

**WHY PARTNER WITH US?**

**PRECURSIVE**

Make Every Customer a Success Story





## WE WORK WITH FAST MOVING TEAMS

OUR APP is designed to support teams that need to balance workloads across a wide range of billable, proposal and non-billable activities

OUR APP is easy-to-use given the wide range of functionality needed to support agencies as they look to manage capacity better



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**RICHARD  
VELLA.**

GLOBAL HEAD OF PMO

**Precursive and Taskfeed help us to manage projects globally using integrated tools on the Salesforce platform. We can track progress and be proactive to prevent project delays. We are seeing reduced project timelines as a result of using Precursive and have enjoyed working with a niche company with a dedicated and knowledgeable team.**



## WE HAVE EXPERIENCE

WE SUPPORT clients in Media, Market Research, High Tech, Telco, Business & Professional Services and Management Consulting

WE UNDERSTAND that the nature of management people, running projects and serving clients is changing

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**SIMON  
KEYES.**

PRESALES, PROGRAMME &  
PROCESS MD

**We chose Precursive because they combine the right breadth of functionality with ease-of-use and after a quick pilot, we saw this was the case. Their delivery has been professional and on-time which creates a lot of credibility with our PMO team. With Precursive and Taskfeed, we've given people the right tools to do their jobs.**

**Ultimately we're able to increase our throughput of work and improve our capacity planning which is great news.**





**CUSTOMIZE FOR YOUR BUSINESS,  
NOT VICE VERSA**

USE OUR FLEXIBLE product architecture to  
customize the app to suit your approach to resource  
planning

INCLUDE relevant client, project or staff information  
to make it easier to get people to adopt the tool

**SIGNICAT**

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**SOFI**

**FAHLBERG.**

VP, OPERATIONS

**OBX helped us to organize ourselves better, made us able to  
handle a higher volume, while also keeping track of what is  
happening. Nothing is forgotten.**

**It enabled us to coordinate in a tool. Signicat has been able to do  
its own way, but OBX has some great guidelines. It has made us  
more scalable.**



**YOU WILL GET SUPPORT TO HELP  
YOU OPTIMIZE HOW YOU WORK**

YOU CAN GET PRECURSIVE to help you plan  
and execute any project including all comms,  
training and change management

YOU WILL HAVE a responsive support team  
helping you get value from your investment



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**ROBERT  
WADE.**

STRATEGIC INSIGHTS DIRECTOR

Precursive has helped to gain a deeper understanding of our business.  
We have learnt about the factors that impact our profitability and have  
implemented processes to reduce the instances in which these occur.

With Precursive we can now schedule our workload more effectively.  
Our workloads are better distributed so the team is no longer  
experiencing the large peaks and troughs of the past. As such,  
engagement has increased considerably and the team feels more united.

# PRECURSIVE

## RESULTS - PRECURSIVE BY NUMBERS

Stats from individual customers we've aided

**30%**

increase per person via adopting the Precursive OBX tool

**\$800  
MILLION**

in project value managed through Precursive in 1 year with average delivery time reduced by 40%

**\$65M  
SAVED**

with historical losses of near \$100m, cut to \$35m since introducing Precursive

**1000  
RESOURCES**

requested, allocated to projects with a real-time view of capacity.

**48%  
GROWTH**

as the business scaled in 2019, with the ability to take on (and onboard) new customers.

**35%  
FASTER**

with "time to value" now less than 60 days

# PRECURSIVE

## TEAM - PRECURSIVE PEOPLE



Jonathan



Andy



Domi



Xavier



Anna



Tom



Debbie

Here is your implementation, support and customer success team with experience from the likes of Accenture, Gartner, Infosys and Sony. Plus, being Salesforce certified, you know you're in good hands. There are approximately only 300 Salesforce Technical Architects in the world and Precursive has one of the them!



# WHEN'S YOUR DEADLINE?

[www.precursive.com](http://www.precursive.com)

[hello@precursive.com](mailto:hello@precursive.com)