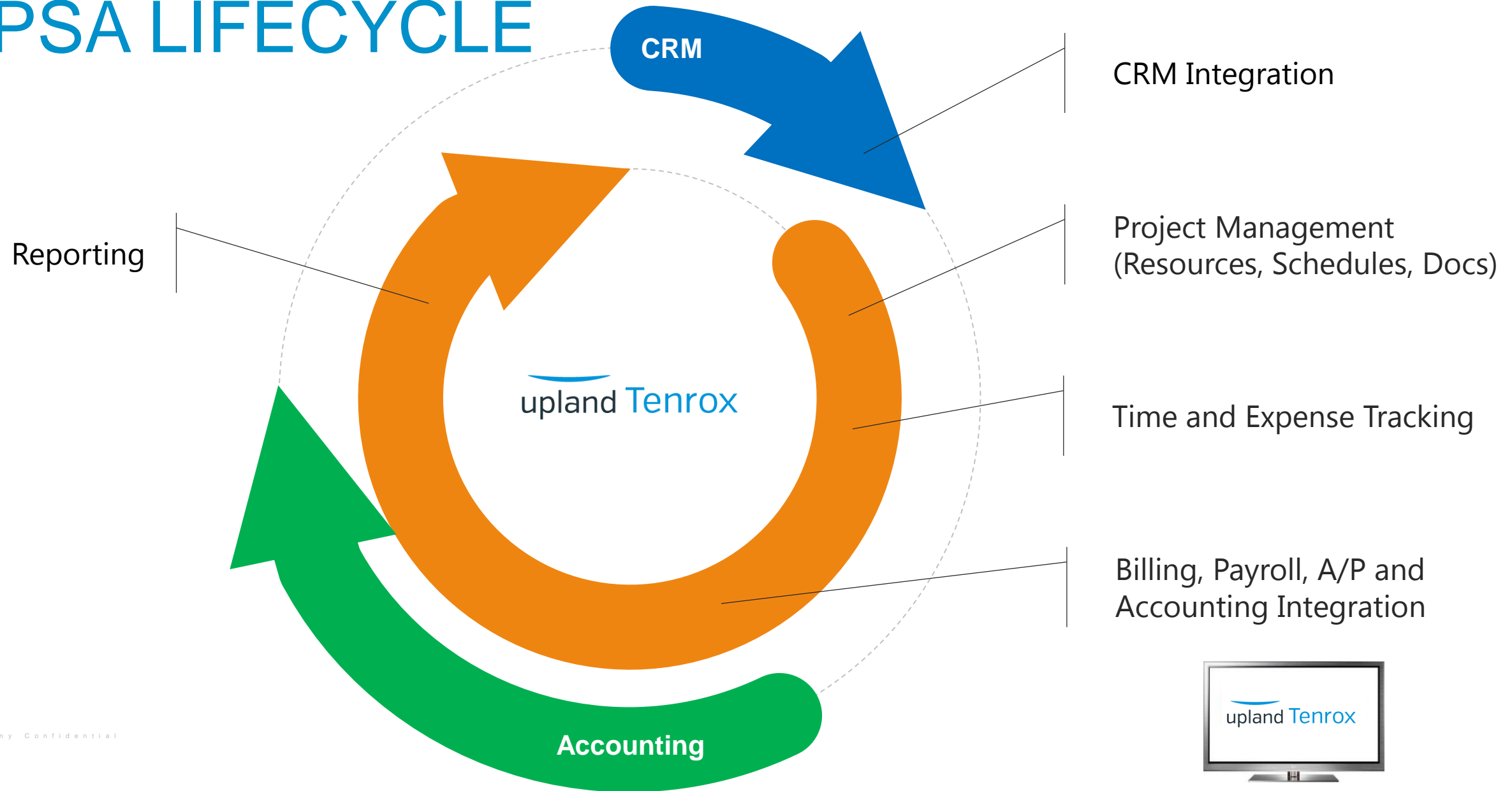


Type in your question here

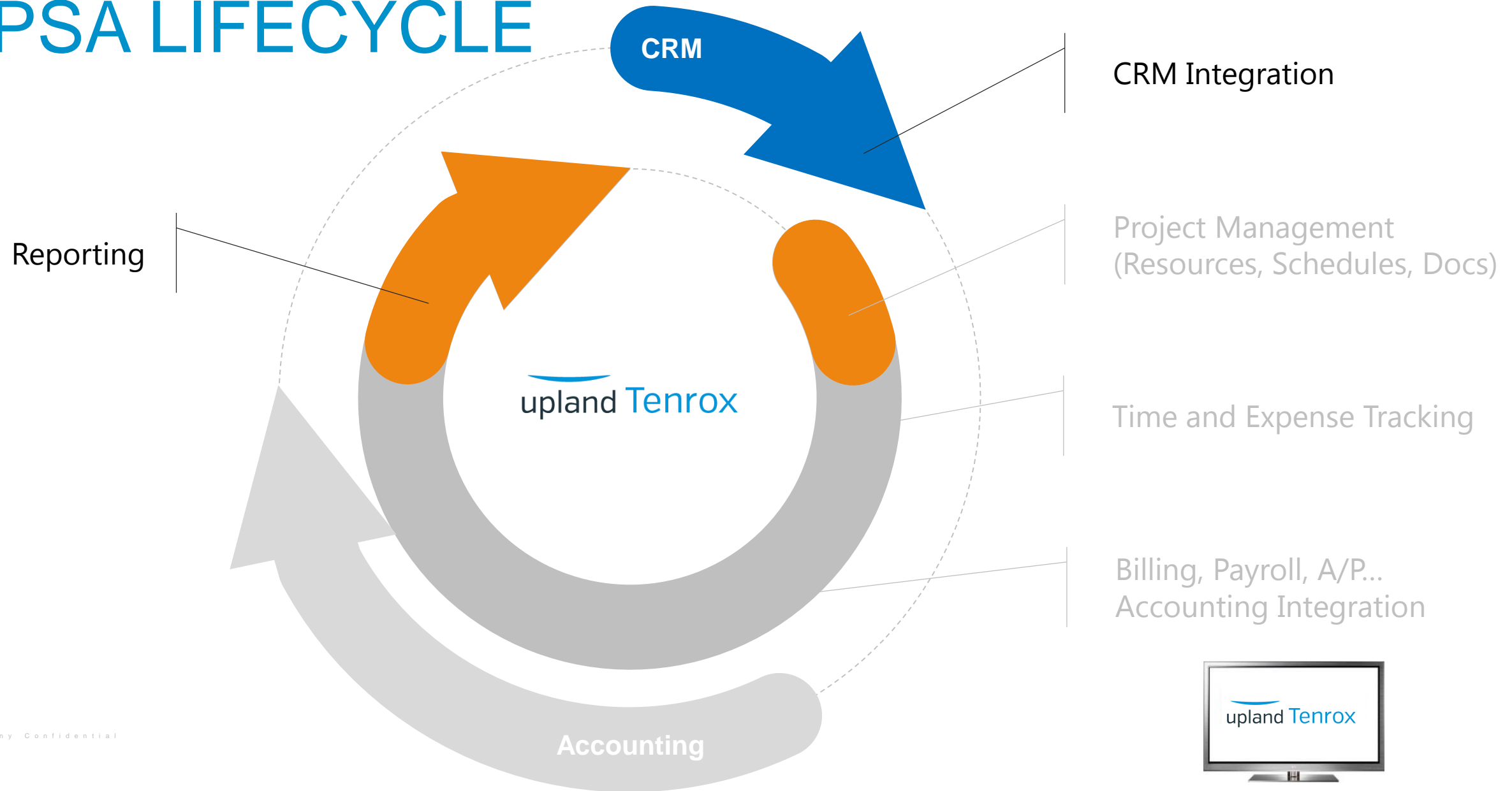
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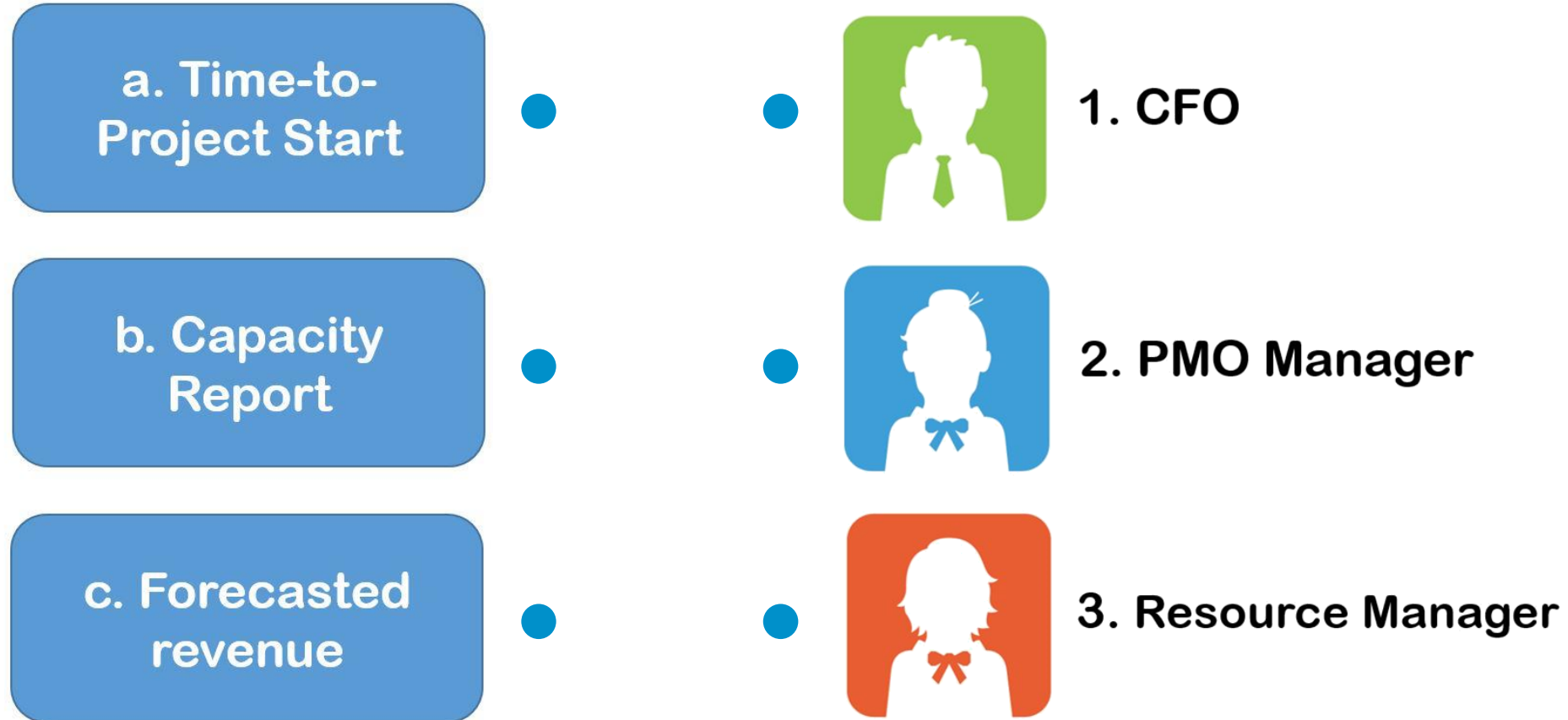
# PSA LIFECYCLE



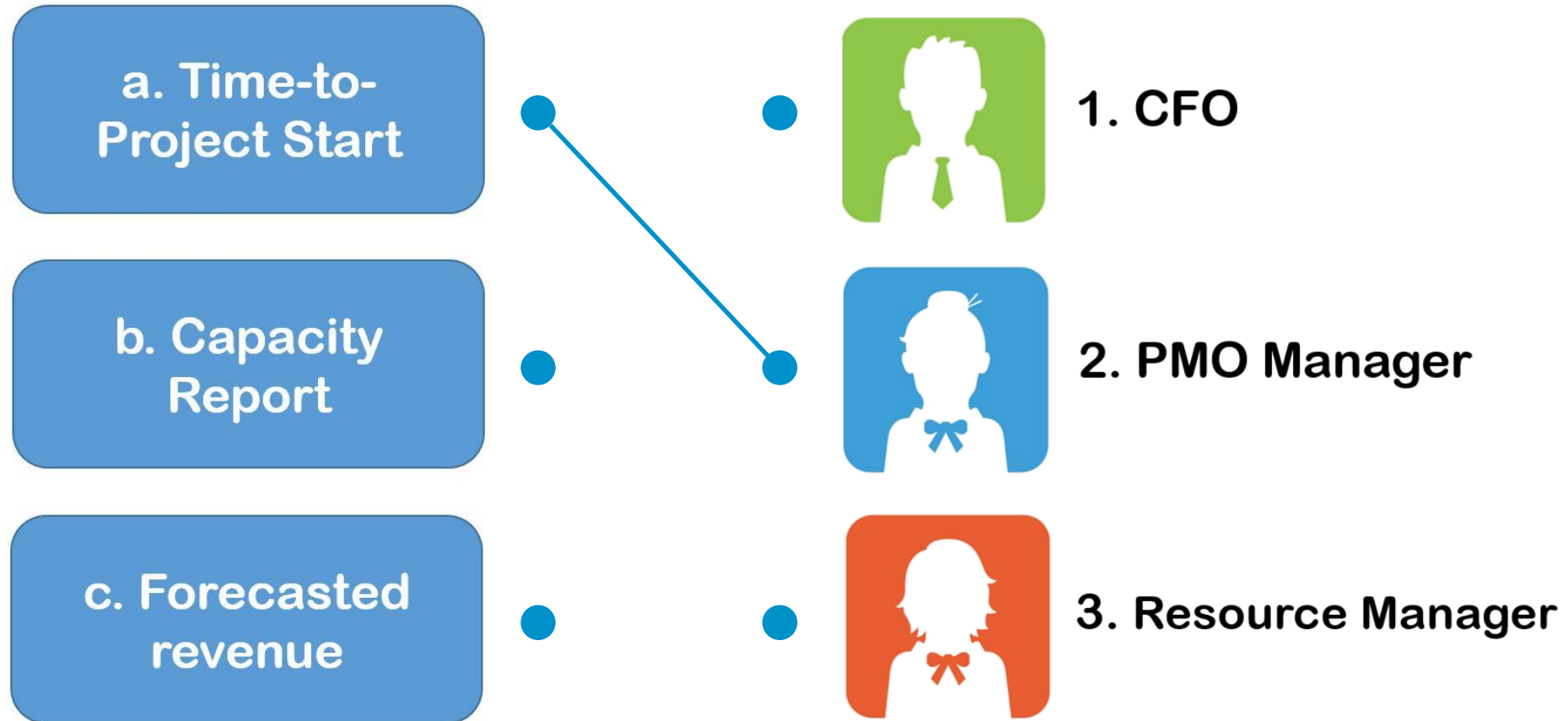
# PSA LIFECYCLE



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## Reports &gt; Report Edit:Project Start Cycle Time

[Back](#)

Jones Andrew	windows 365 deployment	01/01/2012	02/05/2012	35
Jones Andrew	Mobile Gizmo	01/01/2012	02/03/2012	33
Jones Andrew	Graphic Cards	01/01/2012	02/04/2012	34
Burns Ron	ERP Deployment (TPP)	11/02/2011	01/02/2012	61
Attia George	Corporate Expense Tracking	12/01/2011	01/02/2012	32
Ashton Mark	Resource Management	06/01/2012	11/08/2012	160
	WBT Template	01/01/2012	02/01/2012	31
	Timesheet Deployment	01/01/2012	01/02/2012	1
	Mobile Application	01/01/2012	02/02/2012	32

## ▼ 2016

Project Manager	Project	Close Date	Start Date	Handoff Cycle Time
Bishop Chris	New Resource Management	10/19/2016	11/01/2016	13
Ashton Mark	Upgrade Phone App	10/06/2015	01/01/2016	87
Ashton Mark	Platform Deployment	12/08/2015	01/01/2016	24

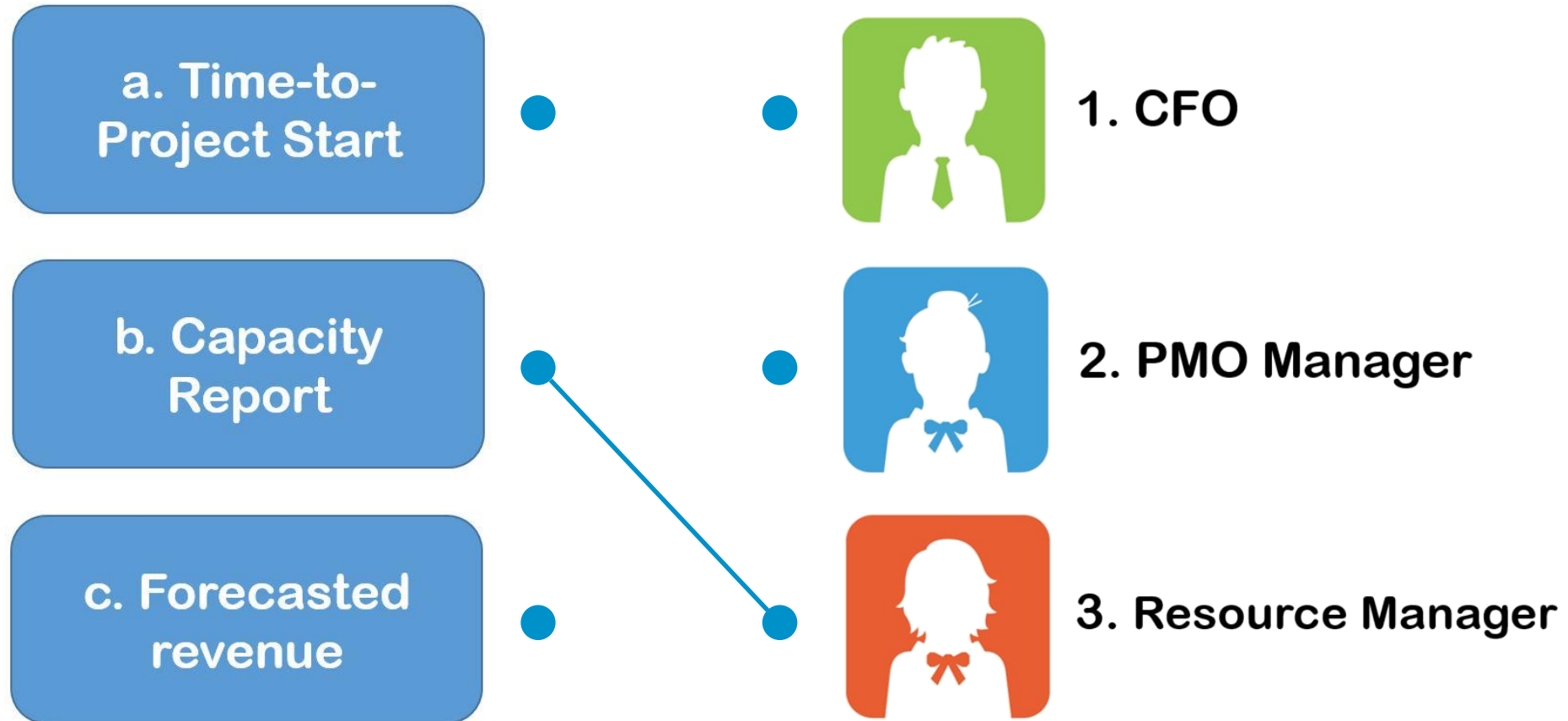
## ▼ 2017

Project Manager	Project	Close Date	Start Date	Handoff Cycle Time
Ashton Mark	Next Gen CRM Deployment	04/09/2017	05/01/2017	22





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[Back](#) | [Preview](#) | [Hide Parameters](#)

## Parameters

Start Date:  
 End Date:  
 Period Type (Q, M, W, D)

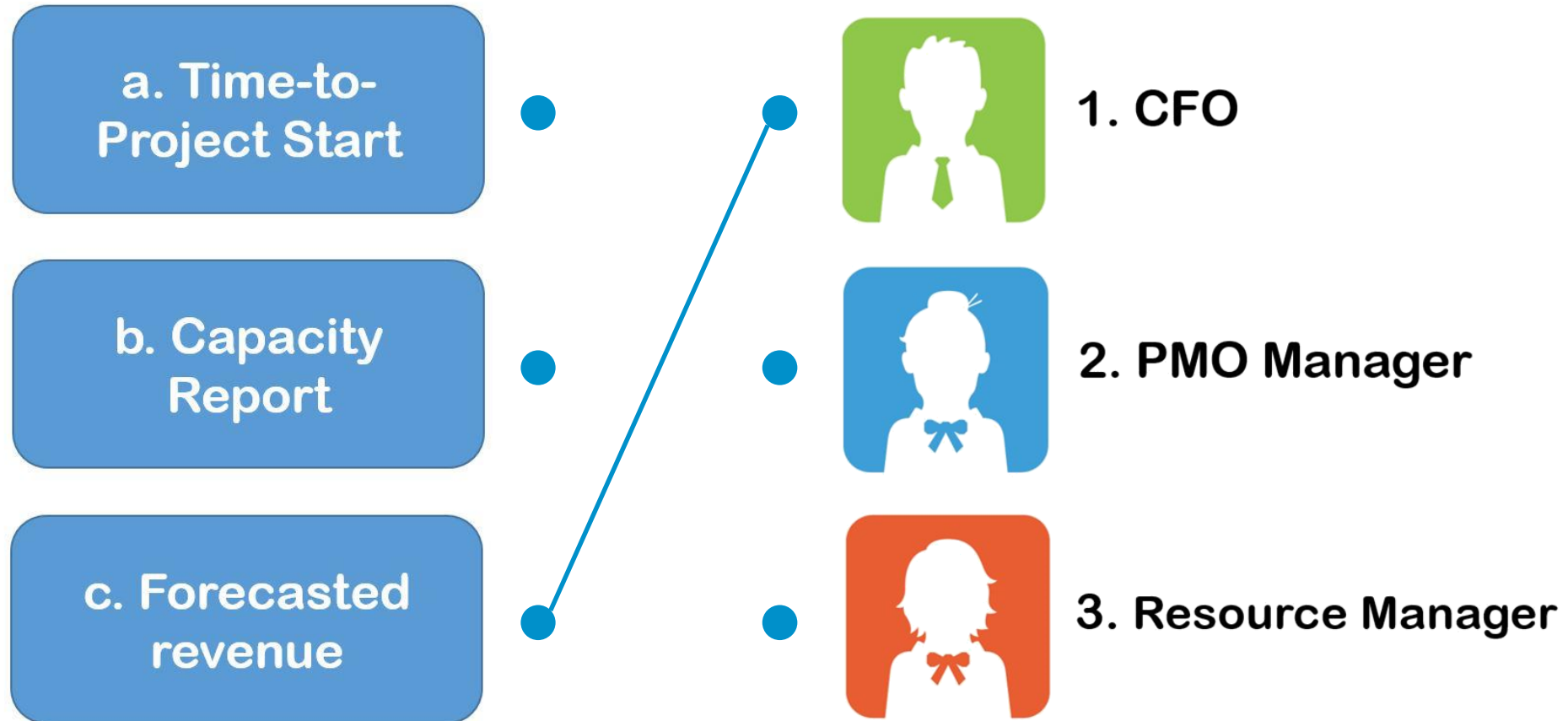
Groups: 
 Show Project Bookings
  Show in FTE

### Capacity Forecasting Report by Month

#### 04/01/2017 To 10/31/2017

Resource Group	Resource	Project	Apr 2017	May 2017	Jun 2017	Jul 2017	Aug 2017	Sep 2017	Oct 2017	Total	
Consultants			88.65%	102.61%	90.56%	78.30%	77.09%	72.03%	65.66%	82.25%	
		Capacity	13.00	12.70	13.00	12.81	13.00	12.67	12.23	12.77	
		Planned	11.53	13.03	11.77	10.03	10.02	9.12	8.03	10.52	
		Remaining	1.48	-0.33	1.23	2.78	2.98	3.54	4.20	2.25	
		Adams, Jay		2.50%	2.84%	2.27%	3.12%	2.17%	2.50%	3.12%	2.64%
		Capacity	1.00	0.96	1.00	0.95	1.00	0.95	0.91	0.97	
		Planned	0.03	0.03	0.02	0.03	0.02	0.02	0.03	0.03	
		Remaining	0.98	0.93	0.98	0.92	0.98	0.93	0.88	0.94	
		Barkley, Bill		100.00%	104.55%	100.00%	100.00%	100.00%	105.00%	104.76%	101.99%
		Capacity	1.00	0.96	1.00	1.00	1.00	0.95	0.95	0.98	
		Planned	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	
		Remaining	0.00	-0.04	0.00	0.00	0.00	-0.05	-0.05	-0.02	
		Bui, Matthew		150.00%	150.00%	150.00%	50.00%	150.00%	50.00%	0.00%	100.65%
		Capacity	1.00	1.00	1.00	1.00	1.00	1.00	0.95	0.99	
		Planned	1.50	1.50	1.50	0.50	1.50	0.50	0.00	1.01	
		Remaining	-0.50	-0.50	-0.50	0.50	-0.50	0.50	0.95	-0.01	

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## Forecasted Revenue by Project State

Project	Project State	2017 - 03	2017 - 04	2017 - 05	2017 - 06	2017 - 07	2017 - 08	2017 - 09	2017 - 10	2017 - 11
Graphic Cards	In Progress	\$44,800.00	\$76,000.00	\$32,200.00	\$70,400.00	\$42,000.00	\$87,400.00	\$42,000.00	\$52,800.00	
New Resource Management	In Progress									
Roll out IRC	In Progress		\$32,000.00	\$36,800.00	\$35,200.00	\$16,800.00				
Mobile Application	Opportunity	\$8,740.00	\$7,600.00	\$34,960.00	\$33,440.00	\$31,920.00	\$34,960.00	\$31,920.00	\$33,440.00	
Mobile Gizmo	Opportunity			\$27,600.00						
Sharepoint Portal	Opportunity	\$69,000.00	\$80,000.00	\$23,000.00	\$11,000.00	\$42,000.00	\$46,000.00	\$42,000.00	\$44,000.00	\$14,000.00
Technical Support	Opportunity	\$39,600.00	\$36,000.00	\$41,400.00	\$39,600.00	\$37,800.00	\$41,400.00	\$37,800.00	\$39,600.00	
WP8 Upgrade	Opportunity	\$32,200.00	\$92,000.00	\$119,600.00	\$118,360.00	\$127,050.00	\$81,650.00	\$149,940.00	\$114,400.00	\$28,800.00
Internal Controls	Planning	\$42,300.00	\$63,200.00	\$81,840.00	\$70,020.00	\$66,860.00	\$52,360.00	\$40,400.00	\$41,800.00	\$34,200.00
Timesheet Deployment	Planning	\$15,960.00	\$62,400.00	\$71,760.00	\$60,280.00		\$36,800.00			
Windows 365 deployment	Planning	\$11,300.00	\$10,800.00	\$36,000.00	\$44,300.00	\$53,000.00	\$59,300.00	\$31,800.00	\$34,000.00	\$31,600.00
		<b>\$263,900.00</b>	<b>\$460,000.00</b>	<b>\$505,160.00</b>	<b>\$482,600.00</b>	<b>\$417,430.00</b>	<b>\$439,870.00</b>	<b>\$375,860.00</b>	<b>\$360,040.00</b>	<b>\$108,600.00</b>

# CONTACT US



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