



Take the Self-Assessment

In today's fast-paced and technology-driven business environment, ensuring your business infrastructure is efficient, secure, and cost-effective is crucial for success. Many organizations are turning to managed services to address these needs, leveraging external expertise to optimize their business operations.

Here's a checklist of 10 compelling reasons to consider making the switch to managed services, each paired with the potential impact of not acting. Exploring these reasons can help you determine if managed services align with your business objectives and support your business strategy.

| Assessment Question | Consequence |
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| Are your accounting, HR, payroll, and contract and project management systems separate and not integrated? | Lacking an integrated comprehensive solution for accounting, HR, payroll, and contract and project management might lead to inefficient processes and siloed information, hindering effective decision-making, and leading to compliance issues. |
| Do you spend too much time focusing on dealing with your operations and accounting, and less time growing your business? | Too much time on operational and accounting tasks can mean missed opportunities for business development and growth and limiting your competitive edge in the market. |
| Do you encounter difficulties ensuring DCAA compliance i.e. meeting the requirements outlined in the government's pre-award survey with your current accounting system? | Not ensuring compliance with government accounting requirements as outlined in the pre-award, as well as DCAA, could result in severe |

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| | | penalties, lost contracts, and damage to your business reputation. |
| | Is managing Service Contract Act (SCA) contracts and their specific requirements challenging for your current systems? | Without a system designed to manage the complexities of contracts with SCA covered employees, your business could face compliance issues, affect employee morale, and incur unexpected costs. |
| | Do you lack expertise and resources in government contracting regulations, such as managing your indirect rates, and competitive pricing strategies? | Without access to expert consulting in cost accounting and indirect rate management, your business might miss opportunities for optimizing contract bids and which introduces increased risk. |
| | Do unpredictable operational costs complicate your financial planning and budgeting processes – do you have in place adequate financial controls to manage budget versus actual cost? | Unpredictable back-office operational costs can lead to indirect rate overruns, reducing your contract margins, impact your ability to allocate resources effectively, and develop competitive pricing. |
| | Do you worry about your systems’ ability to scale and grow with your business. Are your systems right sized for providing the capabilities you need now? | Without a scalable and configurable ERP platform and managed services personnel, your business might struggle to adapt to changing needs, limiting growth potential and operational efficiency. |
| | Can your business benefit from having a predictable, fixed monthly fee that covers all “back-office” services, including accounting, HR, payroll, contract, and project management? | Lacking a predictable, fixed monthly fee for business services can lead to budgetary uncertainties, higher indirect rates, hindering effective financial planning and possibly resulting in overspending on core business functions. |
| | Do you struggle with accurately allocating indirect costs and calculating indirect rates in compliance with government cost accounting standards? | Struggling with accurate allocation of indirect costs and calculation of indirect rates can result in non-compliance with government standards, risking penalties, audit findings, and jeopardizing future contract opportunities. |
| | Is generating timely and accurate financial reports, including project cost reports and incurred cost submissions, a challenge with your current accounting system? | Difficulty in generating timely and accurate financial reports, including project cost reports and incurred cost submissions, can impair decision-making, reduce operational efficiency, and negatively impact compliance with regulatory requirements. |
| | Score | |

Understanding Your Results

Your score out of 100, illustrates how much risk you are taking on. The higher the score, the more urgent the need to consider outsourcing. The transition to managed services offers a myriad of benefits that can lead to significant improvements in efficiency, security, and cost management for businesses. Each reason to switch underscores the potential drawbacks of relying solely on in-house resources, from increased risks and costs to missed opportunities for growth and innovation.

By considering managed services, you can better position your business to meet the challenges of government contracting, while focusing on your core competencies and trusting experts to handle your business operations needs.

How AtWork Systems Can Help

AtWork Systems offers a transformative approach to managed services, specifically tailored for businesses dealing with government contracts. By partnering with AtWork, businesses can leverage deep expertise in government contract management and compliance, ensuring operations align with strict government guidelines.

Our cost-efficient service model eliminates the need for extensive in-house staff and infrastructure, providing scalability and risk mitigation to adapt to business needs dynamically.

AtWork empowers businesses to focus on their core activities by handling back-office functions, from financial & accounting services to human resources and project management, all underpinned by robust cybersecurity measures.

With predictable pricing starting at \$1500/mo, AtWork Systems presents a comprehensive, secure, and compliance-focused managed services solution that streamlines operations and fosters business growth.

Visit AtWorkSys.com to learn more about transitioning to a solution that better aligns with government contracting requirements and reduces the risk of audit findings, consider exploring AtWork Managed Services and their OneLynk platform.

Outsource Your Business Operations, Or Do It Yourself

Outsource

Your Finance, Operations, HR, And Compliance

For GovCons who need back-office services & expertise, but don't want to staff up.

How Outsourcing Helps You

- **Outsource:** All your business operations such as Finance & Accounting, Billing, Human Resources, Contracts & Projects, Time & Expense, and Payroll.
- **Save Money:** Avoid costs associated with hiring and training in-house staff and building infrastructure.
- **Save Time:** Concentrate on your core functions, such as product development and program execution.
- **Manage Cost:** We provide detailed cost accounting, and indirect rate analysis, which is essential for government contracting.
- **Stay Compliant:** We keep you compliant by identifying and mitigating risks related to government contracting.

[Learn More About Outsourcing](#)

Do It Yourself

With OneLynk Subscriptions Services (SaaS)

For GovCons who need integrated and compliant tools for do-it-yourself.

How OneLynk Helps You

- **Integrated:** Your Finance & Accounting systems are completely integrated with Billing, HR, Contract & Project management, Time & Expense, Vendor Management, Payroll, & Cybersecurity.
- **Efficient:** Analyze costs using Bid, Target, Actual and Forecast indirect rates without manual processes or spreadsheets.
- **Automated:** You define workflows and policies that reduce cost and improve compliance. Employees and managers submit transactions, then defined polices you process these transactions automatically.
- **Compliant:** OneLynk is DCAA compliant, so you never have to worry about the complex rules and regulations of running your GovCon business.

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