



OpenAir

Professional Edition

OpenAir Professional Edition is an on-demand software application that meets your professional services automation (PSA) needs with:

• **Configuration and Access**

- Disconnected access- Blackberry, PocketPC, iPhone, Palm
- Custom fields
- Sandbox account
- Automatic backup service
- Multi-currency and multi-language

• **Time and Expense**

- Automated time and expense management
- Multi-level approvals
- Overdue alerts
- PTO requests
- Leave accrual
- Hotel bill wizard
- Tax/VAT

• **Invoicing**

- Client invoicing
- Tax application
- Payment recording
- Aging reports
- Retainers
- Customer purchase orders/agreements

• **Projects**

- Project management, including work breakdown structures
- Billing rules engine
- Earned value management
- Issue tracking
- Project dashboards
- Financial forecasts and pricing analysis
- Revenue recognition

OpenAir Professional Edition is the perfect professional services automation solution for mid-sized businesses searching for comprehensive insight and visibility into their daily business practices.

OpenAir Professional Edition is scalable. If your company is ready to take the next step to increase revenue and market reach, you need an infrastructure that's ready to grow with you. OpenAir Professional Edition ensures that antiquated legacy applications won't hold you back. And because OpenAir is a SaaS solution, hosted and serviced by OpenAir, you don't have to worry about ongoing maintenance or hardware upkeep so your total cost of ownership is greatly reduced.

OpenAir Professional Edition is customizable. Don't let rigid software dictate your business. OpenAir molds to your needs, not the other way around. OpenAir's customizable billing rule engine handles even the most complex billing scenarios. With the ability to customize the system to your ever-changing needs, OpenAir Professional Edition enables companies to reach out into vertical markets without extensive overhauling.

OpenAir Professional Edition provides visibility. Accurate, timely metrics are essential for executives to make educated business decisions. OpenAir Professional Edition provides customizable dashboards and reports that offer real-time access to key performance indicators, supporting intelligent action.

Why OpenAir Professional Edition?

Gain Control of Your Projects


OpenAir Professional Edition provides project managers with the visibility to deliver jobs on time and within budget. Robust estimate-to-complete and earned value management functionality illustrates project progress and performance. With real-time reporting, slipping projects are identified and fixed more quickly and with less disruption.

Increase Profits

Ensure that your organization is optimizing its revenue stream through OpenAir's automated billing engine. Robust billing rules process time and material and fixed fee billings without any revenue leakage. Seamless integration between OpenAir modules eliminates errors that are commonplace in antiquated, manual processes.

Effectively Manage Your Resources

Keep your resources off the bench and boost utilization with OpenAir Professional Edition. Graphical reports and booking charts enable managers to quickly pinpoint what employees are working on. Target utilization tracking provides goal-based metrics to analyze resource performance.

 **For more information or to subscribe to OpenAir Professional Edition, please contact us at professionaledition@openair.com or 1-888-367-1715.**

• Resources

- Skill and availability-based searching
- Custom skill management
- Generic resources
- View/report on utilization

• Purchases

- Purchase orders
- Fulfillment tracking

• Workspaces

- Threaded discussions
- Document management
- Email alerts

• Reporting

- Real-time reporting engine
- Save, share and download reports
- Customizable reporting
- Financial forecasts
- Target utilization
- Email reports

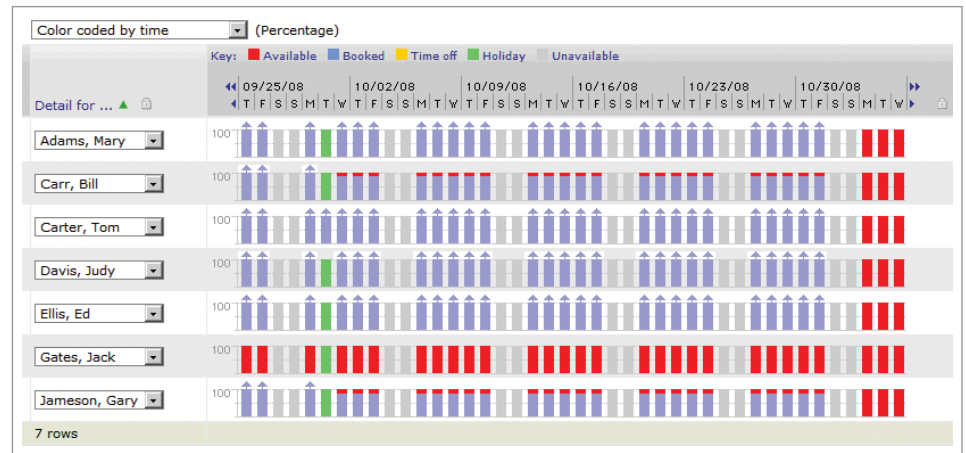
• Integrations

- Free Connector to NetSuite Services Professional Edition
- General ledger (G/L) systems, except Oracle and SAP
- Customer relationship management (CRM) systems, except Oracle and SAP

Meet Time and Budget Requirements

Use Earned Value Management metrics to track project variances against schedule and cost across your portfolio. OpenAir Professional Edition keeps projects on track to meet government and contract stipulations.

OpenAir’s graphical booking chart provides quick access to resource availability and utilization.



Earned value management (EVM) calculations illustrate real-time project progress directly within the UI.

| Project | Customer | Budget (\$) | Actual Cost (USD) | Budget Variance (USD) | CPI | EVM % Complete | Earned Value (USD) | Planned Value (USD) | SPI |
|----------------|-----------|------------------|-------------------|-----------------------|------|----------------|--------------------|---------------------|------|
| Banana CRM | Gap | 64,000 | 82,120 | -5,470.00 | 0.51 | 54.65 | 41,889.23 | 76,650.00 | 0.55 |
| Bluetooth | Verizon | 5,000 | 44,560 | -9,560.00 | 0.52 | 66.36 | 23,226.00 | 35,000.00 | 0.66 |
| Crest Promo | P&G | 1,500,000 | 74,675 | -15,005.00 | 0.77 | 74.70 | 57,817.80 | 59,670.00 | 0.97 |
| Kindle | Amazon | 50,000 | 48,772 | -8,690.00 | 0.43 | 52.64 | 21,099.16 | 40,082.00 | 0.53 |
| Rewards | Starbucks | 10,000 | 0 | 900.00 | 0.00 | 0.00 | 0.00 | 900.00 | 0.00 |
| Server Specs | Dell | 80,000 | 69,600 | -58,871.25 | 0.39 | 95.83 | 27,206.14 | 10,728.75 | 2.54 |
| System Upgrade | Dell | 250,000 | 69,758 | -16,938.00 | 0.74 | 97.19 | 51,335.76 | 52,820.00 | 0.97 |
| Team Surveys | MLB | 1,200,000 | 165,888 | -50,388.00 | 0.61 | 88.28 | 101,963.40 | 115,500.00 | 0.88 |
| Web Coupon | Coca-Cola | 3,000,000 | 77,615 | -20,490.00 | 0.59 | 80.82 | 46,168.43 | 57,125.00 | 0.81 |
| Zero | Coca-Cola | 75,000 | 32,619 | 13,920.48 | 0.52 | 35.78 | 16,850.95 | 46,539.48 | 0.36 |
| 10 rows | | 6,234,000 | 665,607 | -170,591.77 | | | 387,556.87 | 495,015.23 | |

For more information or to subscribe to OpenAir Enterprise Edition, please contact us at enterpriseedition@openair.com or 1-888-367-1715.