



HOW TO LEVERAGE THE MICROSOFT PLATFORM FOR PROFESSIONAL SERVICES AND MAKE MORE MONEY

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TODAY'S SPEAKERS



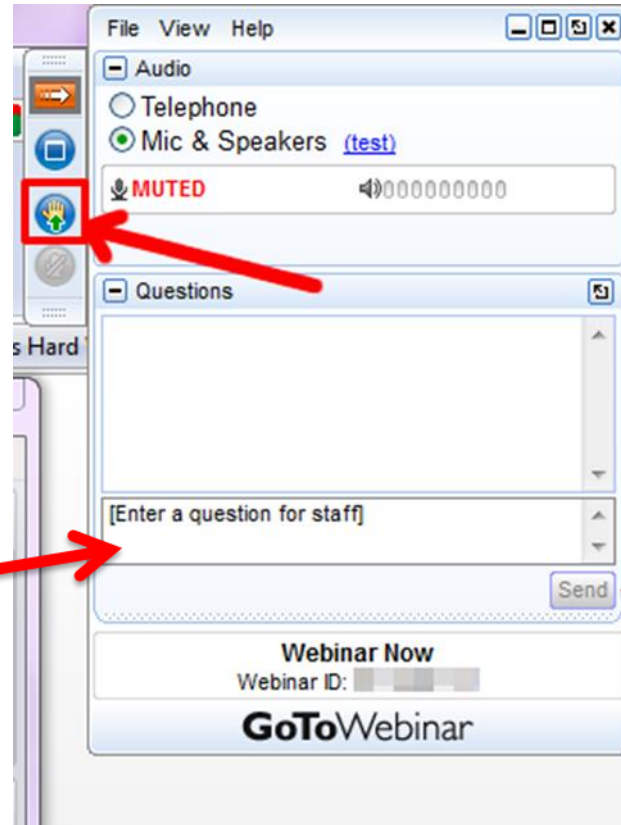
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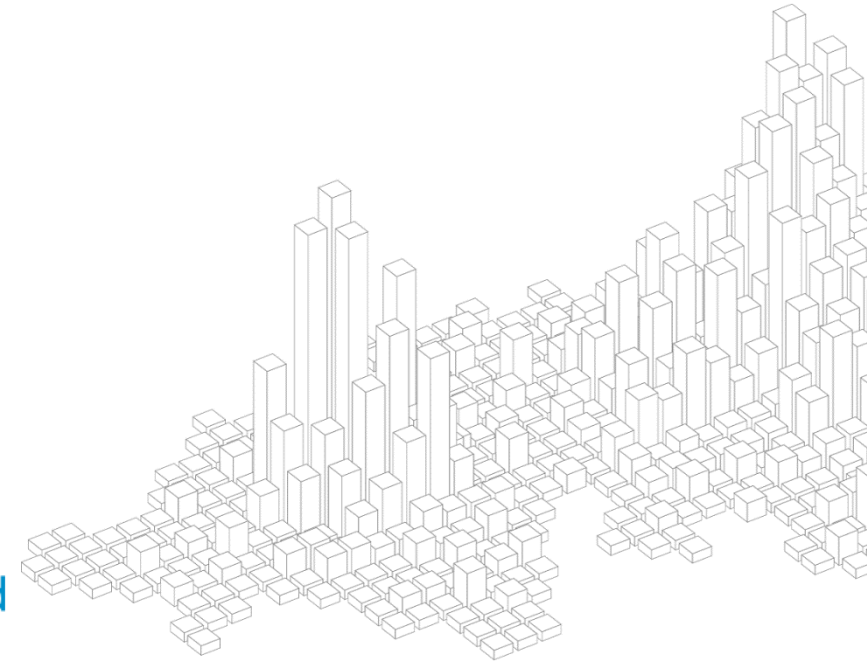


HOUSEKEEPING




Type in your
question here

Click Send



AGENDA

- + Who is UXC Eclipse? Who is Upland?
- + Quick Overview of Tenrox by Upland
- + A (Great!) Day in the Life of a Professional Services Project
 - + Pipeline Management from Dynamics CRM
 - + Resource Management in Tenrox
 - + Document Management in SharePoint
 - + Invoicing into Dynamics GP
- + Translating This to 
- + Q&A

UXC Eclipse – *Our Products*

Microsoft Products



Additional Products



UXC Eclipse – *Global coverage, 1 team*



600+
people
GLOBALLY



15
offices
GLOBALLY



2,700
customers
GLOBALLY



1
Worldwide
TEAM

UXC Eclipse was awarded the 2012 ABA Preferred Employer for the IT Industry and is the leader in employee retention rate.

uxc eclipse
intelligent solutions *old-fashioned service*

 **Tenrox**
by upland

UXC Eclipse – *Microsoft Dynamics*



Nº 1

Microsoft Dynamics
partner in APAC

In the top 3

Microsoft Dynamics
partner globally

THE MOST

highly awarded Microsoft Dynamics
partner

Microsoft Partner

Gold Enterprise Resource Planning
Gold Customer Relationship Management
Silver Application Development
Silver Collaboration and Content
Silver Cloud Platform



2015
INNER CIRCLE
for Microsoft Dynamics



uxc eclipse
intelligent solutions *old-fashioned service*

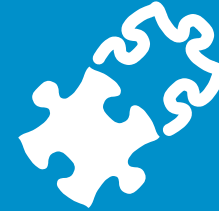
 **Tenrox**
by upland

UXC Eclipse – *Tenrox by Upland*



Partnership

Established in 2010



Integration

With top tier systems



24 x 7 x 365

Support from
dedicated team



Delivered with our
'Old Fashioned
Service' approach

UPLAND OVERVIEW

We provide Cloud Solutions across the enterprise enabling amazing customer outcomes in:

+ PROJECT & IT FINANCIAL
MANAGEMENT

+ WORKFLOW
AUTOMATION

+ DIGITAL
ENGAGEMENT



UPLAND PRODUCT FAMILY

PROJECT & IT FINANCIAL MANAGEMENT

Manage your organization's projects, professional workforce and IT costs.



WORKFLOW AUTOMATION

Real time productivity optimization, collaboration, and functional automation across your organization's value chain.

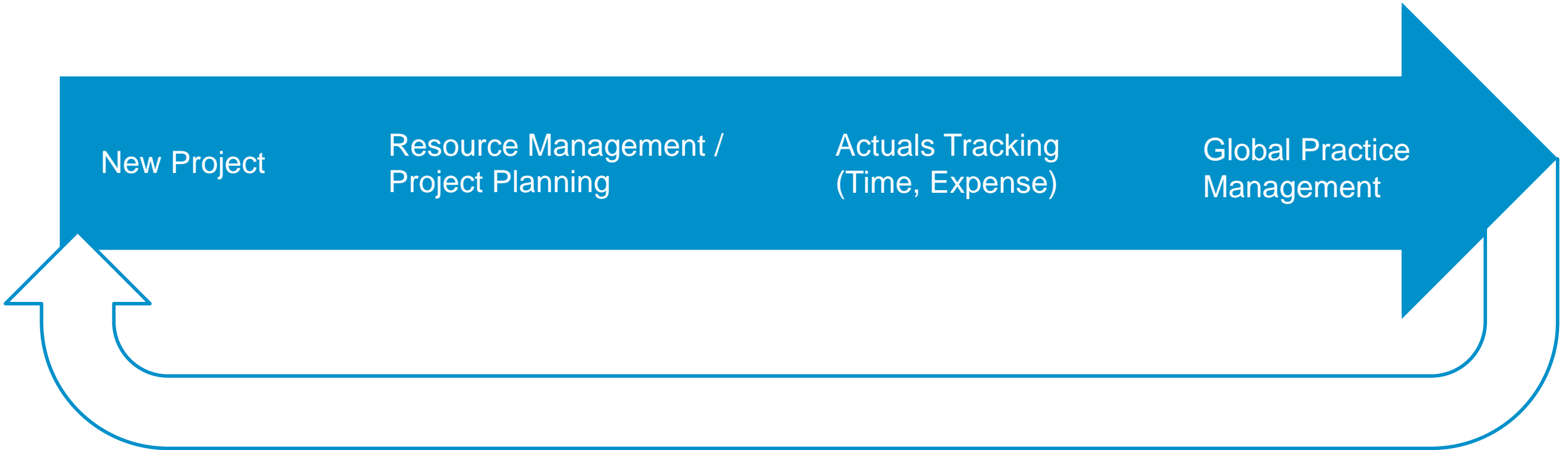


DIGITAL ENGAGEMENT

Effectively engage with your customers, prospects and community via the web and mobile technologies.



WHAT IS PROFESSIONAL SERVICES AUTOMATION?



TENROX PSA

KEY DIFFERENTIATORS

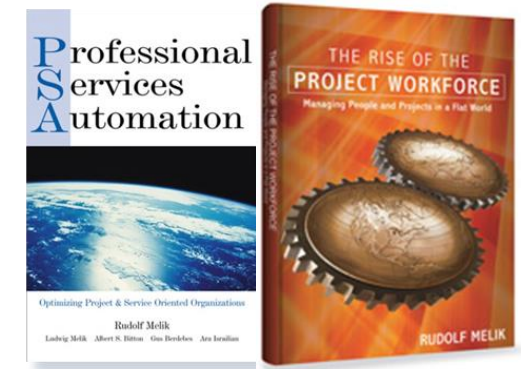
- + 20 Years of Enterprise Market Leadership
- + Visual Workflow-driven Architecture
- + Unique Timesheet Template Designer
- + Modular Approach for Quicker Deployments

PARTNERSHIPS



DOMAIN EXPERTISE

We wrote the book!



CUSTOMER SUCCESS

- + 97% Client Retention Rate
- + Assigned CSMs
- + Experienced Partners & PS
- + Premium Support Packages

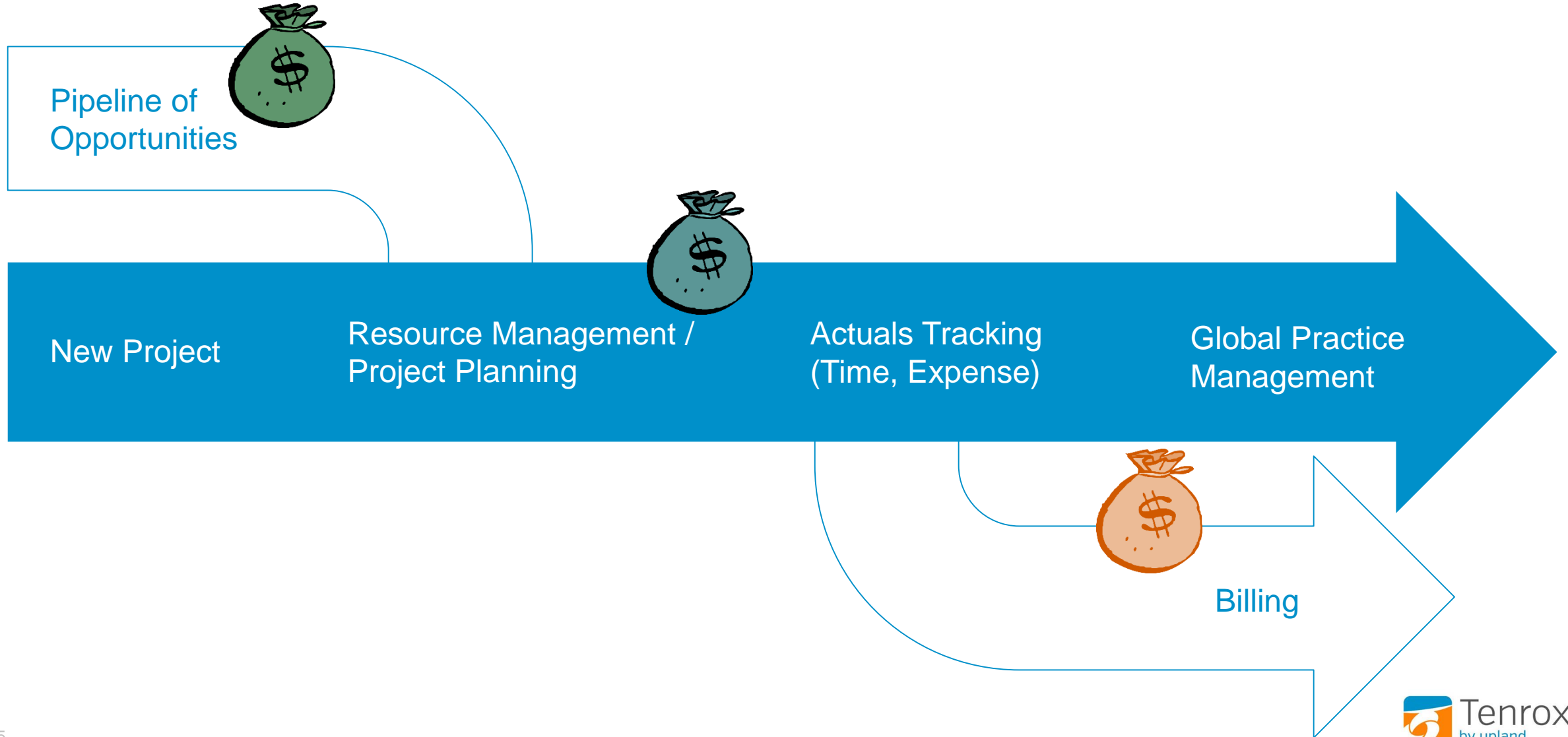
MOBILE



THOUGHT LEADERSHIP

- + Market Innovator
- + Best Practices/ Pitfalls to Avoid
- + Keeping It Simple

WHAT IS PSA?





INTEGRATION TO DYNAMICS CRM

CONCRETE RESULTS

Assuming

250
consultants

\$1,500
/day

80%
utilization

3%
cost of capital



1 week
improvement in
time-to-delivery



Benefits

\$42,000
/year

+ customer satisfaction
+ project success

An abstract background graphic composed of numerous light gray, rounded rectangular tiles arranged in a perspective grid that recedes into the distance.

INTEGRATION TO SHAREPOINT



RESOURCE MANAGEMENT IN TENROX

CONCRETE RESULTS

Assuming

250
consultants

\$1,500
/day

80%
utilization

3%
cost of capital



10%
misforecast



Opportunity Cost

\$180,000
/year

+ customer satisfaction



INVOICING IN TENROX AND INTEGRATION TO DYNAMICS GP

CONCRETE RESULTS

Assuming

250
consultants

\$1,500
/day

80%
utilization

3%
cost of capital



10 days
reduction in
invoicing cycle



Benefits

\$60,000
/year

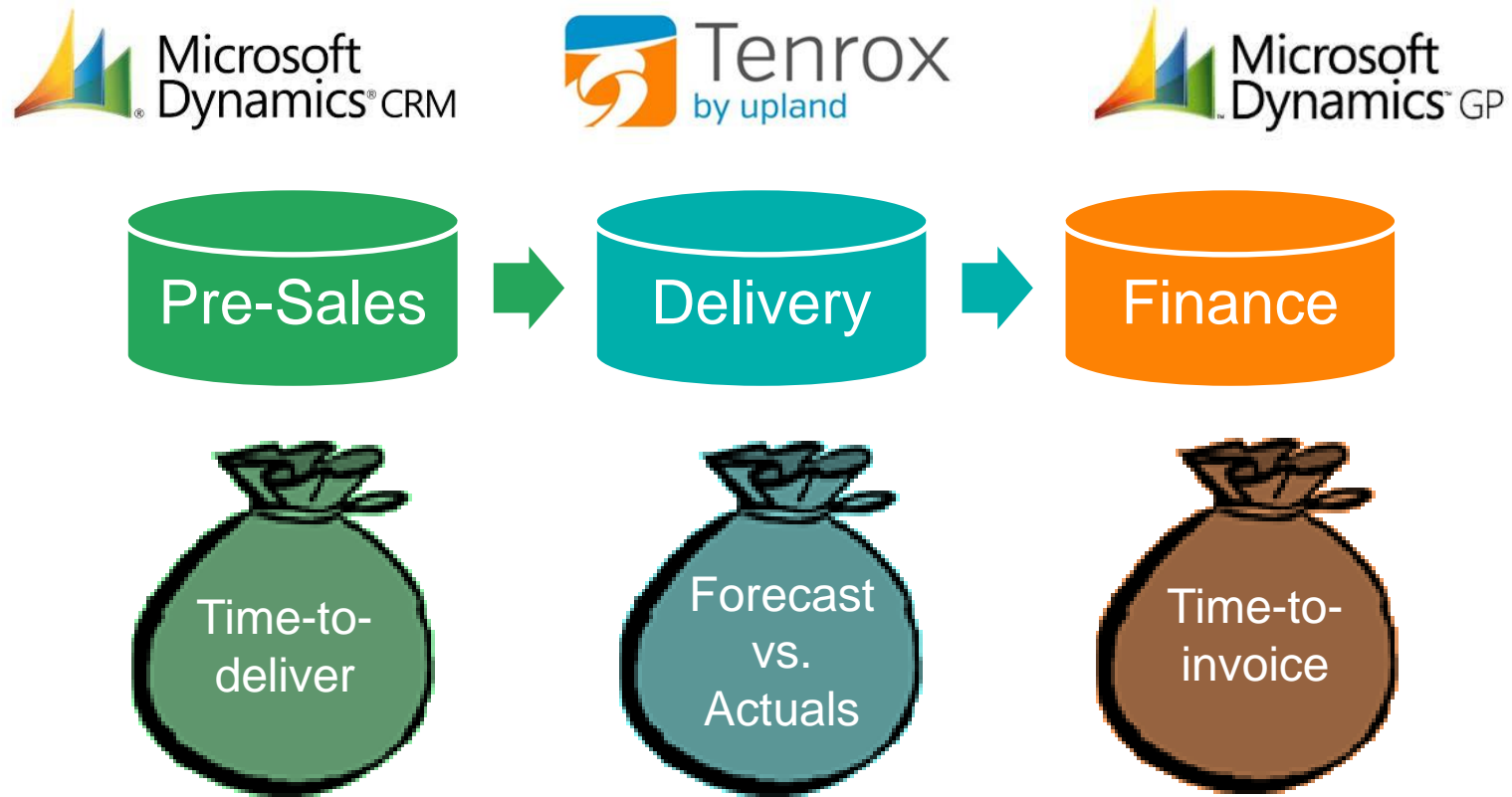
TENROX AND MICROSOFT

+ Bringing Best-of-Breed Solutions Together

+ CRM and GP



CONCLUSION



QUESTIONS



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Tenrox



Company: Tenrox

