



We Help Services Organizations
Get Better At What They Do

Business Needs

One of the most common mistakes in PSA deployments is implementing sub-optimal processes in a new PSA solution. Defining the right processes and identifying the most critical (and realistic) needs is the first and most important step in the journey.

PSA Vendors

Selecting the right vendor requires teasing out what is real and what is marketing material. RTM Consulting has implemented PSA solutions and has customers using a variety of PSA solutions – we’ve seen them in action.

Application Architecture

Understanding which system is the source of truth for each function and how each system in the ecosystem communicates with each other is a critical part of the overall PSA solution.

Contact Us:

www.RTMConsulting.net

855.786.2555 (855.RTMC555)

info@RTMConsulting.net

Professional Services Automation (PSA) Evaluation and Selection

Our mission is to help consulting, professional and support services organizations get better at what they do

Are you considering a new PSA solution and wondering how to get started?

Many services organizations contemplate new software solutions but need help in getting started. They need help in defining and prioritizing what’s important in a new solution. Another key challenge many organizations face is understanding the landscape of providers and sorting through the list of who’s who and which solution is the best fit.

That’s where RTM Consulting can help. We understand the leading practices needed to support the professional services business and know the landscape of software providers in the PSA market.

► Understanding Business Needs:

It all starts with understanding what is most important and essential. We know Professional Services and we understand the leading practices needed to enable an efficient and effective PS business. With our best in class frameworks – such as our patented Just-in-Time-Resourcing® – we can help you define the right processes and identify and prioritize the most essential needs to get you operational.

► PSA Vendor Selection:

The marketplace of software providers can be very daunting. Whether you’re a pure-play consulting company, a technology company with embedded services or a company that specializes in accounting, advertising, or engineering services, it’s very likely that your business needs and/or priorities may be more suited to one vendor vs. another. We have proven experience in helping companies navigate this complex landscape to find the solution that fits your specific needs.

► Application Architecture:

What defines a PSA solution? Oftentimes, the answer is not a single system, but rather a web of related systems. Integration with CRM, accounting and billing, Expense, HR and other systems are almost always part of the larger solution. We can help you define which functions are best suited for which system and how they all work together to provide the end to end solution.