

Can Do

INTERFACE TO
SALESFORCE

THE ADD-ON FOR resource planning

Once you've created a new sales opportunity in the CRM system Salesforce, there are several things you'll need to handle before you successfully complete the project with Can Do project management software. Even at an early stage of the sales process, it makes a lot of sense for the sales team to find out whether enough staff will be available for the potential project in the customer's desired timeframe – and naturally whether those people have the skills required. That helps your salespeople better manage customer expectations in terms of the project start date and duration, the number of employees required, and the resulting project costs. Aside from sales, department heads and project managers also benefit from this visibility – as do your employee development people working on the company's training programs.

Add capacity checks to the sales process

Salesforce
(sales)

Can Do sits underneath Salesforce as a sort of engine. It's an add-on that displays real-time resource planning within Salesforce starting at a predefined stage in the sales portfolio process. It also shows possible risks due to absences such as vacation, training, parental leave etc. and to a lack of the required skills.

Can Do
(project management)



OPTIMIZED INFORMATION FLOWS & INCREASED CUSTOMER SATISFACTION

Benefits of extending the sales process by integrating capacity planning:

- Real-time risk visibility: with a click of the mouse, the sales team can see how likely it is that planned projects can be completed using the existing resources and skills. The probability of closing the deal is defined using the stage model and reused in Can Do to calculate capacity requirements
- Increased customer satisfaction: optimal expectation management with fact-based communication on accurate capacity and skills planning; customers can track the progress of their project themselves
- No application change: Salesforce users work exclusively in Salesforce
- Accounting: Can Do delivers costs and actual times to Salesforce to facilitate invoicing
- Competitive advantage: the optimized information flow between sales, project management and HR is automated to help you react quickly to skill shortages and deadline requirements while organizing needs-based training and recruitment
- Securing growth and long-term business continuity with high quality: project managers can simulate and plan new projects at a very early stage, while taking risks into account in good time

CAN DO: APP-BASED SOFTWARE

FOR PLANNING PROJECTS WITH ARTIFICIAL INTELLIGENCE

Agile project organization

Agile project organization

Conventional departmental, line or even matrix organizations are inexorably evolving towards becoming an agile organization. The high level of dynamism requires fast decision-making based on reliable information. This is generated by software that covers the entire spectrum of project work, including financial accounting as well as demand and budget management.

Successful projects – on time and on budget

As an enterprise-wide solution, Can Do gives you overviews and control of schedule, cost and capacity planning for your projects.

Better collaboration based on consistent data

The consistent, tamper-proof database, as well as the ability to plan with realistic or inexact data, help you enhance cross-departmental collaboration between mixed teams comprising both project and line staff, even in agile organizations.

Easy integration and hybrid project management

A wide range of standardized interfaces, including for SAP, make it easy for you to integrate

Can Do with other systems. And with its JIRA interface, Can Do bridges the gap between agile effectiveness and the visibility that traditional project planning requires for budget- and deadline-compliant implementation.

Can Do technology

Can Do solutions include complex algorithms that optimize the organization of people's project work. Artificial intelligence (AI) has also been integrated into the solution as a self-learning expert system.

AI recommends actions

Analyzing complex situations in projects is time-consuming and almost impossible without software. Our AI analyzes all conceivable possibilities and shows where you'll need to intervene based on risk factors. But it's you who decides whether or not to follow the AI's suggestions.

Plan with realistic assumptions

When planning projects, people use imprecise details every day, like "start date early July 2020", "30-35 person days of work" and "milestone in week 36". The further we look into the future, the less accurate our knowledge will be. Can Do lets you plan using these inexact values.

Dynamic capacity balancing optimizes staff deployment

If a solution only distributes planned work effort along a linear time axis, it will flag overloads where there aren't any. The Can Do Watermodel® algorithm analyzes all work effort indicators by looking at their dynamic interactions (both time period and scope) while checking which conditions must be met for the plan to work.

Timely course corrections using dynamic risk management

With Can Do's algorithm-based simulations, you get a realistic and real-time view of staff deployments, costs and risks in your plan. That lets you intervene in good time and adjust the course of your project as necessary.

Skill & resource management

With today's "war of talents", strategic staff planning is increasingly challenging. Skill management – resource planning based on your employees' skills – lets you master this challenge while ensuring you have the people you'll need in future to complete your projects successfully.

Strategic staff planning

Capacity planning based on your people's capabilities lets you analyze the skills you already have on board as well as the type and quantity you'll need in the future.

Optimized staff deployment

The centralized skill and resource pool, along with the Watermodel® algorithm-based capacity balancing function, shows you whether any of your company's departments or business units are already overloaded.

Satisfied users

The app model ensures you have an intuitive solution tailored to your requirements and users, creating the right conditions for a high level of user acceptance.

Appification in Can Do

Can Do provides a wide range of apps that let you tailor the solution to your growing and changing project planning requirements.

Flexible implementation

You can buy the apps based on your needs, assemble them based on roles, and expand the solution's implementation step by step. The software's intuitive, so your users will work with it more intensively.

Usage-based pricing model

With the app model, you only buy the functions you need now. You don't pay for anything you don't require.

Serverless:

Can Do in the cloud
As it's a SaaS solution for AI-based project and resource management, you use Can Do apps in the cloud. The software runs on the Amazon Web Services (AWS) infrastructure. Along with fast provision and scalability, this delivers massive computing power.

Digitalized support

Together with the tool tips in Can Do, you also get one-click online access to a short description of the apps you've bought. This is often updated and gives you a brief introduction to working with Can Do. And the Can Do support team is always on standby to help with any questions you might have.

