



**With better decisions come more successes**



**We prepare your company for the future with staffITpro Business Reporting. Identify possible staffing shortages through target-oriented analysis of your company's requirements for IT skills and important candidate data. Estimate the needs of your customer and always be a step ahead of the competition.**

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Good decisions are the cornerstone of successful business. StaffITpro business reporting offers you the possibility to quickly get a thorough overview over the structure of your company. Discover immediately which skills are missing, how much revenue you will make in the next three month, how many projects have been staffed successfully or lost, and many more key performance indicators.

For better understanding, we divide reports into the following groups: Skill Reports, Forecast Reports, Performance Reports and Revenue Reports. Additional analysis reports concentrate all important business indicators of your company into one overview. All reports can be customized with individual filter and sort criteria so that you are flexible in response to business needs. StaffITpro Business Reporting is an investment. The system is based on the reporting software of market leader CrystalReports. You can print the reports or distribute the results by email. We build individual reports upon request, easy to add to your standard suite. This offer is a must-have add-on solution for all customers who require more detailed management reporting from staffITpro.

# Speed and precision are the makers of your success

**staffITpro Business Reports monitor and build a precise analysis of your company's IT skills in your database. With a pushbutton request, you see what actual skills are available and what areas require more attention. Always be aware of your customer's needs.**



## Everything at glance

The Business Reports give the decision makers quick and comprehensive information regarding the current status of your business with all relevant indicators. You are able to recognize all problems and shortages at an early stage with time to respond appropriately.

- » Statistics of all project requisitions and their status per month
- » Development of hourly rates and gross cut
- » Overview of revenue and gross profit
- » Statistic of the incoming applications by month, quarter, and year
- » Statistics about the number of new/updated applicants
- » Top 5 customers with the most project requisitions
- » Top 5 personal contacts with the most project requisitions
- » Top 5 recruiters over all
- » Top 5 recruiters with the most Customer contacts
- » Top 5 recruiters with the most Applicant contacts

## Manage IT skills

The Skill Reports offer you a summarized view of your IT personnel and their IT skills. You recognize immediately if you are able to cover the market with your available skills and from what source your data came. The following reports are available.

- » Applicants: hourly rate in Procuring
- » Applicants: Source by state, zip code and country
- » Skills: Distribution by Skill-Groups like SAP, IT, and Engineering
- » Skills: Top 10 Branches and categories
- » Skills: Top 10 Branches and skills
- » Skills: Top 10 Branches and skill groups
- » Skills: Top 10 First contacts and the related skills
- » Skill: Top 10 Suppliers and the services they provide
- » Skill: Top 10 Suppliers and the related skill groups
- » Skill: Top 10 Projects and the related skills required
- » Skill: Top Categories and the related skills of candidates



## Review finances

The Revenue Reports offer detailed information over all important indicators of your project contract, your existing revenue, gross profit and commissions.

- » Development of hourly rates - purchase to sales by customer
- » Development of hourly rates - purchase to sales summary
- » Revenue and gross profit on billed projects in detail
- » Revenue and gross profit on billed projects in total
- » Revenue and gross profit on billed projects by customer and top 5 customers in detail
- » Revenue and gross profit on billed projects by customer and top 5 customers in summary
- » Revenue and gross profit on not billed projects (Audit purposes)
- » Commissions to employees in summary

## Plan strategic steps

The Planning Reports are an ideal addition to the revenue reports and offer an overview of projected revenue to plan investments at the right time to make them into successful steps in your growth.

- » Hourly rate and profit development
- » Projected Customer revenue for the next three month
- » Projected revenue for the actual month
- » Complete projected revenue for all contracts
- » Complete payable commission for the actual month
- » Complete payable commission for all contracts

## Control your business

The Performance Reports show at anytime how successfully your company behaves in the market and if your business processes work optimally. You can immediately recognize all potential weaknesses and can focus investments on critical areas.

- » Contact statistic off all recruiters with contacts to customers and employees
- » Successful closed deals for all recruiters of all requirements (development overview)
- » Successful closed deals of all recruiters for all requirements (complete overview)
- » Comparison of all closed deals by recruiter and requirements
- » Conclusion by project per customer in single view
- » Conclusion by project per customer for all contracts

**With the help of staffITpro you will  
find the exact matching candidates!**



**Online-Demo available by request**

**Phone: +1.817-745-4620 or [info@staffITpro.com](mailto:info@staffITpro.com)**

USA/Dallas

audeoSoft USA Inc.  
9500 Ray White Rd, 2nd Floor  
76244 Fort Worth, TX  
USA

Phone: +1.817.745.4620  
Fax: +1.817.745.4622  
Email: [info@staffITpro.com](mailto:info@staffITpro.com)  
Web: [www.staffITpro.com](http://www.staffITpro.com)

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*...just staff it*