**Organizational Systems: IT income statement impacts**

After completing this activity you will be able to:

* Map IT impacts to a corporate income statement.
* Differentiate between hard and soft costs (and benefits).

**Step 1: Form Small Groups (3-4)**

In this activity your team will focus on the offerings of a software vendor and consider how it could be used by a professional services company.

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| --- | --- | --- |
| **Groups** | **Vendor / Product** | **URL** |
| 1, 4 | Sage Timeslips | <http://na.sage.com/us/sage-timeslips> |
| 2, 5 | Basecamp (Project Management) | <https://basecamp.com/> |
| 3, 6 | Salesforce (CRM) | <https://www.salesforce.com/> |

**Step 2: As a Class**

Review the income statement for a professional services company (Razorfish).

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| Macintosh HD:Users:stevenljohnson:Desktop:Screen Shot 2015-03-10 at 10.11.54 AM.png |

**Step 3: Individually**

Review product websites:

* Identify any stated or implied costs of implementation and usage.
* Identify 3-5 stated or implied product benefits.
* How do the product benefits map to operations of a professional services company?

**Step 4: As groups**

* Compare your answers.
* Identify two key benefits.
* Identify one-time and recurring costs.

**Step 5: In larger groups**

Groups 1, 2, and 3 meet together on one side of room; groups 4, 5, and 6 on other side of room.

* Each group makes a short report of their findings.
* Other teams ask clarifying questions.

**Step 6: Answer these short-answer questions (individually)**

1. Are most vendor claims hard benefits or soft benefits?

2. Is it easier to identify costs or benefits? Why?

3. If you ran a small, growing professional services firm, which of the three solutions would you pursue first? Why?

**Step 7: Rate this activity (individually)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Ratings** | 1 Completely Disagree | 2 Somewhat Disagree | 3 Neutral | 4 Somewhat Agree | 5 Completely Agree |

|  |  |
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| **Statement** | **Rating (1 to 5)** |
| This is an engaging activity. |  |
| I learned a lot completing this activity. |  |
| This activity should be included in future classes. |  |
| Anything else you want the instructor to know? | |

Submit this activity to OWLbox from your Temple email account to upload.Unit\_3\_.3pfwo5q00k@u.box.com