



Standing tall for the business of professional services



PSA Implementation

Making the best choice for your business

There are two main goals in any business; increase profitability and reduce costs. Professional Services organizations are no exception. In fact this group plays a critical role in the growth stage of any software company. Because this group interacts with customers more often than any other within the organization, they play a vital role in customer satisfaction as well as ensuring application adoption and software subscription renewals.

Professional Services Automation (PSA) tools should be built to help the team achieve these very important goals. The unfortunate fact is that today's PSA tools do very little to help the Professional Services team. In fact, most solutions on the market today are really nothing more than glorified time and expense tracking tools. While they track time and expenses and recognize revenue, they do not provide comprehensive solutions to the PS consultant and as a result, most PSA implementations fail.

“Growth Stage quickly helped us put together a comprehensive plan including strategy, service offerings, organization structure and metrics.”

Jonathan Corr, President and
COO, Ellie Mae





Using technology to fit your business goals

But what if a PSA solution could actually help consultants do their jobs better, empower their client's success and increase adoption and renewals, in addition to the tried and true accounting functions? Such application solutions would empower PSA teams to collaborate directly with clients in real-time, similar to most social networking applications. It would be easy to use and enable project managers to be better at what they do than be mired in application quicksand. It would have powerful resource management and financial reporting that actually helps to manage these critical functions of the PS team and provide reporting and metrics that leadership can use at any given point in time.

At Growth Stage, we believe your PSA should be a critical enabler of your organization's success, and believe us, we've implemented all of the most popular tools around.

And while we will happily implement and work with any PSA tool of your choice, we find that

Mavenlink contains functionality critical to the PS team success. It is the #1 downloaded app on the Google Apps marketplace for project management software and we are proud to be a premier implementation partner. Growth Stage provides a range of implementation options for the Mavenlink SaaS software platform. In fact, we use Mavenlink in all of our client and internal activities, including marketing and sales.

Take the next step with Growth Stage

For too long, your PS organization has languished in the shadows. Isn't time they had a chance to shine? Contact the Growth Stage team today at www.growthstage.net to learn more about the repeatable process that leverages your people and the right technology to build your software business.



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