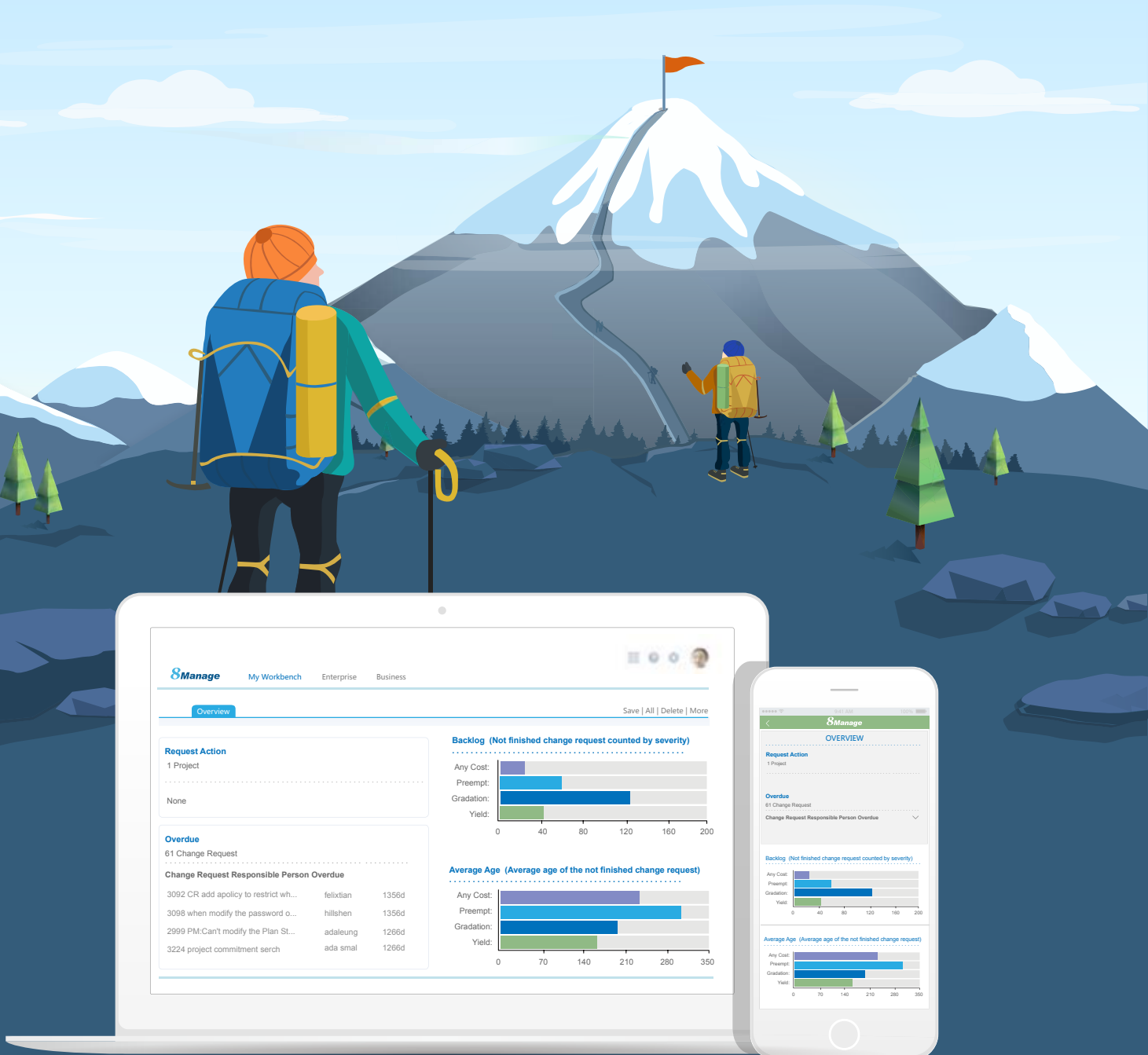# 8Manage PM
Business Project Mgt.

Get a glimpse of the refined project overall

and improve business and project execution efficiency

8Manage Business Project Management

8Manage can help you to manage clients, contracts, projects, resources, activities, procurements, delivery and acceptance, cost and income. With 8Manage, you can maximize efficiency of your normal operations and minimize damages and delays of your abnormal operations by detecting deviations or problems and their root causes at the earliest possible time.

8Manage can be used to manage different types of business projects such as construction, professional service, OEM, and BPO/ITO projects.

1. Contract and Project Integrated Mgt

8Manage supports the entire contract and project life cycle which includes:

• Proposal and quotation mgt

• Contract and project execution mgt

• Milestone completion and SLA monitoring

• Change, change impact, revenue, cost and profit mgt

• Invoice and payment mgt

• Client satisfaction and contract renewal mgt

Real-time Interconnectivity

8Manage contract and project and interconnected in real-time, for example:

• Project cost would directly affect contract cost and profit

• The delay in project deliverable would directly affect contract revenue.

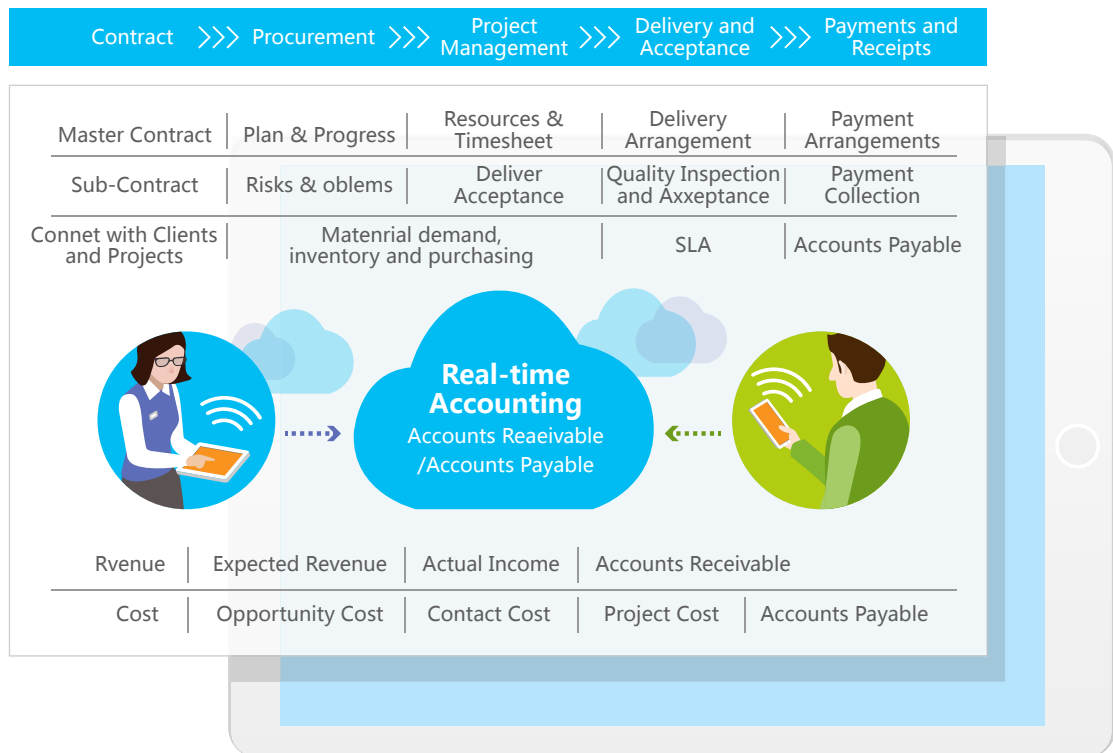• The quality of project deliverable would directly affect contract SLA results.

One contract can represent one or more projects

In most cases, a contract represents a single project. But in some areas such as investment and outsourcing, it is possible that a contract can create multiple projects and their results collectively affect the return of investment.

2. **Contract Mgt**

8Manage supports the following contract mgt features:

• Contract approval

• Transaction Contents (Products, Services and Prices)

• Delivery and SLA

• Procurement and payment

• Cost and profit mgt

• Payment terms, invoice and payment mgt

• Revenue recognition and mgt accounting

• Contract renewal mgt

Contract	>>> Procurement	>>> Project Management	>>> Delivery and Acceptance	>>> Payments and Receipts
Master Contract	Plan & Progress	Resources & Timesheet	Delivery Arrangement	Payment Arrangements
Sub-Contract	Risks & oblems	Deliver Acceptance	Quality Inspection and Axxeptance	Payment Collection
Connet with Clients and Projects	Matenrial demand, inventory and purchasing		SLA	Accounts Payable

Real-time Accounting
Accounts Reaeivable
/Accounts Payable

Rvenue	Expected Revenue	Actual Income	Accounts Receivable	
Cost	Opportunity Cost	Contact Cost	Project Cost	Accounts Payable

Sales Contract:

8Manage supports sales contracts for products only, service only and products and services together. It also supports master contracts for specifying terms and conditions and associated sub-contracts or Statements of Work (SOW) to transact incrementally. 8Manage sales contract can be generated from or linked to a customer opportunity and be used to handle invoicing and payment.

Procurement Contract:

8Manage supports procurement contracts for buying products only, service only and products and services together. It also supports master contracts for specifying terms and conditions and associated sub-contracts or Statements of Work (SOW) to transact incrementally. 8Manage procurement contracts can be generated from or linked to a procurement plan and be used to handle invoicing and payment.

3. Project Mgt

8Manage provides features to support the following 9 major areas:

Scope Management	Time Management	Cost Management
Quality Management	Communication Management	HR management
Risk Management	Ptocurement Management	Integration Management

You can select part or all of these features to manage your projects.

- Policy setting
- Project plan and cost approval
- Resource Mgt
- Deliverable planning, quality control and delivery and acceptance
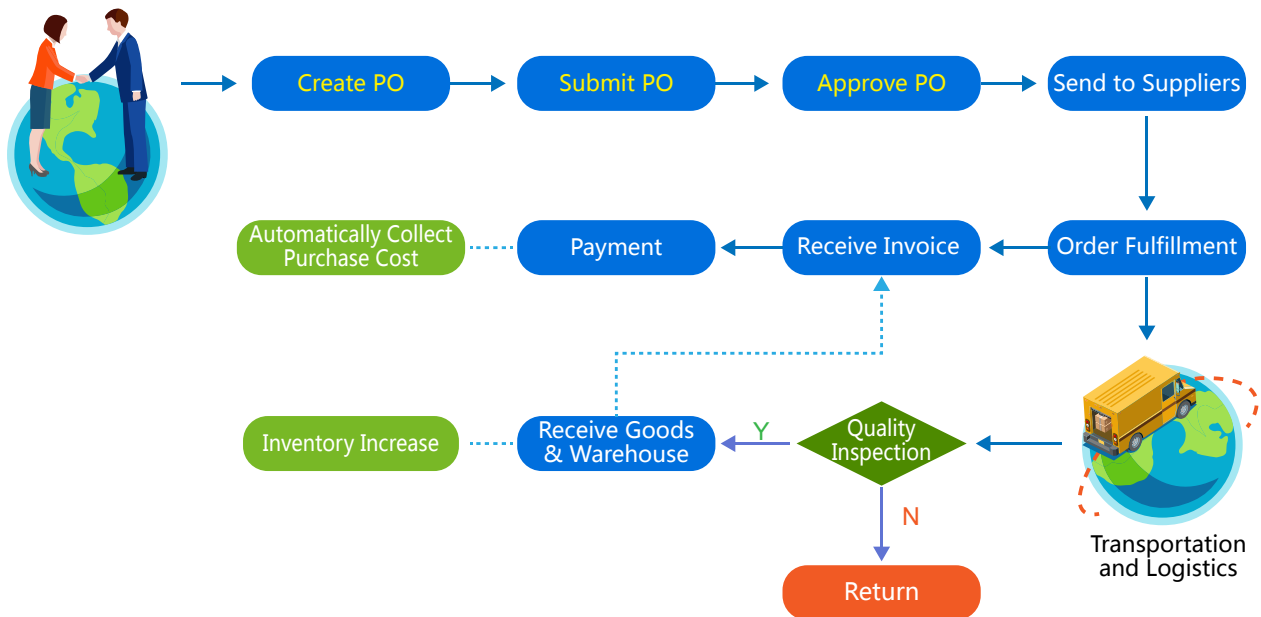- Schedule, cost, problem and change tracking
- Risk recording and mitigation

4. Customer & Opportunity Mgt

Organization Chart,
Financial Sunnary, Contact Info

Topics & Events
Interested

Invoice &
payment info

8Manage

Ibteractions
& Results

Delivery & Customer
Satisfaction Info

Deal/Order/License Info

8Manage supports establishment and maintain complete customer information, including the following:

• Client organization chart and contact information
• Financial summaries and credit ratings
• Topics/Products of Interest
• Cross-selling and up-selling information
• Opportunities and communication records and results
• Historical quote, transaction and delivery information
• Customer satisfaction information
• Accountable receivable, invoice and payment information

5. Supplier & Procurement Mgt

8Manage provides the following features to help the user manage contract-based procurement projects in a more systematic manner.

- Supplier recruitment and pre-qualification
- Supplier basic, product, service and rating information
- Supplier qualification and approval
- Purchase plan and requisition
- Quotation and price comparison
- Purchase order mgt
- Delivery, qualify and acceptance mgt
- Invoicing and payment mgt
- Supplier KPI and performance mgt

6. Accounting Mgt

8Manage can aggregate and de-aggregate revenue and cost budget and actual numbers from the lowest level projects to their associated contracts and from contracts to their associated organizations in real-time.

USD'000	Operating			Capital		
	Budget		Actual	Budget		Actual
	Approved	Forecast		Approved	Forecast	
Enterprise	57,000	8,600	38,314	8,000	0	7,307
Company A	38,000	6,400	28,624	6,000	0	5,485
Business Unit 1	22,000	0	12,380	3,800	0	3,701
Business Unit 2	16,000	6,400	16,244	2,200	0	1,784
Company B	19,000	2,200	9,690	2,000	0	1,822

EMS Contract

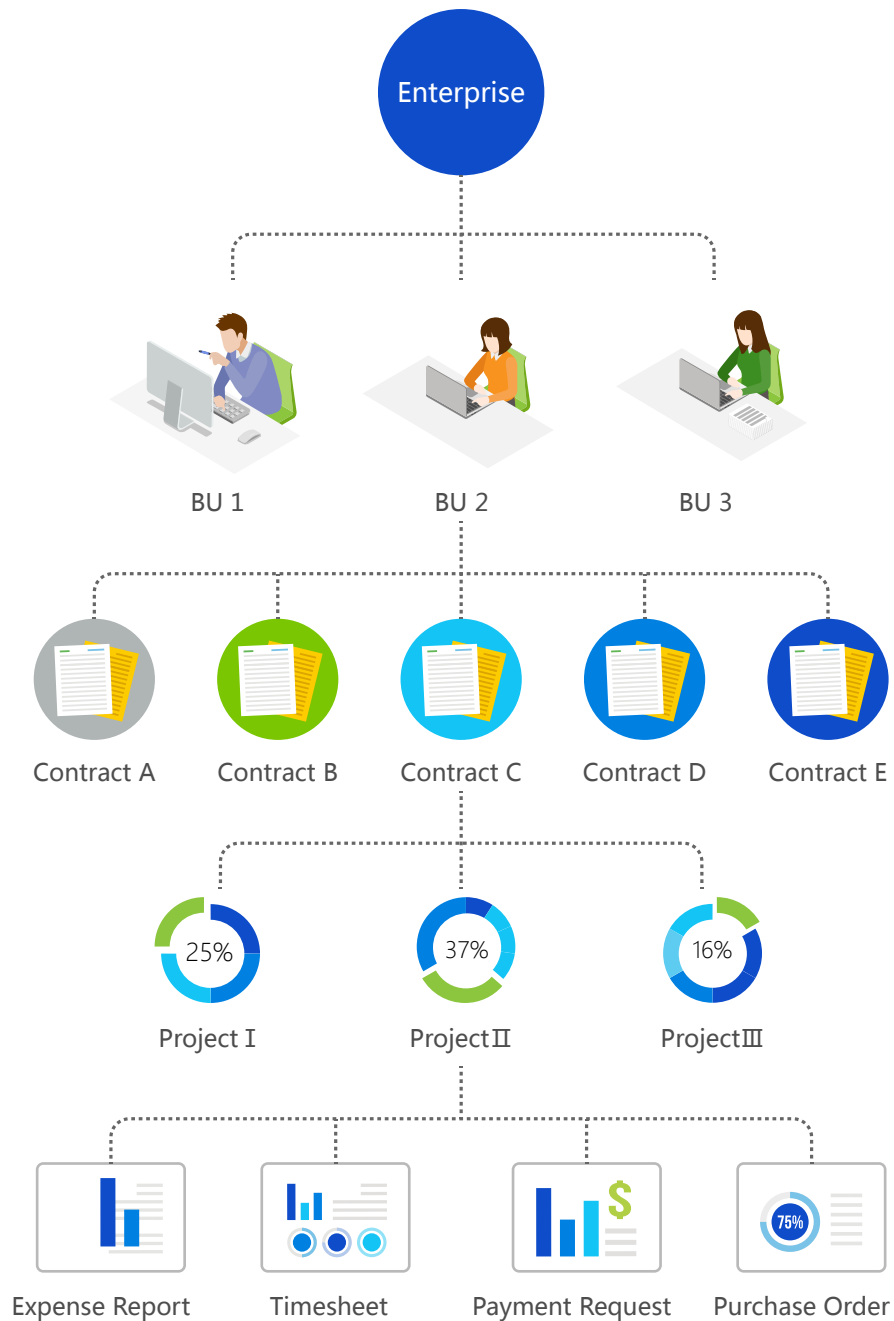| USD'000	Budget (Approved+Forecast) 2008				Actual 2008			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Operating	3,800+0	5,200+0	5,800+0	6,000+0	4,800+0	4,900+0	2,680+0	
Equipment								
Labor	3,800+0	3,900+0	4,000+0	4,400+0	3,750+0	3,860+0	1,817	
Direct	3,000+0	3,000+0	3,000+0	3,000+0	2,900+0	2,900+0	1,267	
Indirect	800+0	900+0	1,200+0	1,400+0	850	960	550	
T&E	989+0	984+0	1,284+0	1,284+0	896	732	555	
Depreciation	211+0	316+0	316+0	316+0	154	308	308	
Capital	3,800+0				3,701			
Equipment	3,000+0				3,701			
Facility								

7. Income Mgt

8Manage helps an organization to establish revenue targets and track results.

- Revenue target
- Real-time revenue recognition
- Detect deviation from target at the earliest possible time
- Display revenue according to region, organization, line of business and currency
- Sales funnel analysis

8. Profitability Mgt

8Manage provides profitability mgt from the lowest level of projects and contracts where revenue and cost occur to the highest level of the enterprise.

8Manage can provide best combination of standard products & redevelopment services for enterprise management and over 500 corporations in Asia are using our following modules on-premises or SaaS:

8Manage PPM : Project and Portfolio Management

8Manage Timesheet : Resource Time and Cost Management

8Manage SRM : Supplier Management, e-Procurement and e-Tender

8Manage ERP : Enterprise Full Automation

8Manage CRM : Corporate Client CRM and Consumer CRM

8Manage ITSM : Service Management

8Manage HCM : Human Capital Management

8Manage OA : Office Automation

8Manage EDMS : Electronic Document Management System

8Manage Kanban : Visual Agile and Lean