

From Chaos to Success

How Better Cost Accounting can Propel Your Company to Higher Profitability

Presented by:

Curt Finch, CEO

Journeyx, Inc.

About me and my company:

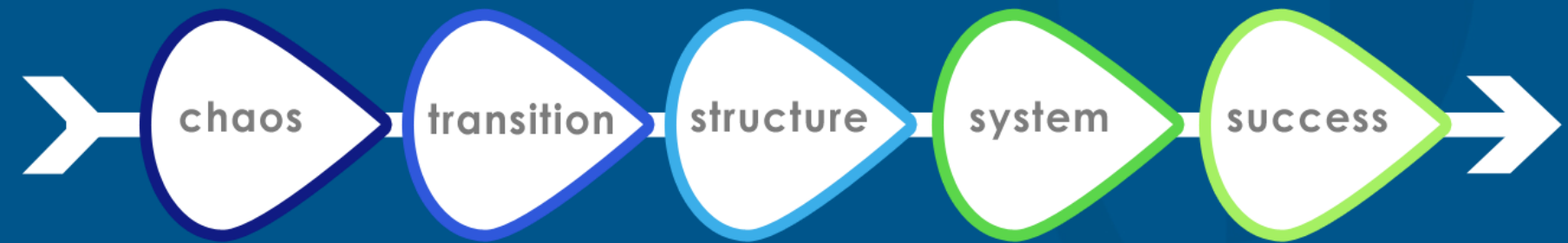
- I am originally from Virginia and went to Virginia Tech (go, Hokies!)
- I developed the idea for Journyx while working for TKG
- I founded Journyx in 1996 in Austin, Texas
- Today, we have close to 1,000 customers, including Bayer, Crate&Barrel, Big Brothers Big Sisters, Callaway Golf, Schlumberger, BP, and lots more



Do you view time as a finite resource? You never get it back. My mission is to help people spend their time on things that matter (and are profitable).

How Journeyx helps our customers:

- We help companies collect data for complex cost accounting
- Companies use Journeyx to track time, expenses, mileage, consumables and equipment
- Journeyx data helps you understand costs on a:
 - Per-Person Basis
 - Per-Customer Basis
 - Per-Project Basis
 - Per-Department Basis



A Grim Statistic:

The 2012 Standish Group's CHAOS results show just 39% of all projects were deemed successful, 43% were challenged, and 18% failed.



How many of those failed projects were yours?

Today's Goal:

Demonstrate how to employ highly-delineated **cost accounting capabilities** in your company so that you become **more profitable, eliminate competitors, grow revenue, and lower both costs and risk.**

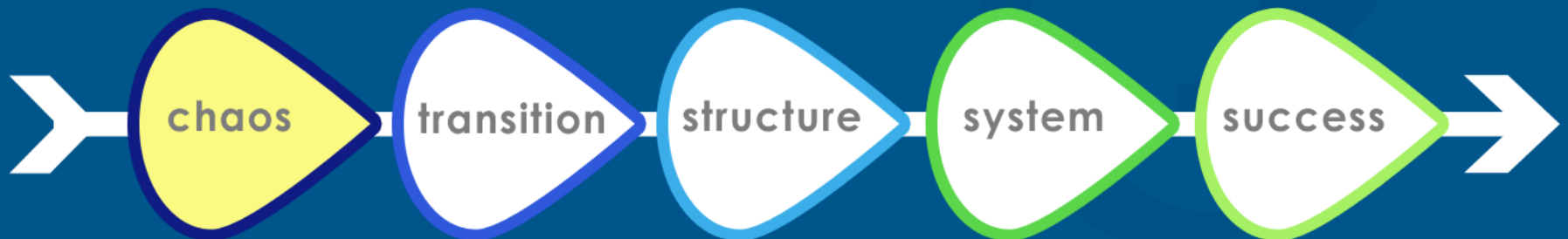
Are you ready?

Chaos: Most Companies Have Been Here

- Over commitment is common
- Processes abandoned in crisis
- Successes are difficult to repeat consistently

1. The first step is to take the first step

- Start tracking time
- Start tracking projects
- Start tracking expenses



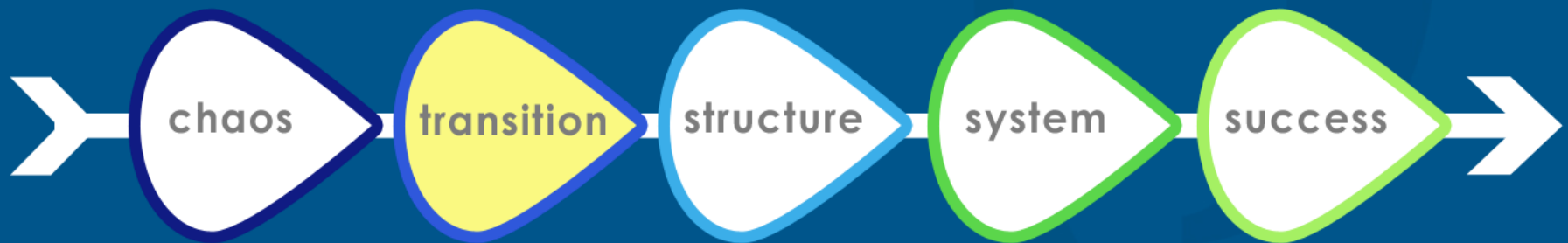
Have you worked where
people track time but no one
trusts the data?

The Transition Stage:

- Everyone tracks labor hours on a per-project basis.
- Your focus is to gain more insight into your project cost accounting data:
 - Track costs
 - Report costs
 - Know your data

CHECKLIST:

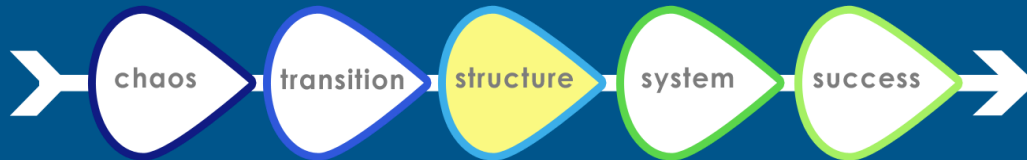
- ✓ People have begun tracking their time, projects and expenses



What are the worst parts of project cost accounting? What good can come of it?

The Structure Stage:

1. Now that you know your costs, you can improve cost estimations
2. Institute a feedback loop
 - Ask the right questions
 - Adjust as necessary
 - Continue to improve future estimates



CHECKLIST:

- ✓ People have begun tracking their time, projects and expenses
- ✓ You have insight into project cost accounting data

What bad things happen when
you don't understand costs?
What have you seen or heard of?

The System Stage:

1. Put better goals in place that are measured by metrics:
 - **S** – Specific
 - **M** – Measurable
 - **A** – Attainable
 - **R** – Relevant
 - **T** – Time-bound
2. Put Key Performance Indicators in place
 - Billability
 - Adherence to estimates
 - Percentage of projects profitable



CHECKLIST:

- ✓ People have begun tracking their time, projects and expenses
- ✓ You have insight into project cost accounting data
- ✓ Improved cost estimations
- ✓ You have a feedback loop



What are some good KPIs you use in your company? What are some you wished you used?

You've arrived at the Success Stage!

The final step is to improve resource allocation procedures:

- What is each resource assigned to?
- Does everyone else know this?
- Are you sure the resource is yours?



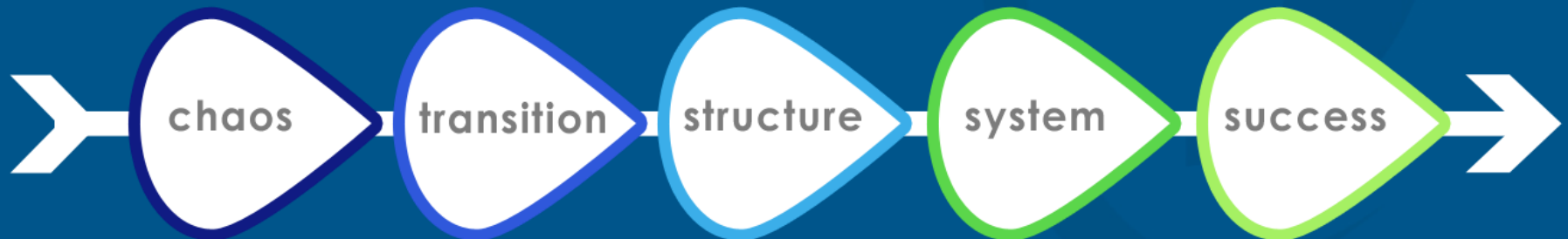
CHECKLIST:

- ✓ People have begun tracking their time, projects and expenses
- ✓ You have insight into project cost accounting data
- ✓ Improved cost estimations
- ✓ You have a feedback loop
- ✓ SMART goals and KPIs in place

What happens when people
don't know who is assigned to
what?

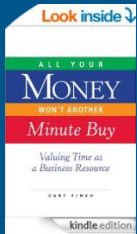
Final Checklist

- ✓ People have begun tracking their time, projects and expenses
- ✓ You have insight into project cost accounting data
- ✓ Improved cost estimations
- ✓ You have a feedback loop
- ✓ SMART goals and KPIs in place
- ✓ Improved resource allocation process



Thank You!

- “All Your Money Won’t Another Minute Buy: Valuing Time as a Business Resource”



Find my book on Amazon

- Read more on this topic at journyx.com/news

- Connect with me on social media



Please leave me your card!

- If you would like a copy of this presentation, write a P on your card
- For our sales team to give you more information on Journyx products, write an S on your card
- For general questions, write a Q on your card

Email: curt@journyx.com, Office: 512-837-5493