



Success Story - USA Staffing Company

RESOURCE MANAGEMENT & TIMESHEET COMPLIANCE

Your Double Engine of Growth

Client Summary

Acme Inc. is a global entity that operates in an Offshore and Onshore model, primarily serving North American clients. It employs 6,000 employees, including full-time staff and contract consultants, and is governed by diverse regulatory norms and customer demands. Most projects follow a time-and-material model, requiring detailed timesheets for billing. Acme Inc. also handles multiple resource categories and compliance regulations across different locations.

Business Challenges

- Significant manual efforts to meet compliance requirements.
- The movement of resources from Offshore to Onshore should be handled seamlessly with all applicable compliance requirements.
- Spreadsheet-based inputs leading to data integrity issues.
- Weak business process controls and disparate systems (QuickBooks, Excel).
- Customer approvals for timesheets are mandatory for billing.
- Adjustments to cost accrual & revenue recognition are required.
- Potential revenue loss from missing timesheets and approvals.
- The leave policies are unique to each of the countries and further specific to some States in a country like the USA or Canada.
- Inputs to leave liability accrual and encashment for the financial year-end are required.
- Poor employee experience and inability to scale operations.

Kytes Solution

- Configured Kytes PSA to handle documentation, approvals, and compliance.
- Mapped and automated business processes for resources, timesheets, and leave management.
- Meticulous resource deployment aimed at optimal resource utilization.
- Accurate cost accrual of resources based on timesheets and leaves consumed.
- Accurate revenue recognition for each of the customers.
- Accurate and timely billing based on timesheets submitted by resources and cash flow management.
- Integrated Kytes PSA with existing systems like QuickBooks.

IMPACT



Eliminate revenue leakages and timely billing



Reduced manual efforts in timesheet compliance and leave management



Enhanced scalability and process control for timesheets and billing



Ensured accurate cost accrual and revenue recognition



Improved employee experience within the organization



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