

THE POWER OF ONEDASHBOARD: To Forecast **Accurate Profitability** and **Cashflows!**

Executive Summary

Running a systems integration business is complex, with challenges ranging from unpredictable finances to managing labor and project pipelines. Integrators often struggle with fragmented data spread across multiple systems, leading to inefficiency and an inability to forecast and plan effectively.

Solutions360's **OneDashboard** addresses these challenges by automatically unifying critical business data into a single, intuitive interface showing you forecasted profitability and cashflows. This tool empowers integrators to transition from reactive reporting to proactive planning, delivering real-time insights and actionable strategies for financial, operational, and strategic success.

This white paper explores how OneDashboard transforms business management through advanced features, real-world applications, and measurable benefits.

Introduction: The Problem Facing Integrators

Systems integration businesses operate in a uniquely challenging environment, characterized by:

- ☑ **Project-Based Revenue:** High variability in income streams due to changing project schedules and scopes.
- ☑ **Labor Dependency:** Profitability hinges on efficient labor utilization and resource allocation.
- ☑ **Fragmented Data:** Critical information is often dispersed across multiple systems, making it difficult to achieve a unified view of business performance.
- ☑ **Unpredictable Results:** Month-end financial outcomes frequently come as a surprise, hindering effective decision-making and planning.

Traditional tools fail to address these pain points adequately, leaving integrators reactive instead of proactive.

OneDashboard changes this dynamic by consolidating key business metrics into a single platform, enabling leaders to make informed decisions quickly and confidently.

The OneDashboard Solution

What is OneDashboard?

OneDashboard is an advanced, unified interface designed to bring together financial, and operational data for systems integrators to show them based on the current landscape how much revenue they will generate out of their backlog and at what profit level. It is not just a reporting tool—it's a strategic planning engine that enables:

- ✓ Real-time forecasting of financial and operational performance.
- ✓ Consolidation of data from multiple sources into a single view.
- ✓ Clear, actionable insights for short-term planning and long-term strategy.

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Key Features

1. Unified Business Intelligence

OneDashboard integrates all essential business metrics into one interface, providing:

- ✓ **Financial Health Metrics:** Revenue, expenses, and net income.
- ✓ **Operational Insights:** Labor utilization, project backlog, and resource scheduling.
- ✓ **Cash Flow Overview:** Real-time cash inflow, outflow, and projections.

2. Real-Time Forecasting

Predict financial and operational outcomes before they happen. Key components include:

- ✓ **Income Statement Projections:** Aligns backlog, labor plans, and costs to forecast profitability.
- ✓ **Cash Flow Forecasts:** Synchronizes cash inflow and outflow with operational schedules.
- ✓ **Scenario Planning:** Adjust variables to see potential impacts on performance.

3. Drill-Down Capabilities

From the high-level dashboard, users can access detailed reports to:

- ✓ Pinpoint issues in labor scheduling, project delays, or cost overruns.
- ✓ Analyze individual projects or departments for performance improvements.
- ✓ Identify underperforming areas and implement corrective actions.

4. Proactive Planning Tools

OneDashboard enables integrators to plan and adjust for:

- ✓ **30-Day Operational Goals:** Achieve short-term profitability targets with great accuracy.
- ✓ **6-Month (and beyond) Strategic Objectives:** Align sales pipeline with resource planning against your backlog to see growth or contraction on the horizon.

5. Team Empowerment

Facilitate collaboration by providing actionable insights to all stakeholders:

- ✓ Enable leadership teams to share the responsibility of decision-making.
- ✓ Align departments with unified data for better coordination.



Real-World Applications

Case Study: Labor Optimization

Challenge: An integrator struggled with underutilized labor, leading to missed profitability targets.

Solution: Using OneDashboard, the company identified gaps in labor scheduling and reallocated resources effectively.

Result: Labor utilization improved by 20%, directly increasing profitability.

Case Study: Cash Flow Management

Challenge: A client faced a potential cash shortfall during a peak project period.

Solution: OneDashboard's cash flow forecast revealed the gap early, allowing the company to adjust spending and accelerate collections.

Result: The company avoided borrowing and maintained project momentum.

Case Study: Strategic Planning

Challenge: An integrator needed to plan for rapid growth while maintaining service quality.

Solution: OneDashboard integrated sales pipeline data with backlog and labor forecasts, enabling proactive hiring and resource allocation.

Result: The company scaled efficiently, meeting increased demand without overextending.

The Benefits of OneDashboard

1. Predictability

- ✓ Eliminate month-end surprises with accurate, real-time forecasts.
- ✓ Anticipate financial and operational outcomes to make informed decisions.

2. Efficiency

- ✓ Save time by automatically consolidating data from multiple systems into one interface.
- ✓ Reduce the need for manual reporting and reconciliation.

3. Confidence

- ✓ Make decisions based on data, not assumptions.
- ✓ Gain clarity on financial and operational health at all times.
- ✓ It gives you and your team one version of the truth.

4. Scalability

- ✓ Plan for growth with precise forecasting and resource allocation tools.
- ✓ Navigate market contractions by identifying areas for cost control.

5. Team Alignment

- ✓ Foster collaboration across leadership and departments.
- ✓ Share actionable insights to ensure everyone is working toward common goals.

How It Works: A Closer Look

Integration and Implementation

OneDashboard leverages existing data from Solutions360's ERP system, requiring no new workflows or modules. Key steps include:

- ☑ **Data Integration:** Pull data directly project plans; labor and material.
- ☑ **Dashboard Configuration:** Customize views to align with business priorities.
- ☑ **User Training:** Ensure teams understand how to access and interpret the data.

Ongoing Use

OneDashboard is designed for continuous use, providing:

- ☑ Daily operational updates.
- ☑ Monthly planning tools for leadership.
- ☑ Long-term forecasting for strategic decisions.

Future-Proofing Your Business

The integration industry is evolving rapidly, and success requires adaptability. OneDashboard equips integrators with the tools to:

- ☑ Stay ahead of market trends.
- ☑ Make proactive, data-driven decisions.
- ☑ Build a resilient business that thrives in any environment.

User Testimonials



**Jerry Bernard, President,
Kansas City Audio-Visual:**

"The Solutions 360 One Dashboard provides owners and their leadership teams with a single location with real-time visibility into what's happening in their business. It's a powerful resource that facilitates data-driven decision-making in an accessible, at-your-fingertips location."



**Sean Borowski, Executive
VP, Systems Innovation:**

"The OneDashboard has been instrumental in improving our forecasting, maintaining inventory, and maximizing profitability by providing real-time insights and data tailored to our industry. It's an essential tool for planning and tracking progress."

Conclusion: Take Control with OneDashboard

OneDashboard is more than a tool; it's a strategic partner for systems integrators. By consolidating critical data and enabling proactive planning, it transforms how businesses operate, delivering clarity, confidence, and measurable success.

Discover how the OneDashboard can revolutionize your business.

Visit solutions360.com to request a demo or learn more!

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