

Proteus Project Sales and Delivery Software



Proteus
Work. Simplified.

xergy.com/proteus

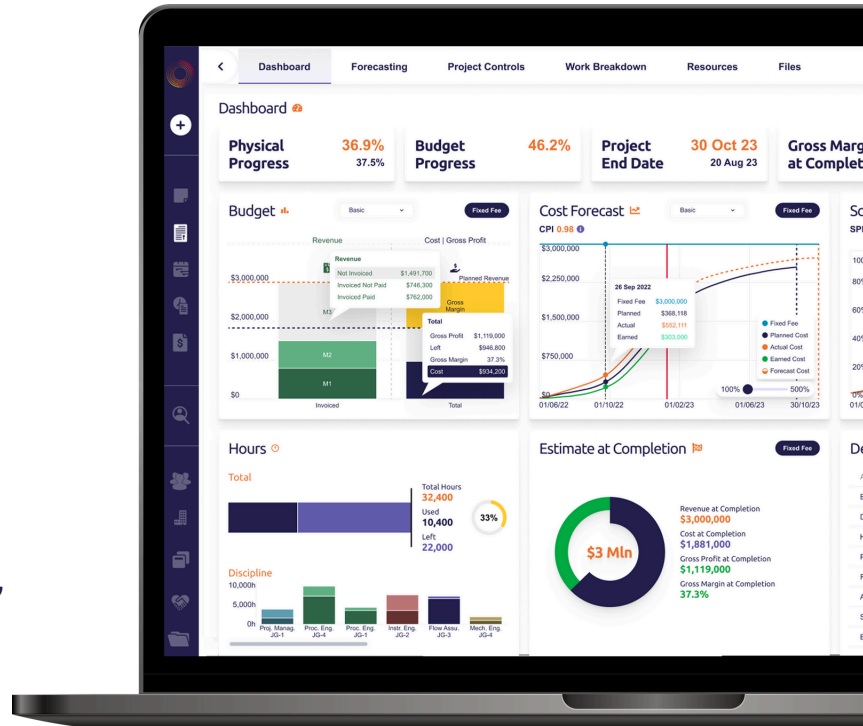
Datasheet | Q1 2025

Proteus is a cloud-based, feature-rich end-to-end project sales and delivery solution. Developed by Xergy Group for the engineering and energy consulting industries, Proteus is made up of two powerful modules; the **sales module** and the **delivery module**. Fit-for-purpose features enable businesses to meet project demands from determining whether to bid on project opportunities, to writing proposals, to monitoring project progress and managing variations, resources, time and people, Proteus provides organisations with a single source of truth.

Transitioning companies away from data silos, disconnected systems and complex spreadsheets, Proteus eradicates errors and inaccuracies whilst helping users win more business, improve decision-making and increase their profitability.

Integrations with third-party systems such as Microsoft and Workday, along with customised solutions ensure Proteus' users have the exact software solution required for their business.

Proteus keeps work simplified.



- ✓ Integrates with existing systems
- ✓ Cloud-based, SaaS pricing
- ✓ Single Sign On
- ✓ Designed by energy experts
- ✓ Intuitively designed interface
- ✓ Connect key workflows
- ✓ Manages full project lifecycle
- ✓ Eliminates wasted time & errors
- ✓ Delivers best practice processes

Is Proteus for you?

If your engineering consultancy uses spreadsheets or large ERPs such as Oracle Primavera, or Maximo, and your project team struggle to access the data they need, Proteus complements & enhances these tools, and will make a measurable impact on project outcomes, improving timelines & margins.

Get everyone onto the same page with Proteus.



Built for engineering consultants by engineering consultants

Sales Module

Integrating with your existing CRM, the sales module helps you unlock your full sales potential and boosts your win rate. Proteus' advanced **opportunity** and **proposal** features streamline project bidding and proposal writing.

Key functionality

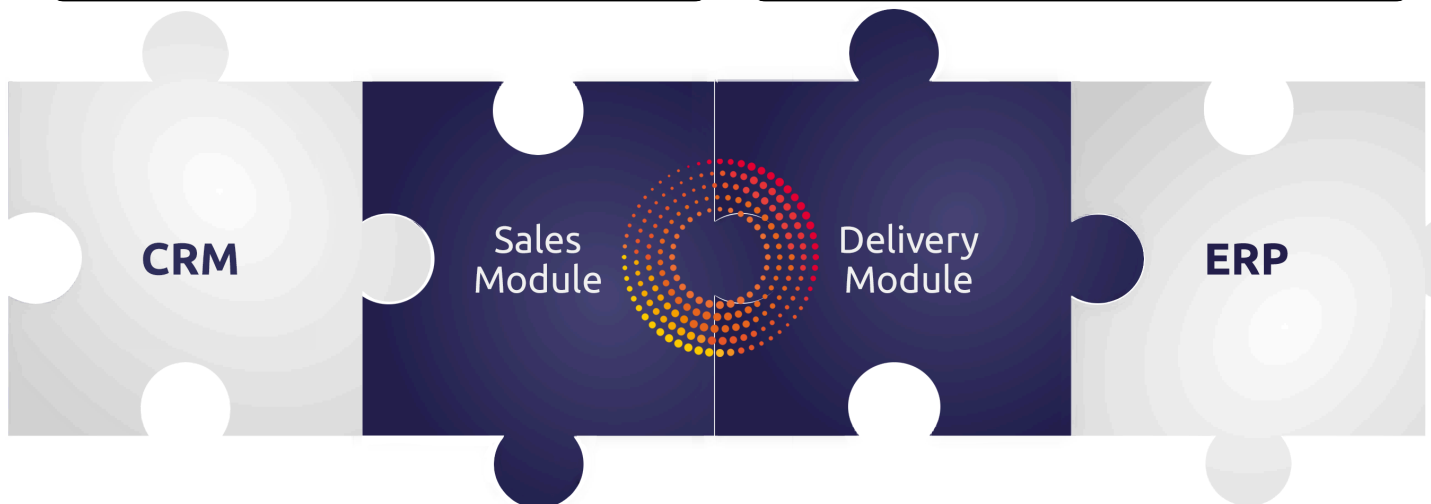
- Opportunity evaluation
- Work breakdown structure
- Resource planning
- Cost estimation/Pricing
- Accelerated proposal development

Delivery Module

With advanced **project tracking** and **finance** features to boost project visibility and control, the delivery module enhances decision making capabilities, improves efficiencies and helps deliver complex projects on time and within budget.

Key functionality

- Dashboards and reporting
- Best practice project controls
- Baseline and forecasting
- Resource management
- Invoicing and purchasing



Integrated Data : Enhance not Replace

Proteus connects to your existing ERP / CRM systems such Oracle and SAP to provide a fully integrated platform for consultancies that covers all the key workflows from sales right through to invoicing. Accurate planning, project, and finance data is accessible in real-time, and presented in a simple format for consultants to make decisions with. This stops teams from having to mine through different spreadsheets and tools to find the right data and brings everyone into one place.

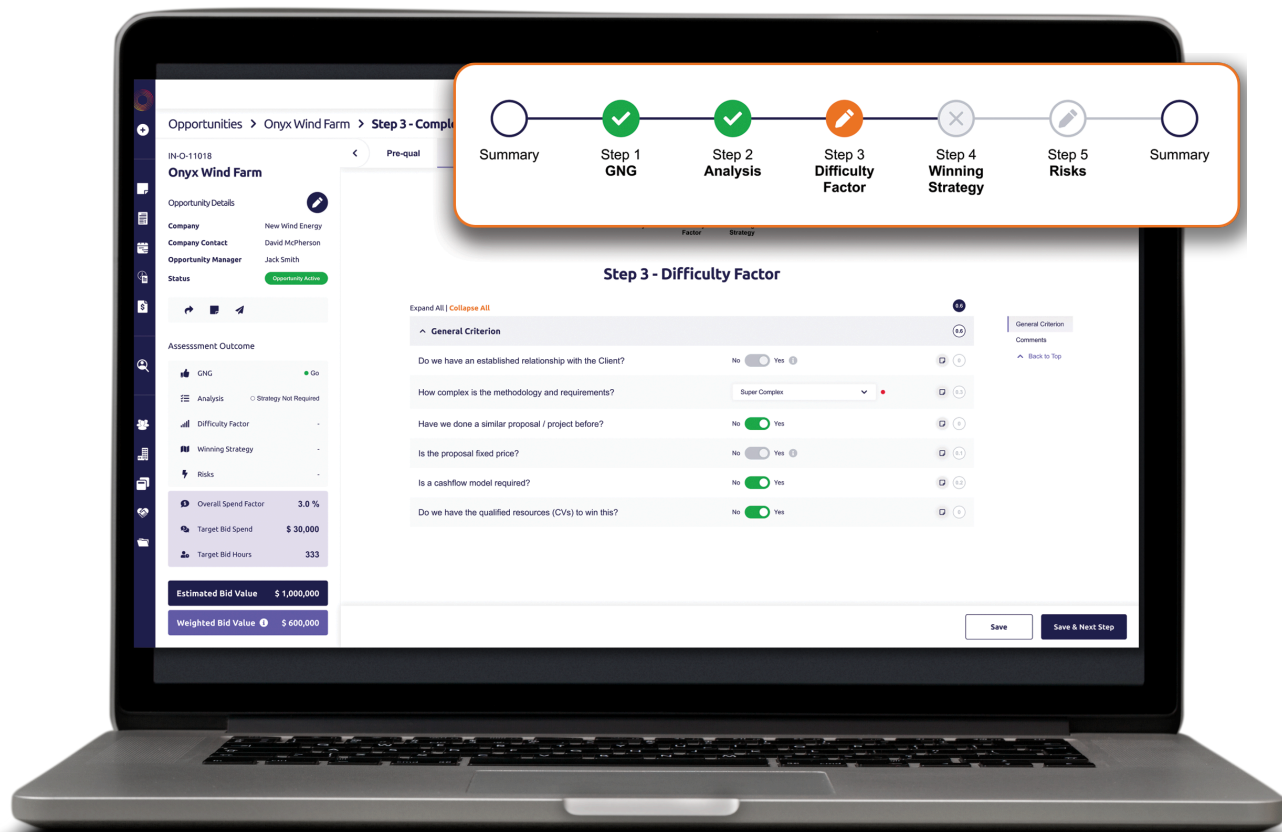
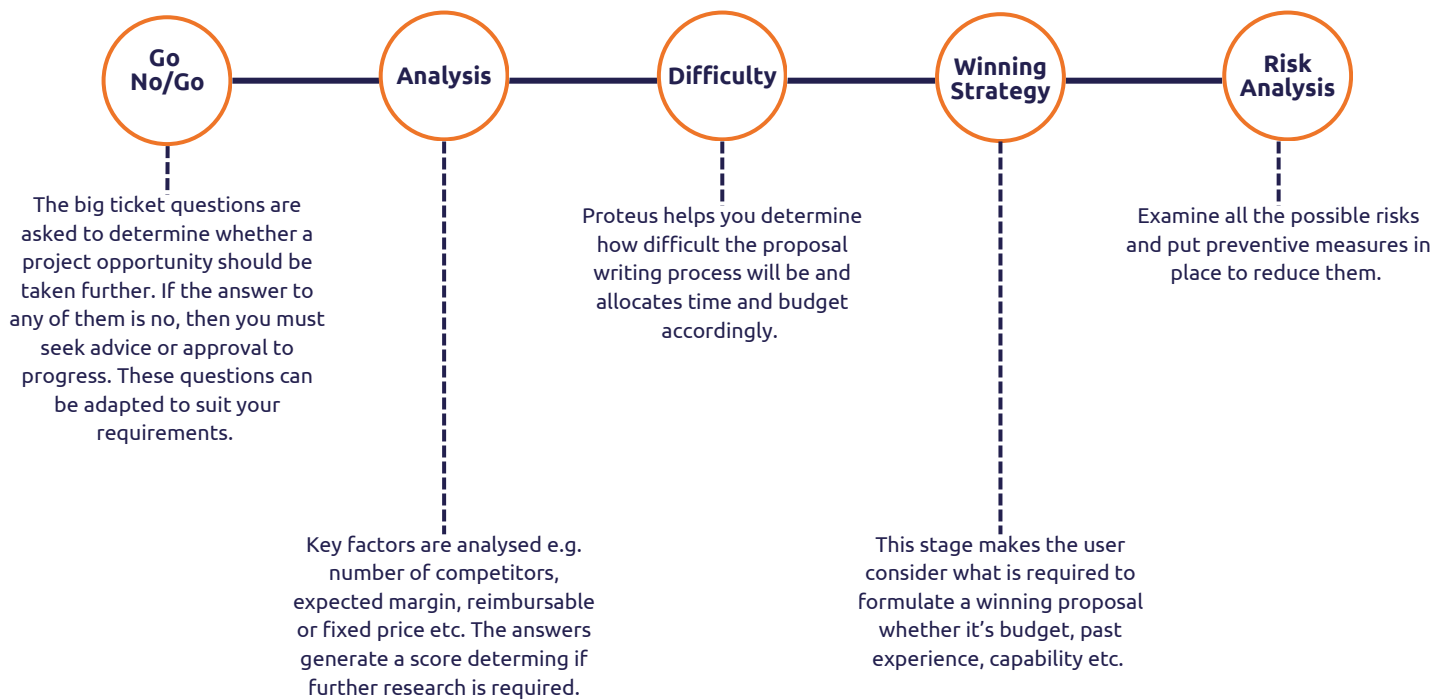
The full project lifecycle, in one place





Opportunities

Certainty is crucial when it comes to bidding on a project. Proteus ensures that every opportunity is captured, improving the quality of your pipeline data. Proteus guides you through a stepped workflow to help you evaluate and decide whether a project opportunity is right for you. The five-step bid / no-bid begins with some basic questions, before moving on to analysis, the difficulty factor, winning strategy requirements, and risks. The questions in each stage are all accurately weighted and scored with the option to add additional notes. Throughout this process, key factors are analysed and all your decisions are recorded providing an auditable trail, and helping you improve your project win strategy. Proteus ensures consistency in your bidding process while minimising project bidding risk.



Work. Simplified.



Proposals

Proteus streamlines the proposal writing, pricing, and project planning process for any engineering consultancy. You can create a new proposal or you can convert an opportunity you have already created in Proteus into a proposal, automatically transferring all the information. Managing your proposals is simple. Once a proposal is set up, a configurable reference number is automatically generated and basic meta data is added. Being able to get a summary view of the status of all your active proposals is important. The index is organised to allow you to search, filter and find a proposal quickly. You can easily see the status of all your proposals with the mini-dashboard detailing the number of proposals in progress, win rate, and their values. Each component of the proposal is built in Proteus and integrated within a proposal template document in Microsoft Word, editable using drag and drop. AI supports these proposal writing features.

REFERENCE	TITLE	COMPANY	TYPE	CREATED BY	DUE DATE	STATUS
IN-P-00013	Gemini Alpha Phase	ExxonMobil	Call Off	Andy Demick	20/09/2021	Win
IN-P-00017	Provision Of Helicopter Services	Total	Call Off Tender	Andrew Conway	10/08/2021	Rejected
IN-P-00007	Seismic Pilot Study	BP	Major Tender	Lewis Palmer	08/09/2021	Sent
IN-P-00006	Sectorization And Reservoir Management Study	ADNOC	Major Tender	Euan Kelly	11/09/2021	Rejected
IN-P-00005	LP Lean Gas Compression System	Kuwait Oil Company	Call Off Tender	Mahmud Khairul	12/09/2021	Sent
IN-P-00004	Flow Assurance For Gas Development Project	Petrofac	Major Tender	Gavin Nicol	15/09/2021	Win
IN-P-00003	Feasibility Study	Total	Call Off	Euan Kelly	08/02/2021	Sent
IN-P-00002	Gemini Alpha Phase	ExxonMobil	Major Tender	Andy Demick	11/08/2021	Sent
IN-P-00001	Provision Of Helicopter Services	Adnoc	Call Off Tender	Amy Manson	05/04/2021	Win
IN-P-00018	Seismic Pilot Study	Kuwait Oil Company	Call Off Tender	Louisa Manson	03/05/2021	Sent
IN-P-00019	Sectorization And Reservoir Management Study	Petrofac	Major Tender	Euan Kelly	06/09/2021	Sent

Work Breakdown Structure

At the heart of your proposals in Proteus is the Work Breakdown Structure (WBS) or Cost Time Resource (CTR). You use the WBS to build out the project plan with information including start and end dates, budget, milestones, team, resources, purchase costs, deliverables and ad hoc expenses. Formatted work packages can be added to the WBS hierarchy, providing you with a detailed, granular breakdown of the project work.

Multiple Contract Rate Cards

Proteus allows you to create your project budget based on pre-approved rate cards. The margin % is automatically calculated based on the difference between the selected charge out rate and the saved internal cost rate.

Proposal Templates

Proposal documents are created using Microsoft templates that are fully integrated with Proteus.

Proposal Components

A **GANTT chart** is automatically built into the proposal document based on the dates scheduled in each work package.

An **Org Chart** is created based on the team members added to each task and can be dropped into your document template.

A searchable database of **past project experience** allows you to drop in brief case study summaries.



Projects

Won proposals are easily converted into working projects populated with all the relevant information including budget and full WBS breakdown. Projects can also be set up from scratch. Pulling data from team timesheets and purchase orders or integrated tools such as Primavera or finance software, Proteus' delivery module gives you an accurate and reliable single source of truth for running your projects.

Resource Planning

The resource planning feature provides accurate details of the availability for each resource, this can also be viewed at the proposal stage helping you to manage team and client expectations. You can then allocate all project resources and the amount of time required for each separately. This enhanced visibility into resource availability prevents unforeseen resource limitations arising and costly delays.

Scope Changes

We understand that changes are common in projects. Any changes to your project can be added easily with our variation functionality. A summary of the effect of the variation on hours, cost items, margins is shown before it is applied. Proteus ensures that any changes whether it be to the project's scope, deliverables or budget are approved by the appropriate individuals helping to prevent scope creep.

Project Controls

Proteus enables proactivity amongst project teams with project controls features such as Earned Value Management allowing you to intervene before deviations from planned progress negatively impact your project. Access to real-time data and the ability to forecast accurately supports improved informed decision-making, and consistency with all team members using the same metrics.

Baseline & Forecasting

Proteus makes it easy to set up a baseline for your project which will be used as the basis for the project controls calculations. Approved variations are used to re-baseline. The baseline is used in the forecast calculations such as Estimate at Completion (EAC) and Variance at Completion (VAC).

Project Dashboards

The Proteus dashboards use real-time data to display project progress, project performance, status of deliverables, margin and forecasts to give you unrivalled project control and visibility. The metrics and information displayed on your dashboard can be customised to suit your project's needs.

Project Reports

Automate your project reports with Proteus, share utilisation data with your managers and team on a weekly or monthly basis for each work package. Pull project details, key dates, project financials and variations into your document.



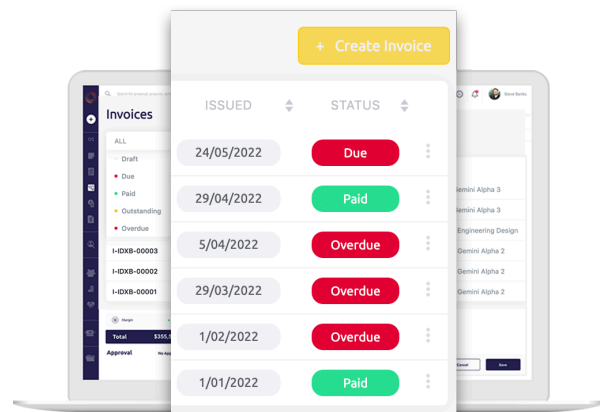


Managing Data

With incoming and outgoing costs and revenue sitting within a finance app managed by the accounts team, or in a spreadsheet, inaccuracies are common and project teams can't stay on top of analysis or manage margins. Consultancies struggle to give project teams access to key project finance workflows including procuring resources, tracking invoices, and tracking timesheets. Proteus directly improves profit margins by giving you control and visibility of project finances, allowing critical progress data to be thoroughly evaluated.

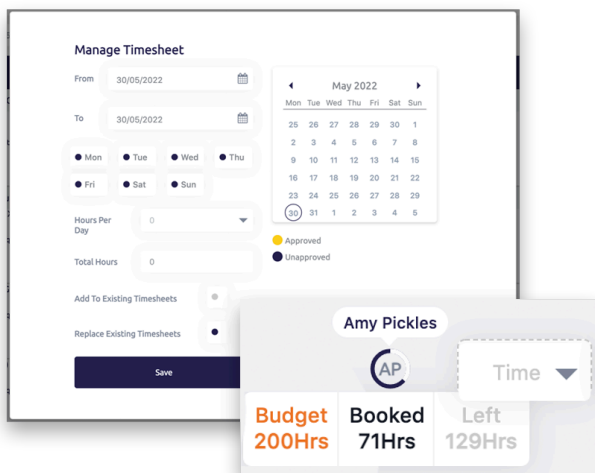
Project Finance & Procurement

You can easily create and track incoming and outgoing purchase orders, and manage invoices and payment schedules. Procurement of third party costs can be requisitioned, approved and finalised within the project environment. Proteus uses APIs to seamlessly integrate with existing finance software systems such as Xero.



Tracking Time & Costs

Proteus tracks team time and expenses. This data is fed directly to the project dashboards. Proteus automates your invoicing and payroll management functions by capturing employee time, hourly wages, expenses, and markups for expenses and client billing rates. You can also track your use of billable software equipment daily. This information is then used to automate invoicing and purchase orders. Proteus integrates with any existing ERPs you might use like Oracle, Workday or SAP.



Proteus Databases

Proteus uses your data across all workflows. Key internal data like cost rates are stored securely in the Admin Console. Information used in proposal and project work is accessible from the main dashboard or can be pulled from integrated 3rd party software.

The **Team** database holds all personnel information, including employees, freelancers, and offline users. Detailed profiles are stored so you can easily add Organagrams and CVs directly into your proposal documents.

Companies database holds information like addresses, contacts, and logos for clients and suppliers. This information can be easily attached to proposals, projects and invoices.

Data Security

Proteus ensures your data is protected, meeting the highest standards with ISO 27001 accreditation. Data is stored in your location and containerised. Specific additional security control solutions can be provided through bespoke development.

The **Assets** database is where you store any materials, software, and equipment that you use and charge out on a project. You can filter assets easily, add to a project, and track usage. If you use a third-party asset management system or software this can be integrated into Proteus so you can still add these resources to proposals and projects

The **Contracts** database holds all existing and active contract information, storing agreed charge out-rates. When planning your projects, this database eliminates errors as when you select the contract it automatically populates all of the key areas including expenses, payment terms, and mark-ups.



How to get Proteus

Proteus operates under a software-as-a-service (SaaS) model. We offer Enterprise packages and flexible pricing solutions. Contact our team to learn more.

We designed Proteus to be simple, and that means you can get up and running on Proteus without an IT team or support from a programmer. You will want to spend a bit of time configuring the admin console so that you have everything set up to suit your company structure, but it's very intuitive and you don't need a PhD in IT. However, we want you to get the best out of what is a brilliantly powerful tool, so don't hesitate to ask for our support. We have a team of product experts who are ready to help you with the configuration process, so get in touch today.

Customer Success & Development

Proteus has been designed to generate value for your company when you run projects. We are committed to delivering that value. Each Proteus customer is assigned a dedicated Customer Success Manager to ensure you achieve the value we know is possible. Our in-house team of developers builds custom APIs and functionality to provide you with a solution that uniquely fits your business model.



Proteus is developed by Xergy Group, based in the UK with offices in Dubai and staff working remotely across the world. We are a diverse, international team of engineers, developers, data specialists, customer champions and change-makers.

Our mission is to create world-class, innovative technology solutions that will transform business and create a lasting legacy.

Get in Touch

We're confident there is no other tool out there that will serve your needs in the way Proteus can. By simplifying and streamlining the complex project and cost performance management processes that companies currently run in silos on spreadsheets and clunky ERPs, Proteus adds huge value. **It improves profit margins, eliminates errors, and reduces business risk.**

Get in touch with our team of engineering project experts. You can book a demo and explore solutions. We provide consultation as a part of our service and we work with you to make a positive impact on your business.

Contact Us



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