



## Co-Founders



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## About Twenty5

Founded: 2017

Industry: Enterprise  
Software

Location: Austin, TX

Pricing & Estimating Suite  
released in 2018

SAP Certified Integration  
with GROW with SAP

## Contact Us

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**20/5 Eagle-Eye  
Vision for Better  
Business Insights**

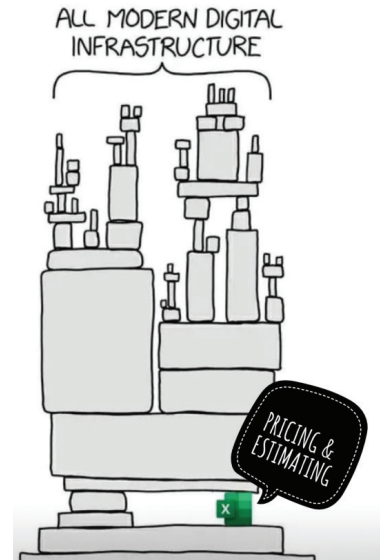
[www.twenty5.com](http://www.twenty5.com)

# Integrated Project Pricing & Estimating (iPE) for Professional Services

## Challenge

Many Professional Services firms running SAP are submitting bids and estimating labor based on tribal knowledge without continuous improvement from bid to bid. This results in:

- Inability to develop best practices or leverage re-use of historical data to enable continuous improvement
- Lack of visibility of project profitability and margin across service lines
- Inability to manage rates globally without being able to factor in exchange rates and multi-currencies
- Errors in rates or project plans, resulting in a severe loss of profit and margin
- A long process of building a WBS to be manually uploaded into SAP



## Solution

Combining data science and end-to-end integration with SAP S/4HANA, and SAP C4C, Salesforce or Microsoft Dynamics CRM, iPE from Twenty5 helps companies respond to RFx's faster, more accurately and with more confidence - by helping companies to:

- Seamlessly pull in all opportunity data from CRM with minimal effort
- Create contract and project baseline automatically in SAP when you win a proposal
- Integrate with popular staffing and resource booking tools
- Enable an integrated end-to-end process from opportunity to bid/proposal to executable project
- Get proposals out the door faster and with less effort leveraging best practices, re-use and workflow
- Reduce the number of errors in proposals by standardizing pricing across the business
- Provide a single source of truth for all your company's bids, including versions and what-if analysis
- Support multiple pricing strategies including time & materials (T&M), fixed fee, subscription and hardware
- Manage global bids with full support for onshore/offshore, multi-business unit, multi-currency, local rate cards and inter-company rates
- Powerful estimating algorithms such as performance history, factors, parametric estimates, and predictive analysis
- Analysis and reports to review and get approvals/sign off for any bid

## Technical Architecture

Selected by the top consulting, outsourcing and accounting firms world-wide, iPE is built on a modern, open, enterprise grade technology stack, leveraging SAP's Business Technology Platform and deployable from the cloud or self-hosted. Our solution is integrated with SAP S/4 HANA Public or Private Cloud for resources, rates, and performance history such as labor, and to create contracts and projects when your proposals need staffing.

## Who Can Benefit

The solution is targeted at enterprises running SAP who are estimating and submitting bids for complex projects requiring subject matter expert inputs from multiple sources and locations, in the following industry sectors:

- Aerospace & Defense
- Professional Services (Consulting, IT, Accounting, Engineering Services)
- Engineering & Construction
- Capital Projects (e.g. Utilities, Energy, Oil & Gas)
- Industrial Machinery & Ship Building
- Government Contractors

## Alternatives

Many companies use MS Excel for modeling resources, labor, bill rates and costs. It's common that MS Excel is not integrated with the front end CRM or the back end SAP ERP system which leads to a time consuming manual process of data entry and re-keying of duplicate information.

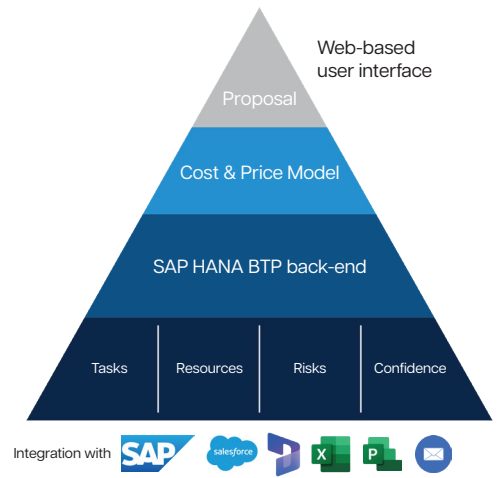
Only iPE has the necessary proposal management features to provide seamless end-to-end resource costing and pricing for consulting, accounting, engineering services, IT and BPO firms, including:

- AI driven labor estimating, costing and bill rate optimization
- Full integration with both your CRM and SAP ERP
- Deal approval workflows, conversioning and what-if modeling

## Why Now

iPE from Twenty5 should be considered now because:

- Gives an end-to-end fully integrated solution to manage opportunities through project execution
- Professional services firms gain control over cost & bill rates leading to increases up to 5% on margin
- Built on SAP HANA, iPE fits into the overall IT architecture of an SAP-centric organization, and can facilitate S/4 RISE migrations or upgrade
- Advancements in AI, data science, in-memory computing, and database technology are making older solutions (e.g. custom solutions) obsolete



## Client Story

Twenty5 started working with a leading healthcare IT company in 2022 after they successfully spun off of DXC and had to migrate to all new systems in under two years. They realized they had a gap when it came to pricing out project based work and quickly turned to Twenty5 to fill it. They have been live and happy since 2023 and are currently working with us to further enhance and optimize the tool.

***“We now have gone from an organization that was supporting the big deals only to mostly 95% of every transaction comes through the channel and we haven’t had to change our capacity to deal with that.”***

**Chuck Lee**

VP of Pricing at Gainwell Technologies