Launch Professional Services

Get a 360-degree project view and track real-time performance and profitability.

The Professional Services industry is evolving rapidly, and firms must adapt their business models to meet the increasing demands of their clients. A shift towards outcome-based and knowledge-as-a-service engagements means professional services firms need to productise and monetise their expertise in predictable and repeatable ways to remain competitive.

No matter the type of service your firm provides—IT, consulting, legal, or engineering—efficient management of the end-to-end engagement process is crucial for growth. Accurate costing, optimised resource utilisation, and motivated staff are essential to delivering continuous value to clients while scaling operations effectively.

To sustain growth, it's vital to move beyond fragmented systems that provide outdated or conflicting data. Implementing a robust Cloud ERP solution such as G3G Launch Professional Services enables real-time project visibility, ensures accurate billing, and helps mitigate revenue and margin leakage, empowering your business to expand seamlessly.

SUITED FOR HIGH-GROWTH PROFESSIONAL SERVICES COMPANIES:

- Project-oriented companies: Legal, IT consulting, recruitment, engineering services
- Selling services and outcome-based solutions.
- Outgrowing existing systems or needing to expand into new business models.
- Increasing business process complexity, scale, compliance, and automation requirements
- Newly acquired subsidiaries.

Why Launch Professional Services?

Meet client expectations and increase client satisfaction

Centralise project management and track of all project aspects, including timelines, milestones, budgets, and deliverables.

Enable data-driven decisions that enhance profitability

Detailed insights into project profitability by integrating financial data with project management tools.

Reduce risk and time to make informed decisions

Real-time dashboards and reports with a clear view of project performance, resource utilisation, and financial metrics.

Improve accuracy of billing and employee satisfaction

Automate tracking of time and expenses, making it easier for employees to log their hours and monitor project costs in real-time.

Reduce revenue leakage and improve cash flow

Integrate billing and invoicing modules to ensure that all billable hours and expenses are accurately captured and invoiced.

Optimise efficiency and productivity

Real-time visibility into resource availability, skills, and utilisation rates, ready for use to streamline and update scheduling.

Package Details

G3G Launch Professional Services is a comprehensive ERP solution designed specifically for the professional services industry, powered by GROW with SAP. It provides a real-time view of business performance, enabling non-linear growth by transforming how you sell, deliver, and bill for a combination of services, projects, and products.

Built on the robust SAP S/4HANA Cloud Public Edition platform, this solution caters to project-oriented companies, driving digital transformation while addressing key industry requirements quickly and with low risk. It offers the flexibility to tailor the scope and timeline to fit your current needs and budget, with Professional Services-specific processes and extensions that scale with your business ambitions.

Standard Scope

- Launch Foundation (Administrative ERP)
  - Starter pack for Finance, Sales and Procurement
- Customer Project Management
- Time Tracking
- Project WIP, Billing, Real-time Revenue Recognition and Profitability Analysis
- Service and Consumable Purchasing for Project-based Services
- Financial Planning Foundations
- Operational Analytics
- 3 legal entities, single country
- SAP Business Technology Platform (to facilitate non-disruptive solutions extensions and emerging technology adoption)

Project duration

From 22 weeks

Project costs

Software:
SA | From ZAR 2.3m
UK | From £ 105K
(30 FTEs; Annual Subscription)

Implementation Services:
SA | From ZAR 4.5m
UK | From £ 200K

Solution Extensions

- Successfactors HR and Talent Management

- Centralised Resource Management and Utilisation Analysis

- Receivables Management

- Integrated Tactical Financial Planning and Analysis

- Solution Order Management (Order Orchestration of Usage Or Subscription Services, Projects, and Products)

- Advanced Vendor Invoice Management

- Multi-entity, Intercompany Processing for Project-based Services

- Integration Suite

- Expense Management (Concur)

- Sales and Opportunity Management

- SAP Analytics Cloud Reporting Content For Professional Services

GROW with SAP

Simplify everyday work

- Gain visibility and control over your entire business with real-time insights when making decisions
- Delight your employees with an intuitive, collaborative, and modern user interface
- Empower business users with low-code tools that require minimal IT training

Growing your business

- Move your business forward with access to a library of preconfigured processes
- Accelerate your expansion by managing legal, tax, and industry regulations across the globe
- Grow faster with integration across HR, finance, supply chain, and manufacturing lines of business

Securing your success

- Expedite rollout with guided tools and methodology through the Accelerate for GROW with SAP approach
- Avoid surprises with an implementation that includes a predictable scope and timeframe
- Build skills and improve adoption with flexible learning and training

Why launch Professional Services with G3G?

- SAP Qualified Partner-Packaged Solution for adopting SAP S/4HANA in the Cloud, driving rapid time to value, high predictability, and low risk and cost transformation.

- Access to SAP Qualified Cloud Architects to scope and monitor value realisation of your implementation and generate your roadmap to an Intelligent Enterprise to enable you to become a more competitive player in the market.

- Strong track record across industries and delivery support models (cloud, technical, functional).

- Comprehensive methodology addressing business value discovery through to Application Lifecycle Management.

- Part of a global group (Group Elephant) with extensive SAP expertise and other complementary areas (mobile application development, analytics, AI, etc).

- Executive involvement to ensure that any challenges are resolved as a matter of urgency, not affecting the timelines and quality of work we have promised.

G3G, an SAP Gold Partner with a track record of helping clients maximise the value of their SAP solutions since 1999, specialises in SAP Advisory and Digital Transformations, SAP S/4HANA and SAP Business One Cloud Project Execution, and Application Managed Services.

Our vision is to inspire clients to accelerate growth by leveraging SAP and Cloud technologies, driving intelligent automation, modernisation, and next-generation business practices. We provide companies with an accelerated pathway to S/4HANA and Cloud adoption through our industry-specific and SAP-Qualified Partner-Packaged Solutions and SAP-Certified Center of Expertise.

G3G