

## InQira Increases Utilization by up to 25%, Achieves 75% Improvement in Forecast Accuracy

### CHALLENGES

- ▶ InQira had difficulty staffing at a global level because resources were managed manually on multiple spreadsheets. Checking resource availability through emails and by phone was time-consuming, taking hours or days to determine resource availability.
- ▶ Project managers were tracking hours, scheduling resources, and capacity planning on separate spreadsheets, providing management little to no visibility on how well projects were being managed to their budgets.
- ▶ InQira's reporting capabilities were inaccurate and inefficient. Without an automated process, project managers could take up to a week to manually update reports.

### SOLUTION

- ▶ QuickArrow's resource management solution enables you to instantly locate resources that fit availability, client, and project requirements - and schedule those resources based on multiple selection criteria such as job role, skill, certification, availability, and location.
- ▶ QuickArrow gives project managers access to real-time data including project completion percentages, gross margin, remaining engagement hours, and budget vs. actual, providing the ability to make more effective strategic business decisions.
- ▶ QuickArrow's Strategic Business Analytics offers customizable filters to control which business metrics are to be included in a specific report, allowing managers to more efficiently manage and forecast business operations.

### RESULTS

- ▶ InQira now has visibility into resource schedules at a global level and can now look for opportunities to turn bench time into utilization. With this new resource management functionality, InQira has seen **an increase of up to 25% in utilization.**
- ▶ Using QuickArrow to track all project related activities, including budget tracking, scheduling and forecasting, InQira has seen a **75% improvement in forecast accuracy in just one quarter** adopting the new process.
- ▶ With customized reporting, InQira can **look at utilization, availability, chargeability, forecasting, and revenue within minutes**, effectively managing their business straight from the output of their reports.

**INQIRA™**

“ *QuickArrow is easy to use and I love the flexibility of the product. The reliable data in QuickArrow allows us to create opportunities, track and manage projects, and invoice from a single services automation tool.*

- Theresa Bruno, Director Services Operations, InQira

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