

## DATABASICS PARTNER PROGRAM

# TIME & EXPENSE MANAGEMENT BATTLECARD

### OVERVIEW

DATABASICS is driven to meet the most demanding time and expense management challenges for organizations throughout the world with a combination of deep expertise, next-gen technology and a focus on the unique needs of each customer. Powered by decades of experience, DATABASICS is in the business of solving time and expense problems with solutions that are the right choice for today and easily adapt to the uncertainties of tomorrow. Time and expense are better together, which is why DATABASICS addresses these two critical business processes with absolute ease in one solution.

### CUSTOMER PROFILE

#### LOCATIONS:

North American & Global

#### VERTICAL MARKETS:

Nonprofits, International Development, Federal Contractors, Field Services, Home Healthcare, Contract Research Organizations, Professional Services, Staffing Firms

#### COMPANY SIZE:

100-2500 employees

#### MARKET DEMOGRAPHICS:

Middle Manager to C-level in Accounting, Finance, Human Resources & Operations

### TIME & EXPENSE MANAGEMENT PAIN POINTS

- Currently using a manual process for Time/Leave & Expense management
- Outgrown current solution
- Unhappy with customer support from current provider
- No or poor integration with accounting/ERP, HRIS, payroll systems
- Audit compliance
- Credit card management (reconciliation, visibility, etc.)
- No mobile app
- User satisfaction

### CUSTOMER BENEFITS

- All-in-one solution for timesheets/leave management and expense
  - Eliminates need for multiple solutions
  - Increased employee adaptation and satisfaction
  - Single view of labor, projects and expenses
  - Can transition current processes into an all-encompassing automated solution
- Eliminates manual errors
- Less time spent on timesheets, leave, and expense (administrators and submitters)
- Increased policy awareness and policy control
- Robust reporting
  - Increased spend visibility
  - Budgeting and analytics

### COMPETITIVE DIFFERENCES

- Customers receive two environments
- Support/implementation structure
- No ongoing integration fee (one-time set up fee and that's it)
- No additional support fees
- 24/7 support
- Heavy lifting reporting tool
- Support for setup and configuration
- Travel advances
- Project/cost allocations
- Global presence with multi-language support
- Robust project tracking capabilities

### CONVERSATION STARTERS

- What is your current expense/time management process (using expense/timesheet tool or a manual process via Excel, homegrown solution, etc.)?
- What is your biggest challenge around expense/time management? (Answers may include no integration, too difficult to scale, outdated, etc.)
- Are you utilizing projects within your current ERP/accounting system?

### CONTACT INFORMATION:

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