

JAMIS Prime Business Planning Suite

Get answers to key business questions, such as:

What will the impact on our rates be if we decide to subcontract out the engineering services on DOT contract?

If we open up a second office and move to two sets of rates, what impact will that have on existing contracts and future bids?

If we overrun our upside budget by 15% on current jobs, how will that affect revenue?

If we win all jobs forecasted with 50% or higher probability, what will our hiring profile look like for next year?

The premier budgeting and forecasting tool for government contractors and project-based businesses.

The uncertainty of federal spending and project life cycles make it imperative for businesses to implement state of the art, responsive, and accurate budgeting and forecasting tools. Companies can no longer afford to create manual spreadsheets, with questionable data integrity, and limited collaboration capability. JAMIS Prime's cloud-based Business Planning Suite was developed to deliver precise planning and estimating that's accessible to key business personnel in a secure environment.

JAMIS PRIME's Business Planning Suite will help achieve:

- Accurate forecasting that results in better hiring and staffing decisions, lower operating costs, higher profitability and improved customer service levels
- A centralized and secure platform for fast and accurate planning
- Real time analytics to allow for business scenario planning

The Business Planning Suite was developed as a key component of JAMIS Prime ERP. This system solves the most difficult business challenges, including having collaborative planning and forecasting, and the ability to tie it all together into a single, fully integrated system.

A centralized source for more successful forecasting

A single unified source for collaboration leads to accurate and trustworthy budgets and forecasts. JAMIS Prime's Business Planning Suite helps you achieve that by enabling more people to participate in the forecasting and business planning processes, controlling permissions and access rights of users, eliminating islands of information and spreadsheets, and making it possible for the entire workforce to accept budgets and forecasts. The system provides full integration of business development, operations and finance functions.

Features and Functionality

Planning, Budgeting and Forecasting

Integrate pipeline and actual contract/project data in a single system to effectively measure and manage the impact of planned changes to new and existing work.

- Revenue planning and sales forecasting give you the ability to forecast cost, billing and revenue for all project types (fixed price, cost reimbursable and time and materials)
- Contract, Contract Line Item Number (CLIN) and task order profit and loss, including project status reports with full drilldown
- Indirect rate management (unlimited pools, bases and rates), including rate adjustments and impact
- Project funding burn rate dashboards and alerts



JAMIS Prime Business Planning Suite

- Integrated role and data security controls who can modify plans and what they can modify

Resource/Utilization Planning

Gain visibility across your organization and projects for optimal resource planning.

- Optimize resource utilization and capacity planning by project, customer or department
- Identify gaps, bottlenecks and resource constraints in real time
- Share a unified 360-degree view of your business with all planners and forecasters, and provide a central hub for all planning activities
- Sandbox tool provides users with the ability to do their own personalized 'what if' scenario planning to simulate and observe the impact of strategic changes on resource profile

Estimating & Cost Proposal Support

Manage business plans from concept to opportunity, proposal, best and final offer (BAFO), contract award, and contract closeout

- Estimate new business opportunities, and respond to requests for proposal quicker
- Establish expected win percentage and include in the forecast
- Easily convert proposals to awarded contracts and establish baseline budgets
- Use notes and attachments to track key decisions and backup for new business projections
- Supports proposal specific indirect rates
- Work seamlessly to and from Microsoft Excel

Real Time Dashboards, Alerts and Workflow

With JAMIS Prime, key performance data finds the user.

- Interact with real-time dashboards, queries and reports that can be tailored to each user with drill down to details
- Alerts and workflows for variance reporting outside of specific tolerance settings
- Share standard dashboards and business metrics across your organization to effectively manage projects and tasks
- Managers and users can customize and filter views of information and navigate quickly across different levels of data within their span of control

JAMIS PRIME: Related Offerings

JAMIS PRIME's **Customer Relationship Management (CRM) Suite** is also part of the fully integrated package. CRM enables you to manage your business development activities while improving the efficiency of your Business Development efforts. JAMIS CRM is an excellent way to integrate all sales and marketing activities during the bid and proposal process

We'd love to tell you more. Just call us at:

1-800-65-JAMIS (655-2647)
email info@JAMIS.com
or visit us on the Web at
www.JAMIS.com

