

NDH Group, Ltd.

Problem / Feature / Benefit Framework: Software & Service Firms

Problem	Feature*	Benefit
Software & subscription-based service companies face complex accounting and reporting arrangements for the correct recognition of their revenues.	<ul style="list-style-type: none"> Accounting software capabilities to address VSOE compliance and rev. recognition. Knowledge of VSOE requirements and how to incorporate into customer setup. 	<ul style="list-style-type: none"> Process: Elimination of 3rd party software, increased visibility and reporting accuracy. ROI: Elimination of staff and/or hours of manual work and reduction of errors.
Professional service organizations lack integration between time and expense tracking and project management and financial reporting systems.	<ul style="list-style-type: none"> Sophisticated project management capabilities tied to accounting systems. Significant experience with project accounting and PSA marketplace. 	<ul style="list-style-type: none"> Process: Integration of time and resource management with accounting/reporting. ROI: Reduced hours and tracking of projects separate from billing and reporting.
On-line retailers maintain duplicate or manual processes for the recording of on-line sales from their customer facing applications (CFA) to accounting systems.	<ul style="list-style-type: none"> Web-Services capabilities to integrate from CFA to accounting system. Expertise in middleware for the integration of CFA, CC host, and accounting system. 	<ul style="list-style-type: none"> Process: Elimination of duplicate Web and accounting transaction sets. ROI: Elimination of staff and/or hours and reduction of CC audit fees and errors.

*Features understood as both software related (in the feature set of our platforms) and custom configuration per the NDH Group.