SOLUTION
Overview

Scope Management Solution

AGENCY MANIA SOLUTIONS

ScopeDeliver™

ScopeDeliver is a highly flexible, integrated scope of work (SOW) and staffing plan solution, specifically designed to support the annual planning and ongoing management of deliverables and agency resources.

How Do You Benefit?

Every fiscal calendar, companies invest significant resources towards securing the right marketing objectives and budgets. A transparent, comprehensive view of all agency deliverables is vital for obtaining the skillsets and resources needed to deliver great campaign work. Without the right SOW data or relevant benchmarks, brand advertisers are ill-equipped to adequately plan and negotiate staffing, fees, and other expenses.

ScopeDeliver provides marketing and procurement teams with a centralized, purpose-built solution to streamline scope alignment, foster collaboration, maximize resource utilization and enable more informed decision-making through improved tracking and reporting.

Key Benefits Of ScopeDeliver™

Efficiency & Control

- Streamlined entry, reporting, and distribution via a shared repository with single sign-on for clients and agencies
- Versioning control, fencing, and audit-ready data/reports (print and PDF enabled)
- Easily search critical SOW, fee, and staffing data with alerts/reminders

Real-Time Transparency

- Quick analysis, interactive reports, and customizable dashboards for real-time decision-making
- Advanced reporting with visual data display for actionable insights
- Consolidated view of SOW activity and agency performance available on demand

Speed & Flexibility

- Real-time entries, updates, and accelerated reports (immediate vs. days after quarterly close)
- Adjustable by region, country, or business unit to support diverse scope requirements
- Leverages existing processes and tools to facilitate faster approvals and greater tool adoption

Informed Decision Making

- Executive level reporting summary with preset views and charts for accuracy and consistency
- Highlights key variances (5+/-) in a format ideal for leadership reviews and discussions
- Standard reports with data export capabilities for quick, in-depth reviewing



Built to Address Your Pain Points

Your Challenge:

SOW processes lack the structure and controls needed to manage deliverables, staffing, and financials effectively.

Resulting in:

Time lost to manual entry, reporting, and review with limited audit trails or version accountability.

ScopeDeliver drives efficiency & control.

Your Challenge:

SOW submissions are frequently delayed, incomplete, or difficult to adapt across regions or business units.

Resulting in:

Slow approvals and limited ability to negotiate effectively with agencies.

ScopeDeliver enables speed & flexibility.

Your Challenge:

Consolidated, real-time views of SOW activity and agency performance are not readily available.

Resulting in:

Delayed insights and limited ability to act on cost or resource variances.

ScopeDeliver unlocks real-time insights.

Your Challenge:

Reporting across SOW activities lacks the consistency needed for reliable leadership visibility.

Resulting in:

Inconsistent outputs, missed variances, and difficulty supporting executive reviews.

ScopeDeliver supports informed decision making.

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How Does It Work?

• **Built as a self-service platform with full administrative access**, tailored to your level of expertise and unique support needs. Each license includes project management support, and a dedicated developer to handle ongoing requests and changes.

• **Designed to be highly customizable,** with the agility to adapt to your taxonomy, required fields, workflows, and evolving business needs.

• **Custom views for all agency spend (including hybrid cost models),** fees, production, and other expenses. With staff plan mapping, accelerated tracking and reporting against programs/deliverables to avoid redundant activities or potential waste.

• **Optional add-on modules provide deeper insights** across benchmarking, negotiation tracking, scope swapping, and budget reconciliation to support more informed decisions throughout the year.

Range Of Capabilities

Feature: a core capability within ScopeDeliver, available at no additional cost.

• **Automated Scope Entry** facilitates a smooth, more expedient exchange of client-agency information with import/export capabilities for a quick upload of staffing and deliverable plans.

• **Approvals/Workflow Tracking** records every activity to provide a complete audit trail, with customized reporting available at any stage of the approval process.

• **Standard Reporting** offers real-time access for users to search and view costs across the business through Explorative Reporting, paired with visual reporting that includes up to 4 interactive PowerBI dashboards within the license.

Optional Add-Ons: Additional capabilities within ScopeDeliver, available as add-on modules.

• **Internal Benchnmarking** collects, aggregates, and reports historical costs to support the agency negotiation and alignment process.

• **Negotiation Tracker** enables the tracking, documentation, and reporting of the various negotiation rounds and their outcomes.

• **SOW Survey** provides real-time insights into agency performance for a given project/scope of work, using preset criteria either at the project's conclusion or throughout its duration.

• **Reconciliation** simplifies and automates the management of agency budgets, resource utilization, and client budget-to-forecast comparisons, while also incorporating progress tracking and scope adjustments.

Custom Built

- Based on industry best practices and years of practical experience
- Built on understanding of unique client challenges and requirements
- Tailored to address various internal stakeholders
- Supports internal and external benchmarking

Scale and Dependability

- Designed for global adoption
- 100% cloud-based
- Ability to add features and modules
- Secure and stable
- Integration with other systems
- Upload and data export capabilities
- Multi-currency support
- Ability to map multiple staffing plans to one SOW
- Flexibility in reporting to see data by agency or SOW

Self Service Platform

- No overhead or hidden costs
- Full administrative access
- Include full support and maintenance

Our clients' continued accomplishments result from cutting-edge practices in the area of agency management. See how stronger relationships contribute to better marketing.

Contact us at **agencymania.com** or call us at **info@agencymania.com** to learn more.

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