

# Personnel Agency Management for Microsoft Dynamics GP

The recruitment industry's competitive environment is placing considerable pressure on personnel agencies for greater efficiencies and productivity. Personnel Agency Management (PAM) from Professional Advantage is designed to help recruitment companies better track, bill and analyse their permanent and temporary placements to gain a better control of their business.



PAM was written with a number of specific objectives for the personnel industry:

- To drive down the cost of each transaction - allowing your business to become more cost effective as it grows without having to hire additional staff
- Increase customer service levels - improve handling of customer inquiries by having all transactions available via drill down and allowing information and invoices to match customer requirements
- Integrate seamlessly with Microsoft Dynamics GP (formerly Great Plains)

## SAVE TIME WITH AN INTEGRATED SOLUTION

PAM can be used to integrate front office, back office, and payroll to provide a complete solution. You have the ability to utilise systems you may already own or to configure a best of breed solution. You can select the solution that best fits your needs for applicant tracking as well as customer relationship management. Web Services technology can be used for remote access to customer, vendor and employee data, via the internet. This allows for viewing of invoice, timesheet, and payment information.

PAM is tightly integrated with Microsoft Dynamics GP.

- Industry leading accounting solution
- Work in Progress General Ledger accruals
- Accounts Receivable Integration
- Collections Management Integration

## PAY BOTH YOUR EMPLOYEES AND CONTRACTORS

Utilise your existing payroll solution or select the payroll package or service that best suits your needs. PAM can be configured to track payroll tax and benefit costs against a placement for more accurate margin analysis. Accounts Payable can be used to pay contractors who are not employees.

## ABLE TO FORECAST BOTH REVENUE AND MARGIN

Each assignment has a start date, an end date and forecast hours associated with it. This allows organisations to report on forecasted sales/margin revenue based on all assignments at a given point in time.

## UTILISE UNLIMITED CUSTOMER INVOICING OPTIONS

PAM supports an unlimited number of invoice frequencies and formats that can be defaulted for the customer or on the job.

Job set-up file

"Sizemore has found PAM to be an essential component of our suite of applications. PAM seamlessly connects our front office and Microsoft Dynamics GP back office. PAM conveniently accrues work in progress for more accurate interim financial reporting. PAM also tracks all of our payroll tax and benefit costs per job for more accurate margin reporting (GP US Payroll integration)."

V. Keszler  
Vice President and Chief Financial Officer,  
SIZEMORE INC.

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## MULTIPLE METHODS OF TIME ENTRY

Timesheets can be electronically imported from another system, via Web Based Time Entry or entered directly into PAM.

## MANAGEMENT REPORTING AND ANALYSIS

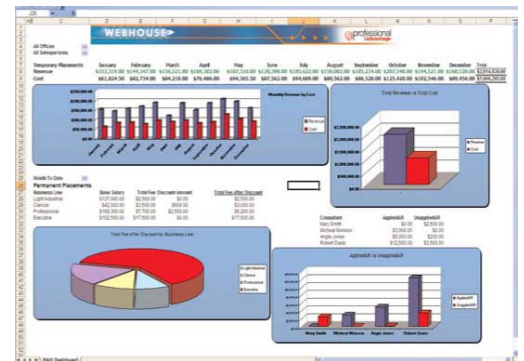
Do you need to perform a sophisticated margin analysis? Would you like to identify your most profitable offices and clients? Do you want to know if sales are up in a growing business unit? There are many variables that can be used for reporting on sales and margin:

- Office
- Business Unit
- Customer
- Position
- Salesperson
- Other user defined fields

Additional reporting is available through Microsoft SQL Server Analysis Services and OLAP cubes and can be viewed via Excel as shown in the Dashboard.

## OTHER FEATURES OF THE PAM MODULE

- Multiple temps can be assigned to the same job.
- Each job can have multiple positions with different pay rates.
- An unlimited number of Pay Types are supported to handle normal, overtime, holiday, and other special pay codes, including expenses.
- Automatically calculate and post discounts.
- Purchase Order tracking and utilisation reporting.
- Direct Charges processing, for the allocation of Accounts Payable invoices for items like drug testing or moving costs to an assignment.
- Integration between AP and AR allows for Pay-when-Paid processing for contractors or third party vendors.
- Multiple salespeople can be assigned to the same job to split the sales revenue and assist in calculating commissions.
- Multiple offices and business units can be set up to automatically allocate sales revenue in PAM and the General Ledger.
- PAM allows you to accrue costs (on-costs) for items such as overhead costs or additional insurance.
- PAM can be used alone or can be integrated into different industry leading solutions.



Business Dashboard

## PROFESSIONAL ADVANTAGE YOUR PARTNER FOR SUCCESS

Professional Advantage is a leading provider of IT solutions. In everything we do, we remain dedicated to our mission: "To improve the lives and business success of our clients by providing superior business management solutions, services and tools".

We focus on making tangible improvements to our clients' business; minimising commercial risks from technology implementation and helping them achieve a quick return on investment. To ensure that your implementation is a success, our dedicated teams of consultants, developers and customer service staff are there to guide and support you throughout the life time of your system.

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