RMI Connect
a part of Belcan

September 23 and 25

kytes

Revenue Starts with Resourcing

Sandeep Kumar
Founder & CEO
Kytes

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Organization Reporting

RECORD GROWTH

Profile Group achieved a new growth record in H1 2025

+29% in Revenue

+19% in Net Profitability

Revenue

€20.1 milion (+29%)

EBITDA

€6.0 milion (+49%)

Profit Before Taxes

€3.7 milion (+21%)

Profits After Taxes

€3.0 milion (+19%)

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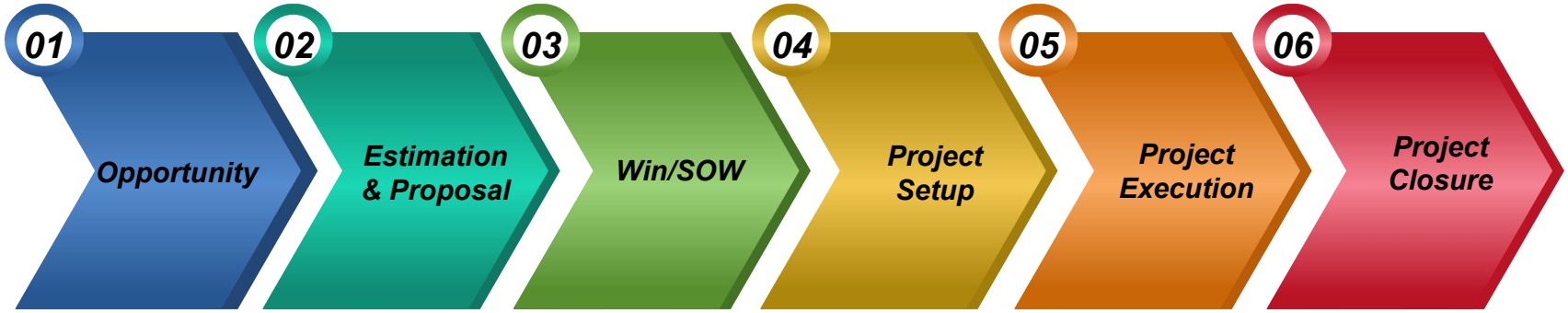
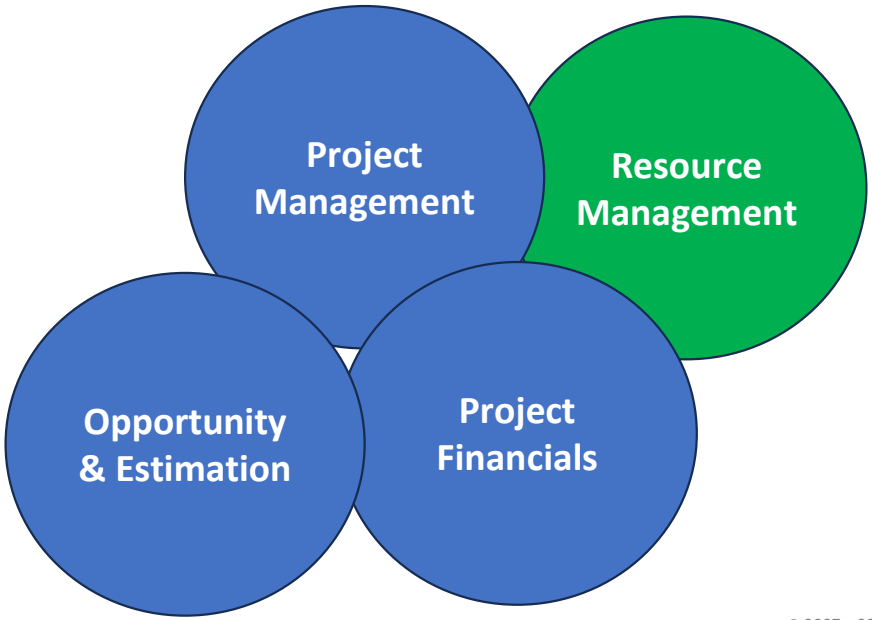
Project-Based Company Workflow





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Opportunity & Estimation

1. Cost Master
2. Resource Forecast
3. Revenue Loss

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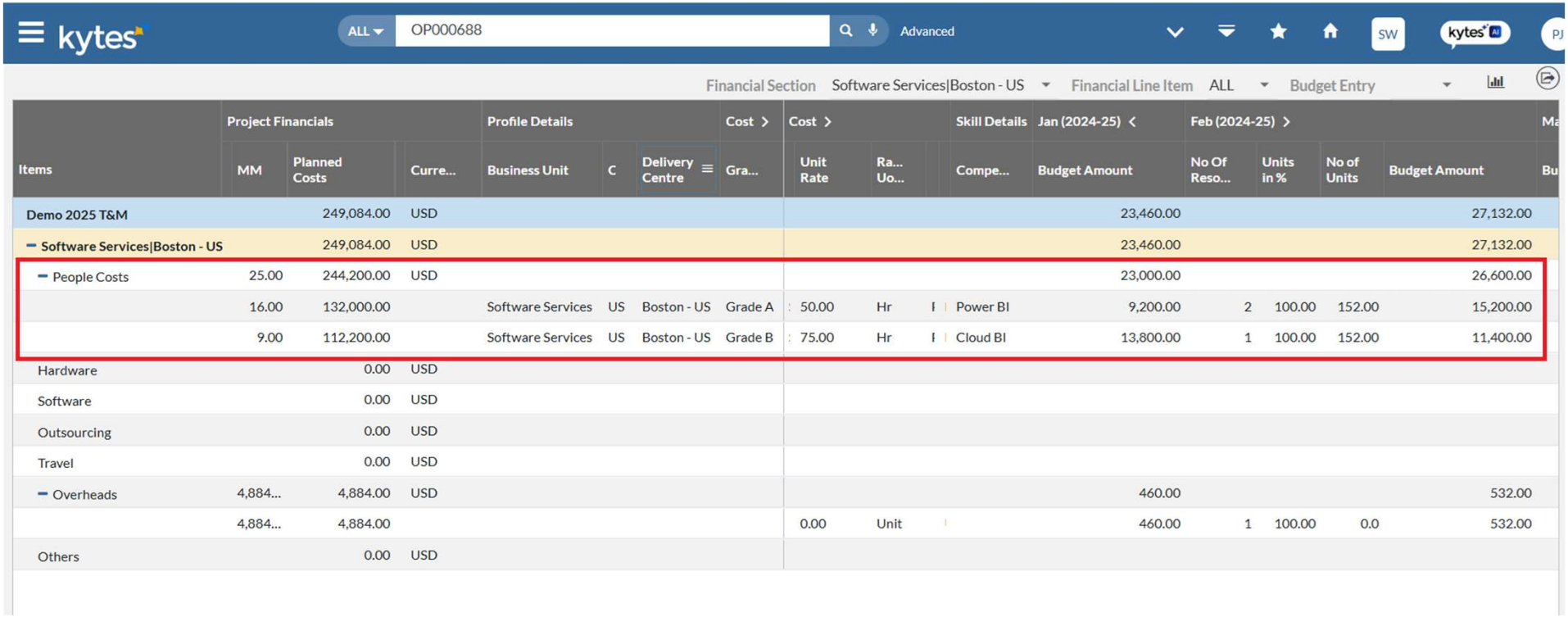
Project Budget



Items	Project Financials			Profile Details				Cost	Cost			Skill Details	Jan (2024-25)	Feb (2024-25)				Ma
	MM	Planned Costs	Curre...	Business Unit	C	Delivery Centre	Gra...		Unit Rate	Ra... Uo...		Compe...	Budget Amount	No Of Reso...	Units in %	No of Units	Budget Amount	Bu
Demo 2025 T&M		249,084.00	USD										23,460.00				27,132.00	
− Software Services|Boston - US		249,084.00	USD										23,460.00				27,132.00	
− People Costs	25.00	244,200.00	USD										23,000.00				26,600.00	
	16.00	132,000.00		Software Services	US	Boston - US	Grade A		50.00	Hr	I	Power BI	9,200.00	2	100.00	152.00	15,200.00	
	9.00	112,200.00		Software Services	US	Boston - US	Grade B		75.00	Hr	I	Cloud BI	13,800.00	1	100.00	152.00	11,400.00	
Hardware		0.00	USD															
Software		0.00	USD															
Outsourcing		0.00	USD															
Travel		0.00	USD															
− Overheads	4,884...	4,884.00	USD										460.00				532.00	
	4,884...	4,884.00							0.00	Unit			460.00	1	100.00	0.0	532.00	
Others		0.00	USD															

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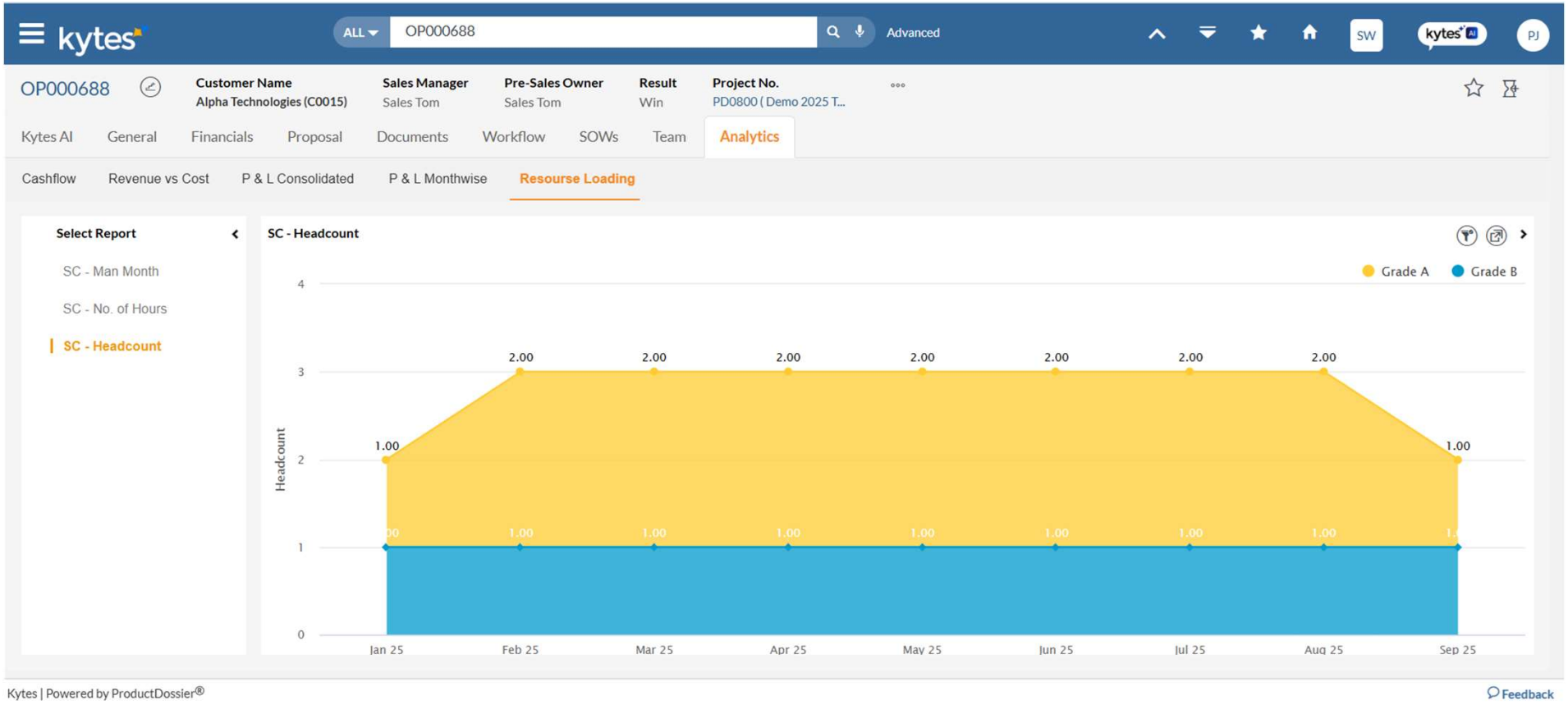
Project Budget - Graphical



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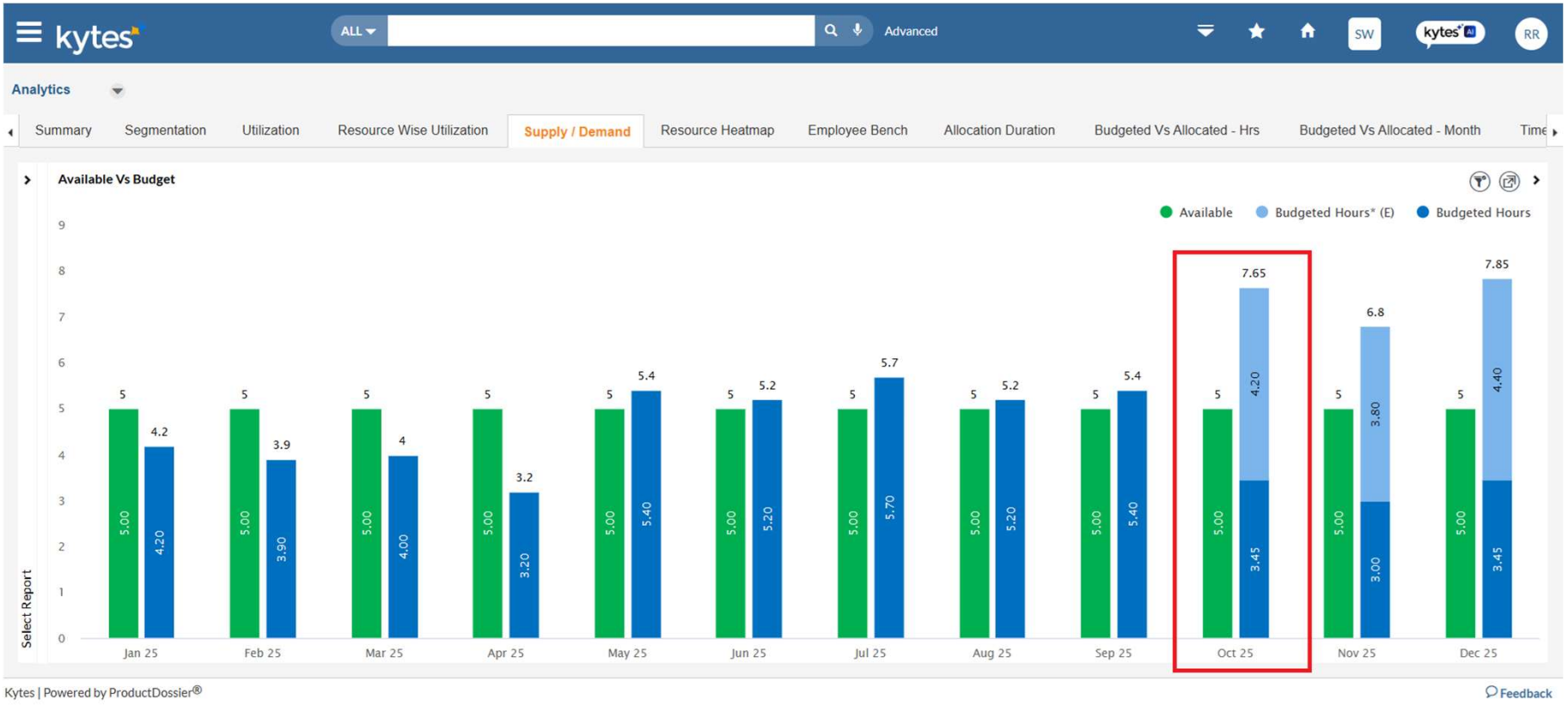
Resources - Availability vs Demand



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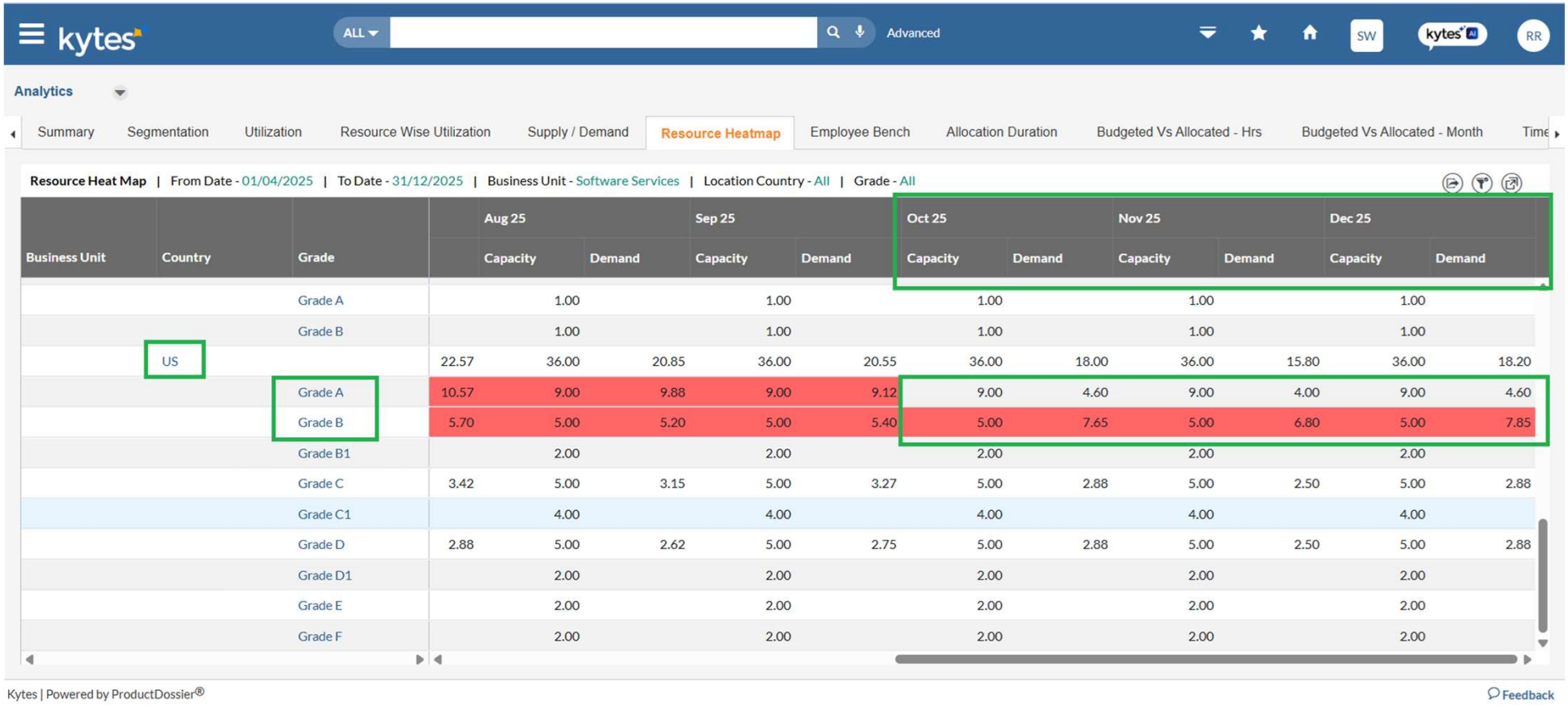
Resources Availability Gaps – Actionable Insights



Business Unit	Country	Grade	Aug 25		Sep 25		Oct 25		Nov 25		Dec 25	
			Capacity	Demand	Capacity	Demand	Capacity	Demand	Capacity	Demand	Capacity	Demand
		Grade A	1.00		1.00		1.00		1.00		1.00	
		Grade B	1.00		1.00		1.00		1.00		1.00	
	US		22.57	36.00	20.85	36.00	20.55	36.00	18.00	36.00	15.80	36.00	18.20
		Grade A	10.57	9.00	9.88	9.00	9.12	9.00	4.60	9.00	4.00	9.00	4.60
		Grade B	5.70	5.00	5.20	5.00	5.40	5.00	7.65	5.00	6.80	5.00	7.85
		Grade B1		2.00		2.00		2.00		2.00		2.00	
		Grade C	3.42	5.00	3.15	5.00	3.27	5.00	2.88	5.00	2.50	5.00	2.88
		Grade C1		4.00		4.00		4.00		4.00		4.00	
		Grade D	2.88	5.00	2.62	5.00	2.75	5.00	2.88	5.00	2.50	5.00	2.88
		Grade D1		2.00		2.00		2.00		2.00		2.00	
		Grade E		2.00		2.00		2.00		2.00		2.00	
		Grade F		2.00		2.00		2.00		2.00		2.00	

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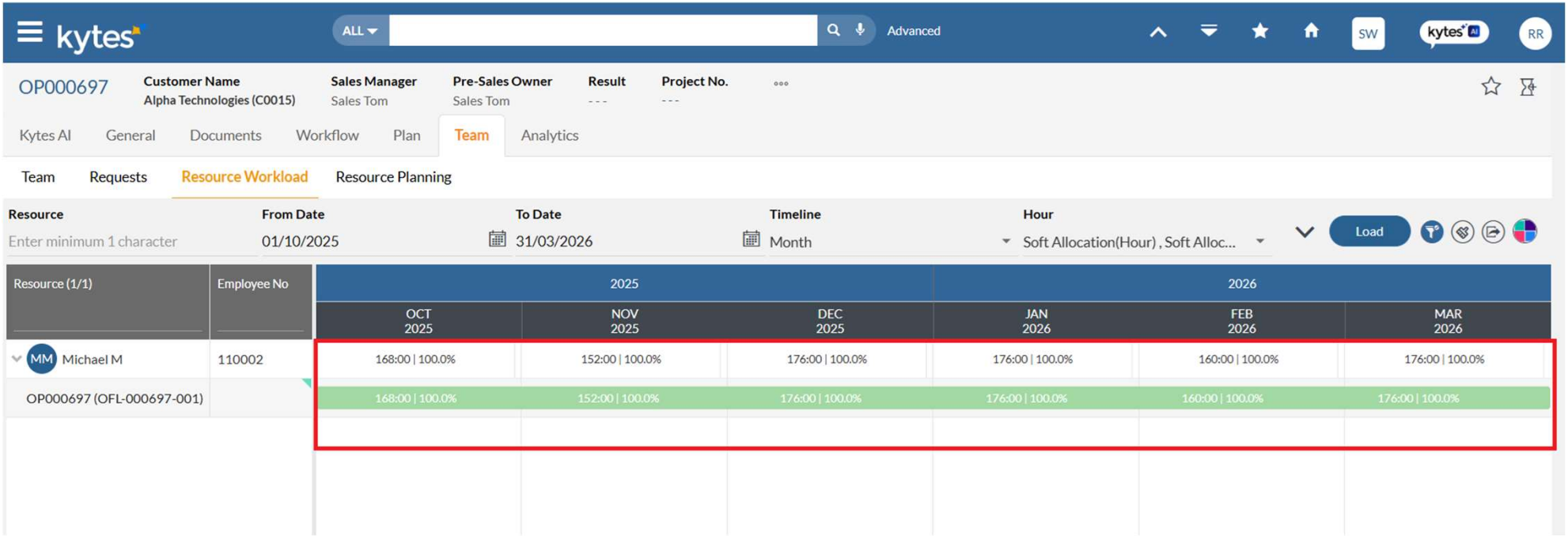
Revenue Loss – Soft Booking



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Project Setup & Execution

1. Resource Allocation
2. Billing Loss
3. Bench Management
4. Skill Update
5. Resume Update
6. Task Assignment

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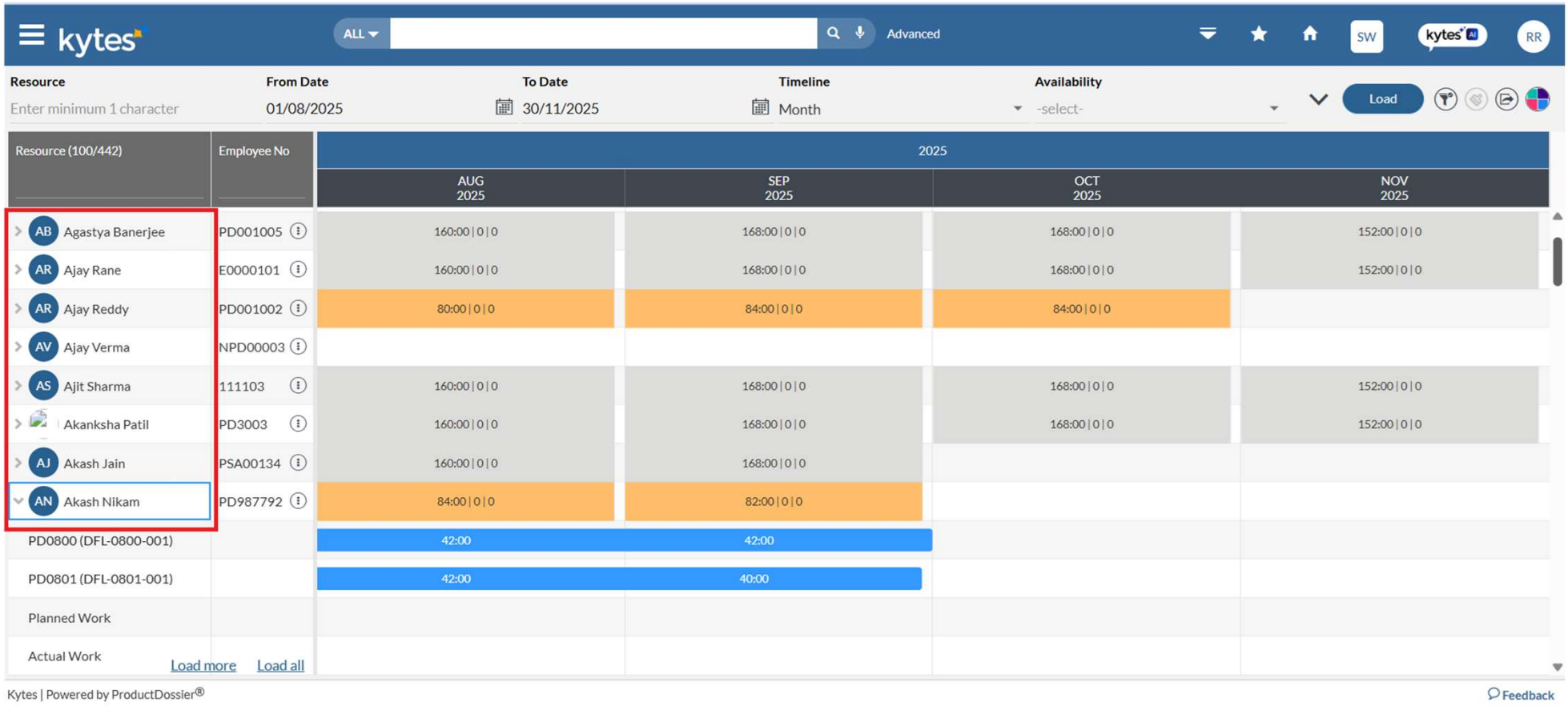
Resource Workbench



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Resource Allocation – Simple Drag and Drop

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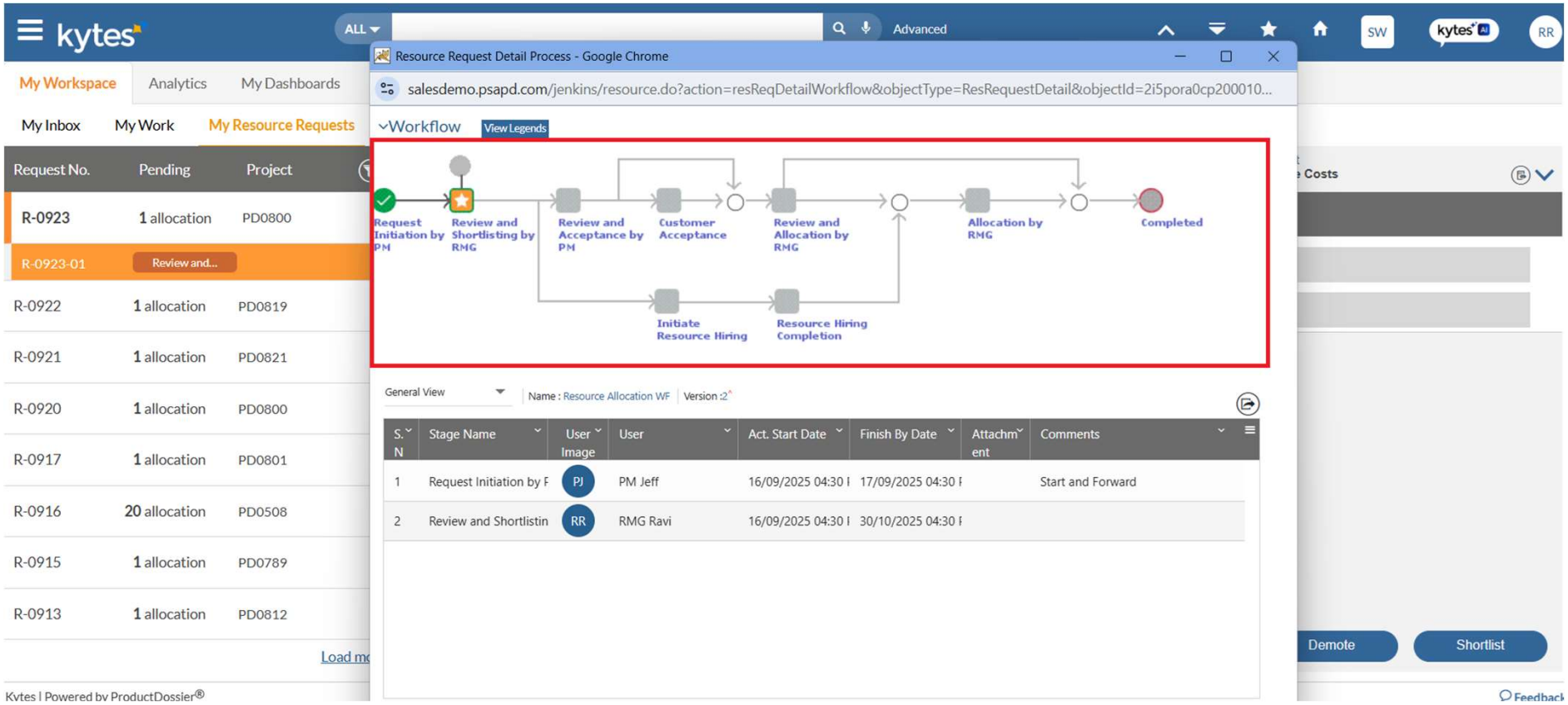
Resource Allocation – Request Based



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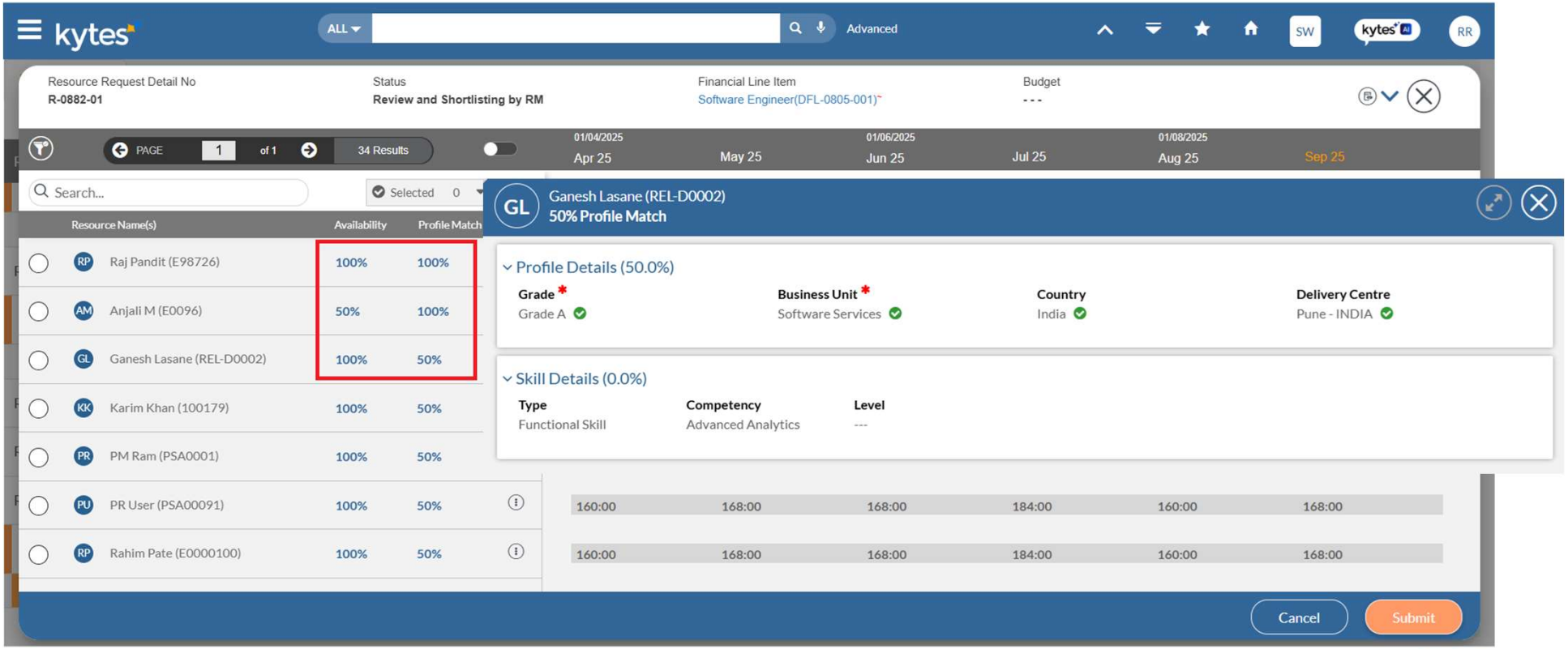
Resource Allocation – Intelligent Search



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Resource Allocation – Use Cases

- Resource Allocation Extension
- Resource Release
- Resource Replacement
- Resource Move

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Resource Allocation, Kytes AI Agent

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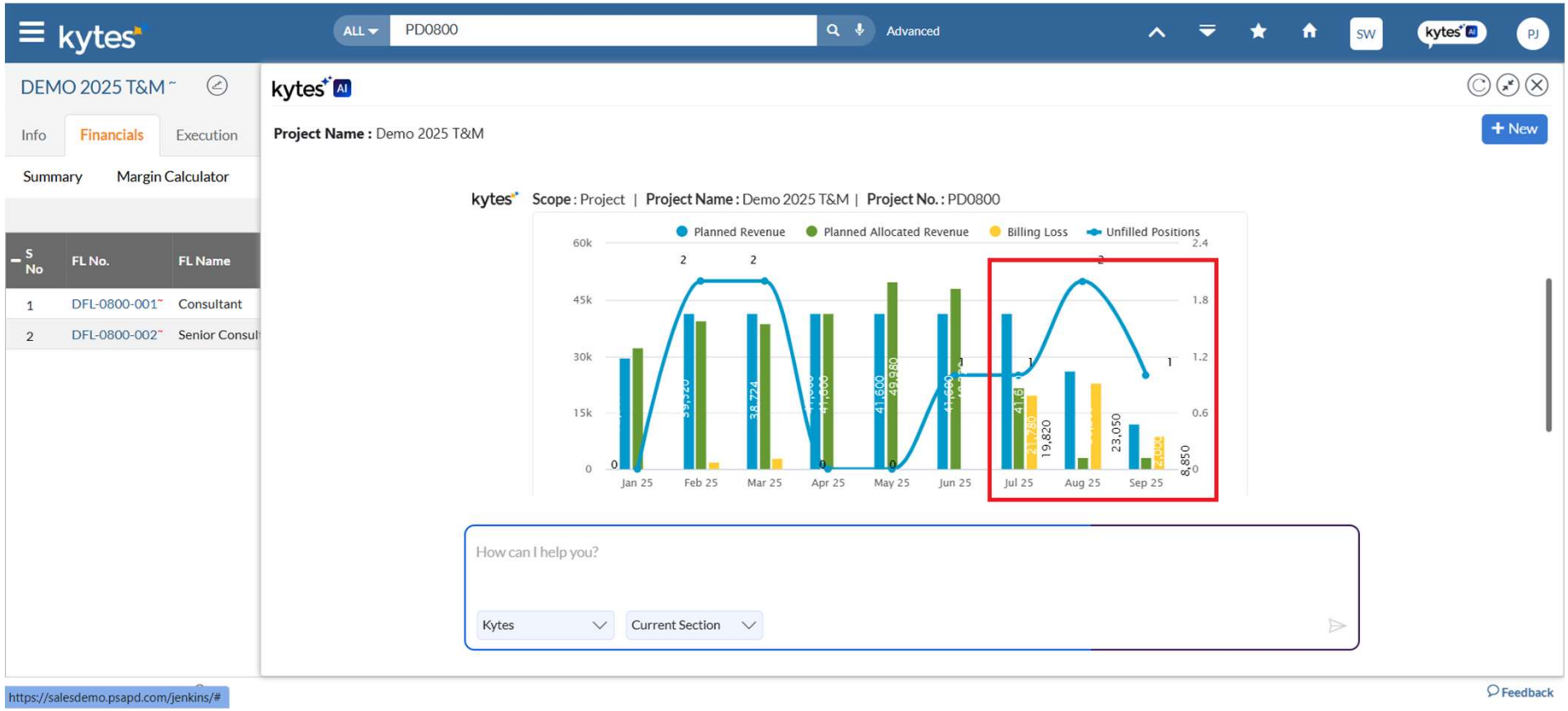
Billing Loss



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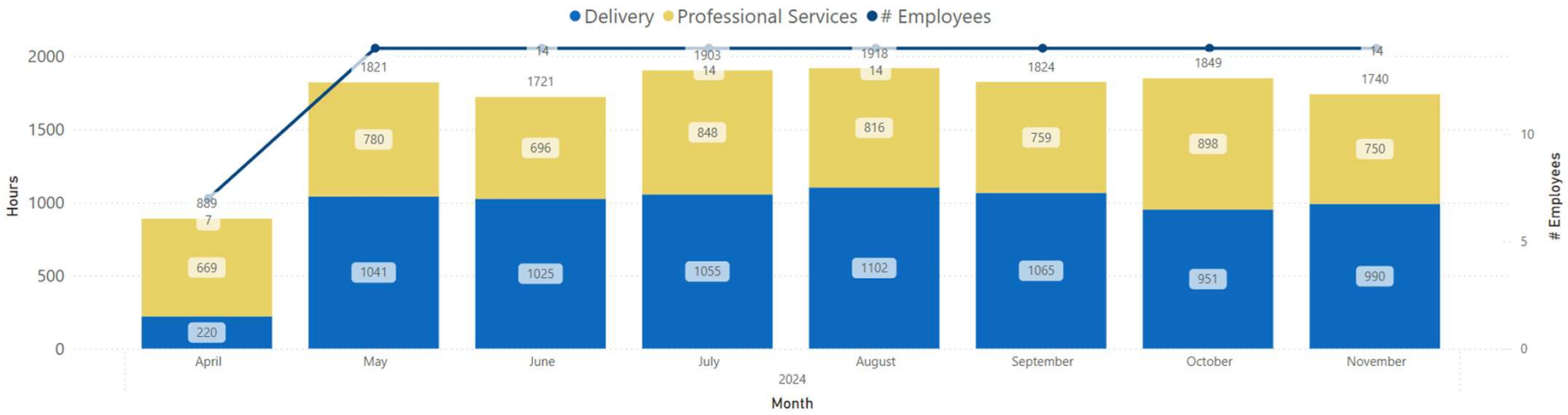
Bench Management



Employee Code	Department	Role	Avg. Bench Age	Location	Region
EMP_295	Professional Services	Project Manager	31	New York	US
EMP_472	Professional Services	Junior Engineer	1	Bangalore	India
EMP_52	Professional Services	Project Manager	37	New York	US
EMP_842	Professional Services	Project Manager	23	London	Europe
EMP_843	Professional Services	Project Manager	46	London	Europe
EMP_844	Professional Services	Project Manager	4	London	Europe
EMP_549	Delivery	Junior Engineer	24	Bangalore	India
EMP_550	Delivery	Junior Engineer	1	Bangalore	India
EMP_551	Delivery	Junior Engineer	41	Bangalore	India
EMP_552	Delivery	Junior Engineer	22	Bangalore	India
EMP_553	Delivery	Junior Engineer	20	Bangalore	India
Total			**23**		

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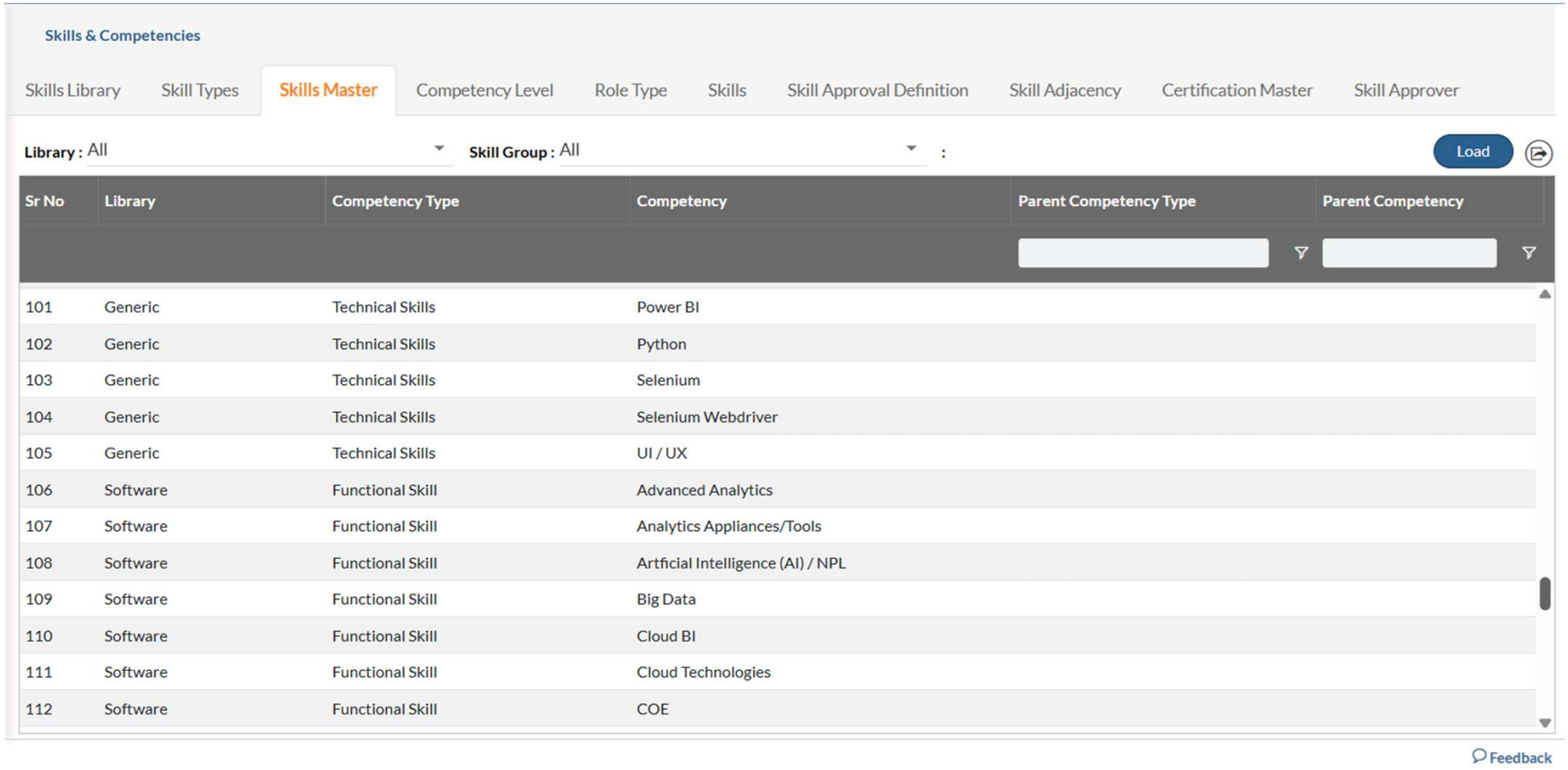
Skill Taxonomy



Sr No	Library	Competency Type	Competency	Parent Competency Type	Parent Competency
101	Generic	Technical Skills	Power BI		
102	Generic	Technical Skills	Python		
103	Generic	Technical Skills	Selenium		
104	Generic	Technical Skills	Selenium Webdriver		
105	Generic	Technical Skills	UI / UX		
106	Software	Functional Skill	Advanced Analytics		
107	Software	Functional Skill	Analytics Appliances/Tools		
108	Software	Functional Skill	Artficial Intelligence (AI) / NPL		
109	Software	Functional Skill	Big Data		
110	Software	Functional Skill	Cloud BI		
111	Software	Functional Skill	Cloud Technologies		
112	Software	Functional Skill	COE		

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Employee Skills

Name	Employee Type	Date of Joining
Aditya Thakur	Permanent	01-03-2019

Employee Details | Skills & Competencies | Certification | Resume Profile | Passport & VISA Details | Education Details | Employment History

Sr No	Skill Type	Skill Name	Level	Total Experience	Last Worked On	Actions
1	Functional Skill	PMO	L2	1Y 0M	09-06-2022	
2	Functional Skill	Cloud BI	L2	1Y 0M	08-12-2021	
3	Functional Skill	CRM Analytics	L4	2Y 1M	08-06-2022	
4	Functional Skill	ERP Analytics	L2	2Y 0M	31-05-2022	

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Update Skills – Kytes AI Agent

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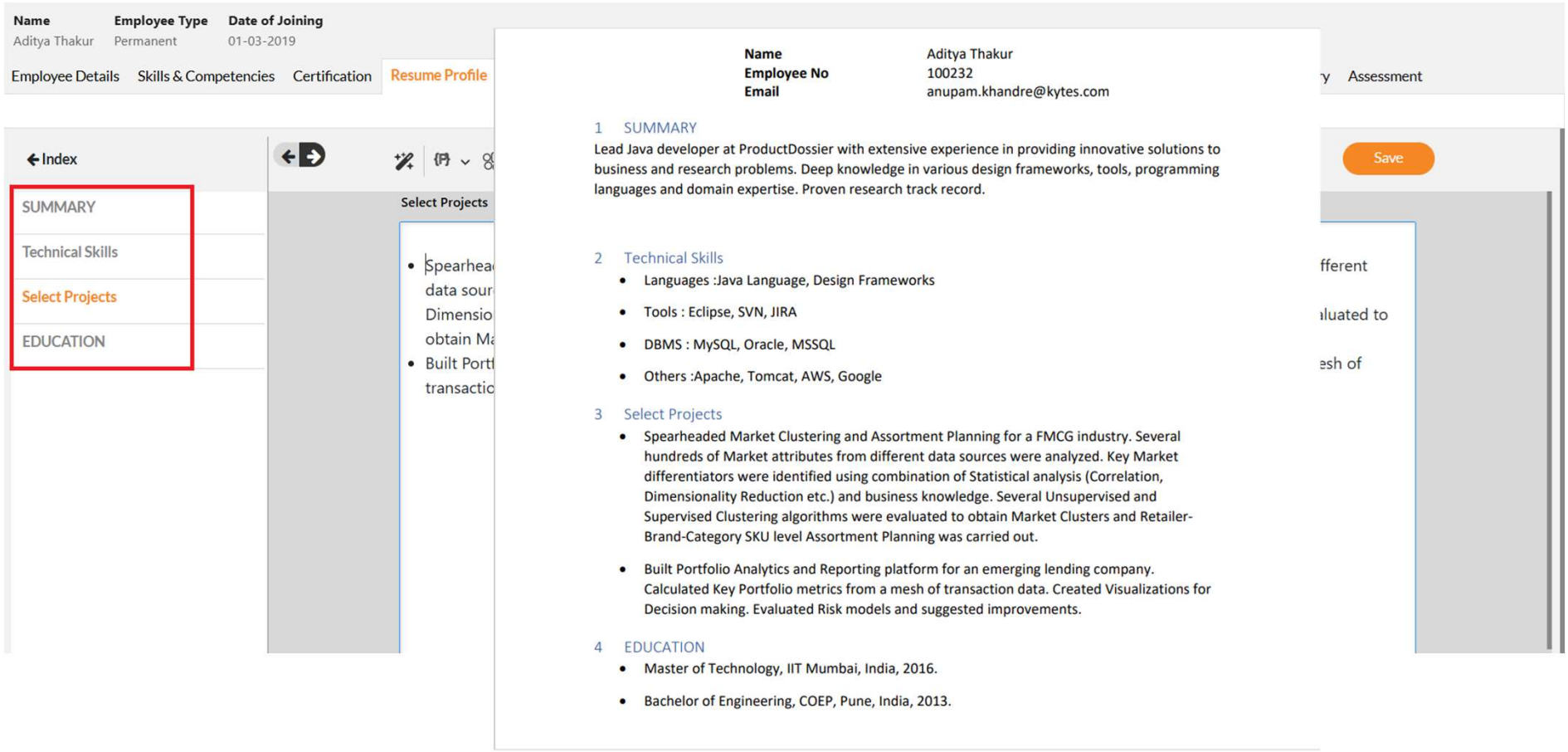
Employee Resume



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Update Resume – Gen AI Integration

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Timesheets & Absence Management

1. Timesheets
2. Absence Management
3. Payroll Inputs

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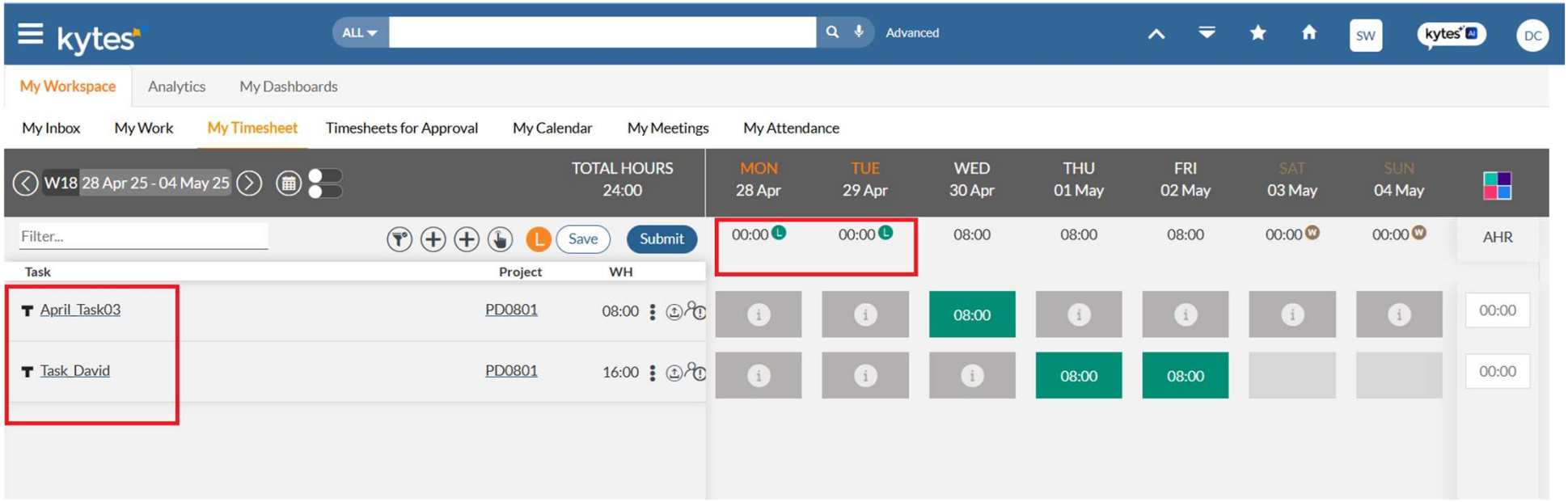
Timesheets



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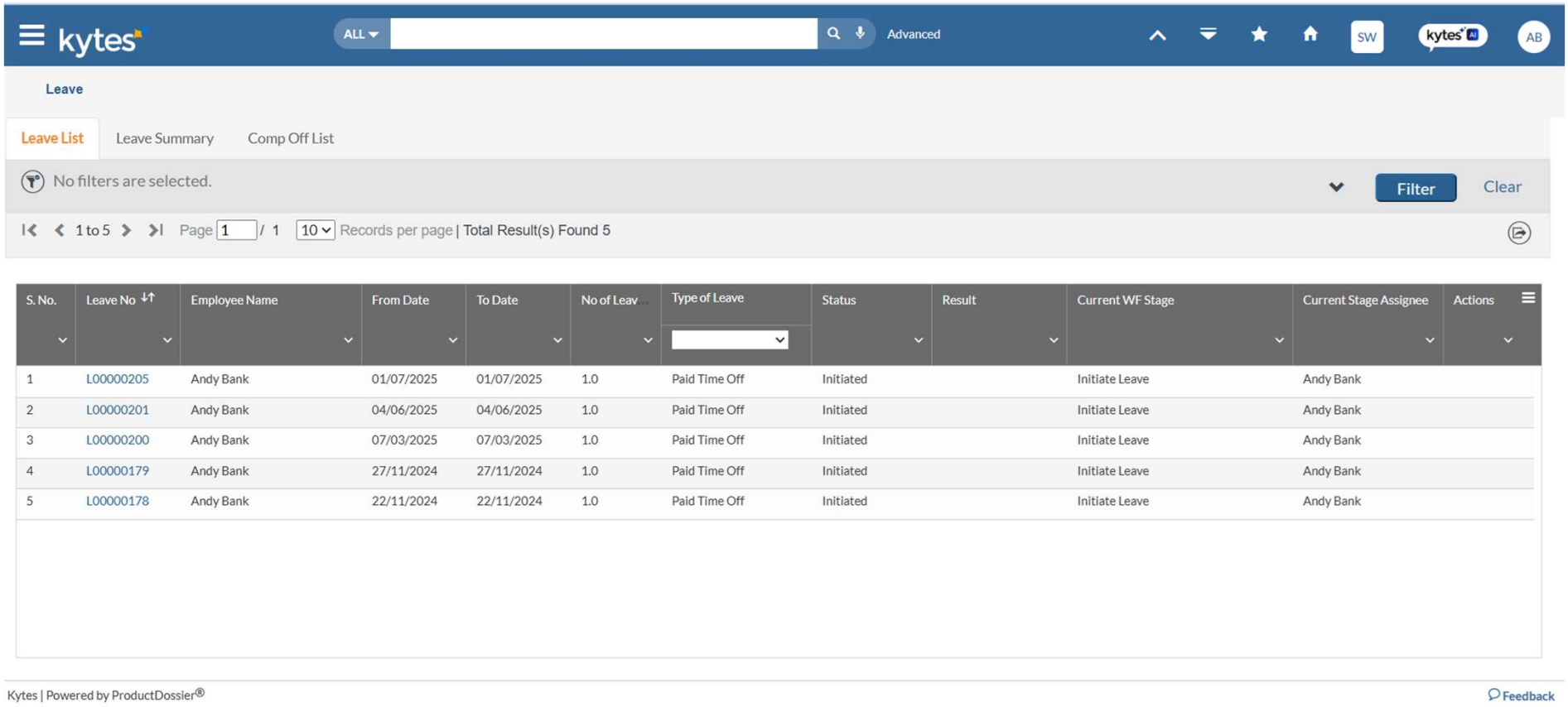
Absence Management



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Project Financials

1. Revenue Forecast
2. Rev Rec & Billing

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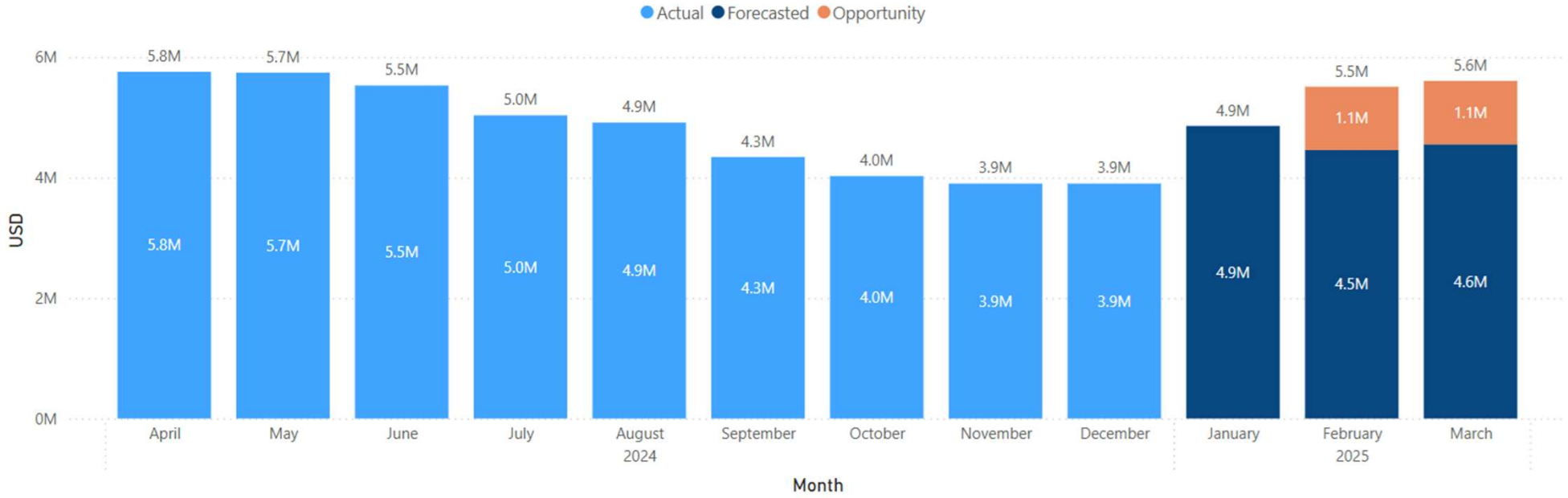
Revenue Forecast



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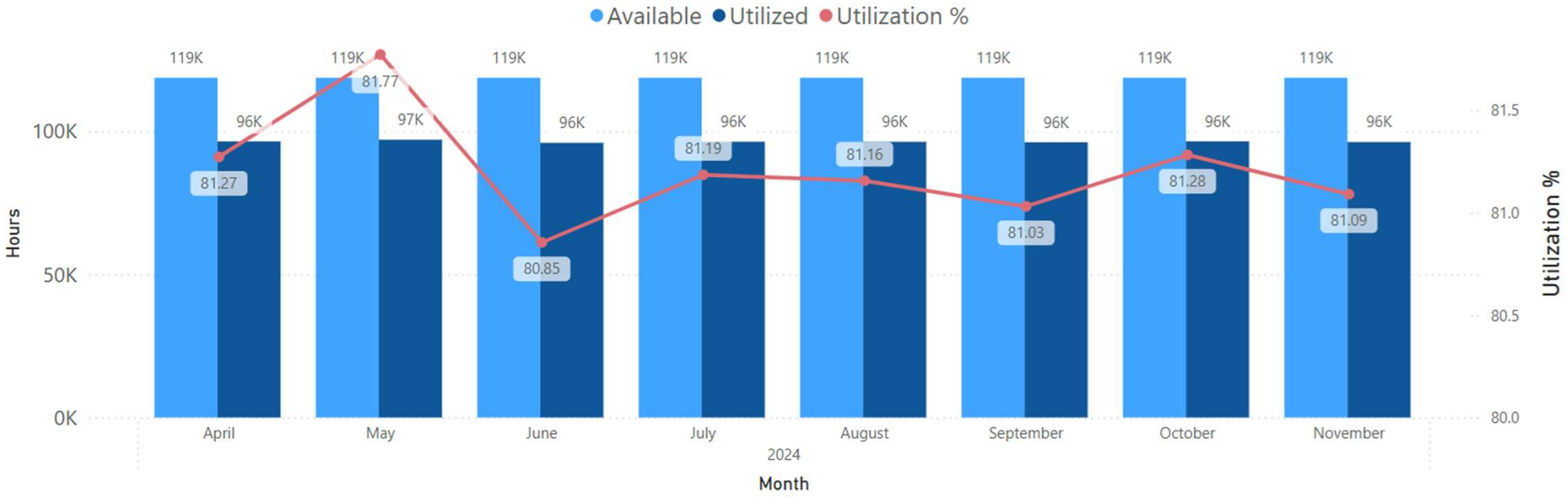
Resource Billable Utilization



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Integrations

1. Employee Master
2. ATS
3. Absence Management

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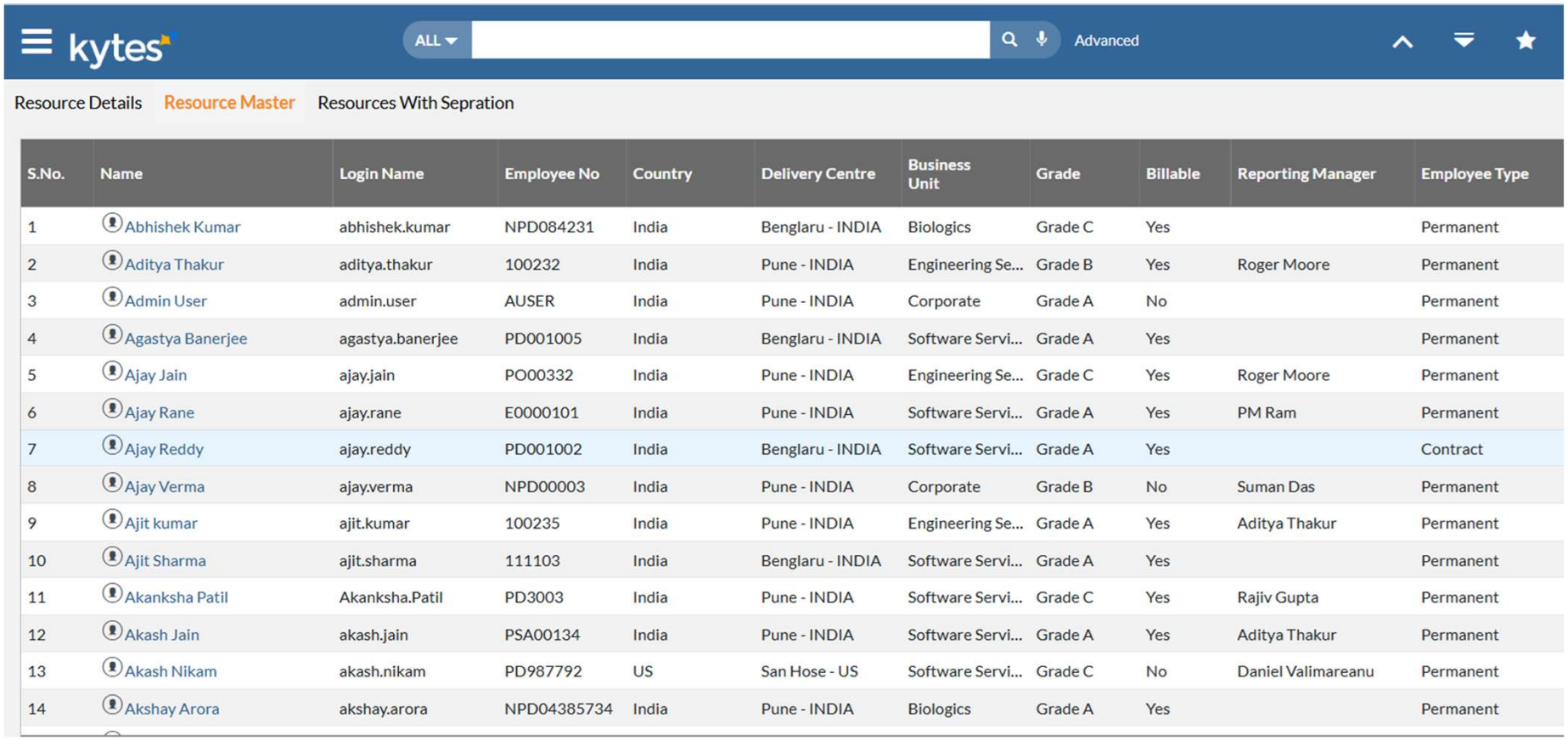
Employee Master Integration



S.No.	Name	Login Name	Employee No	Country	Delivery Centre	Business Unit	Grade	Billable	Reporting Manager	Employee Type
1	Abhishek Kumar	abhishek.kumar	NPD084231	India	Benglaru - INDIA	Biologics	Grade C	Yes		Permanent
2	Aditya Thakur	aditya.thakur	100232	India	Pune - INDIA	Engineering Se...	Grade B	Yes	Roger Moore	Permanent
3	Admin User	admin.user	AUSER	India	Pune - INDIA	Corporate	Grade A	No		Permanent
4	Agastya Banerjee	agastya.banerjee	PD001005	India	Benglaru - INDIA	Software Servi...	Grade A	Yes		Permanent
5	Ajay Jain	ajay.jain	PO00332	India	Pune - INDIA	Engineering Se...	Grade C	Yes	Roger Moore	Permanent
6	Ajay Rane	ajay.rane	E0000101	India	Pune - INDIA	Software Servi...	Grade A	Yes	PM Ram	Permanent
7	Ajay Reddy	ajay.reddy	PD001002	India	Benglaru - INDIA	Software Servi...	Grade A	Yes		Contract
8	Ajay Verma	ajay.verma	NPD00003	India	Pune - INDIA	Corporate	Grade B	No	Suman Das	Permanent
9	Ajit kumar	ajit.kumar	100235	India	Pune - INDIA	Engineering Se...	Grade A	Yes	Aditya Thakur	Permanent
10	Ajit Sharma	ajit.sharma	111103	India	Benglaru - INDIA	Software Servi...	Grade A	Yes		Permanent
11	Akanksha Patil	Akanksha.Patil	PD3003	India	Pune - INDIA	Software Servi...	Grade C	Yes	Rajiv Gupta	Permanent
12	Akash Jain	akash.jain	PSA00134	India	Pune - INDIA	Software Servi...	Grade A	Yes	Aditya Thakur	Permanent
13	Akash Nikam	akash.nikam	PD987792	US	San Hose - US	Software Servi...	Grade C	No	Daniel Valimareanu	Permanent
14	Akshay Arora	akshay.arora	NPD04385734	India	Pune - INDIA	Biologics	Grade A	Yes		Permanent

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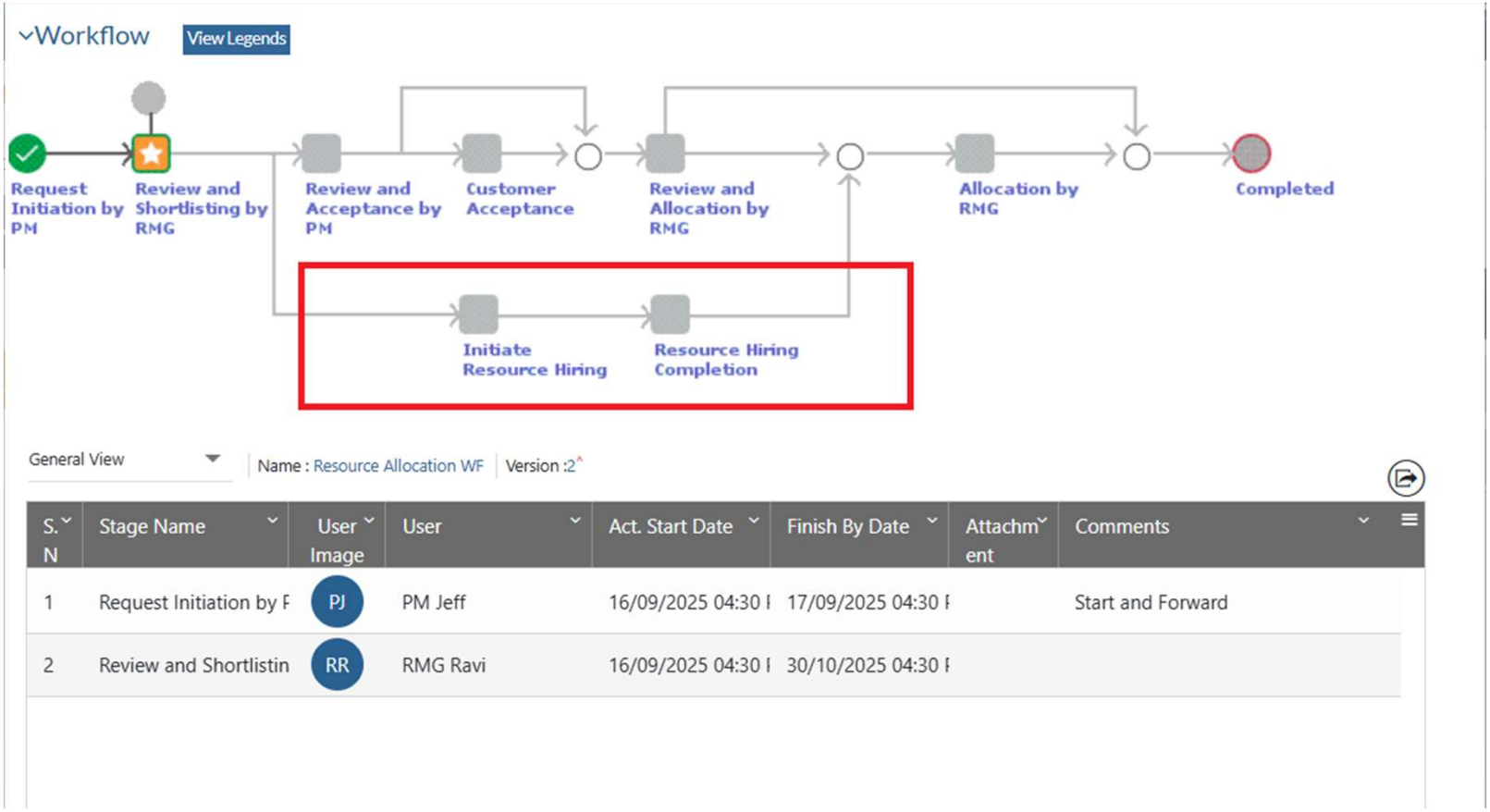
ATS – Hiring System



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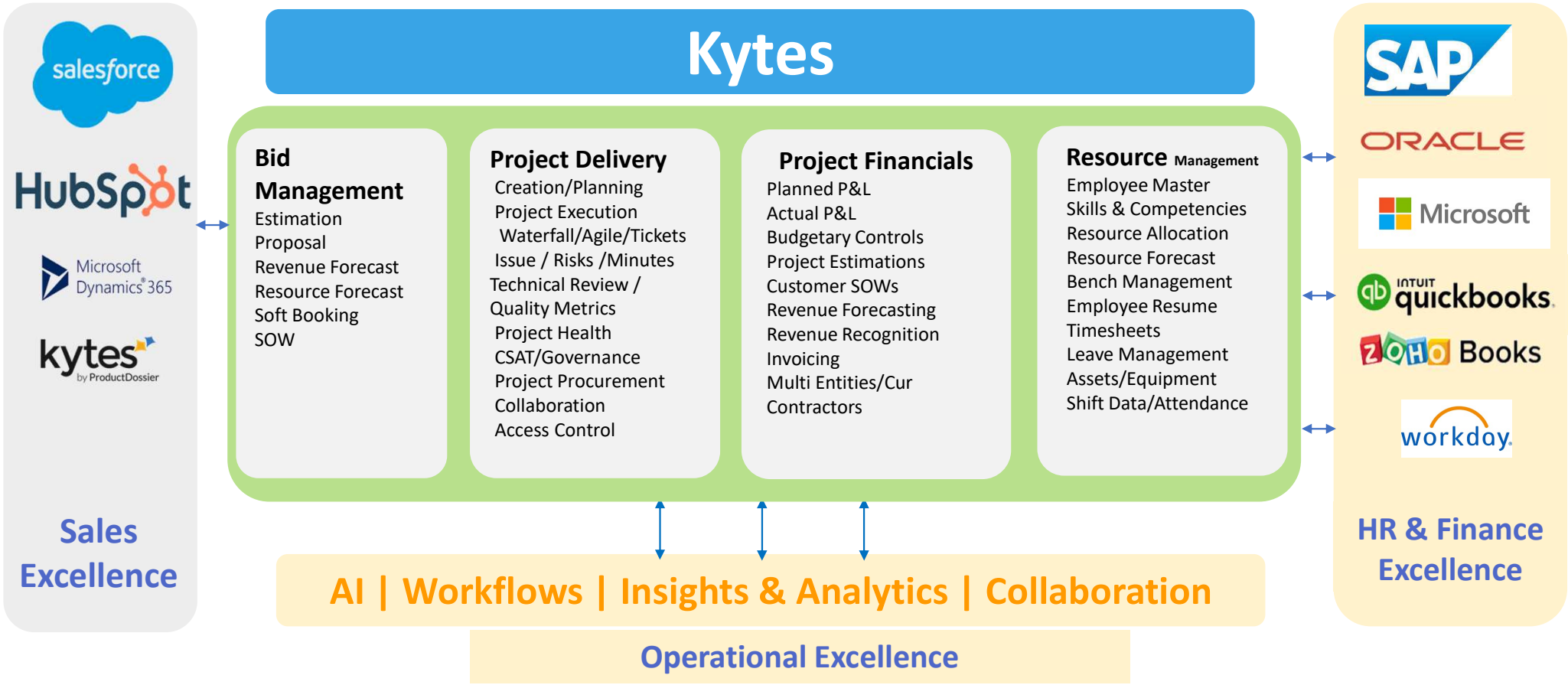
Integrated System



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Key Takeaway

Intelligently Simple.

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Thank You!

Questions?

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Intelligently Simple.

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