

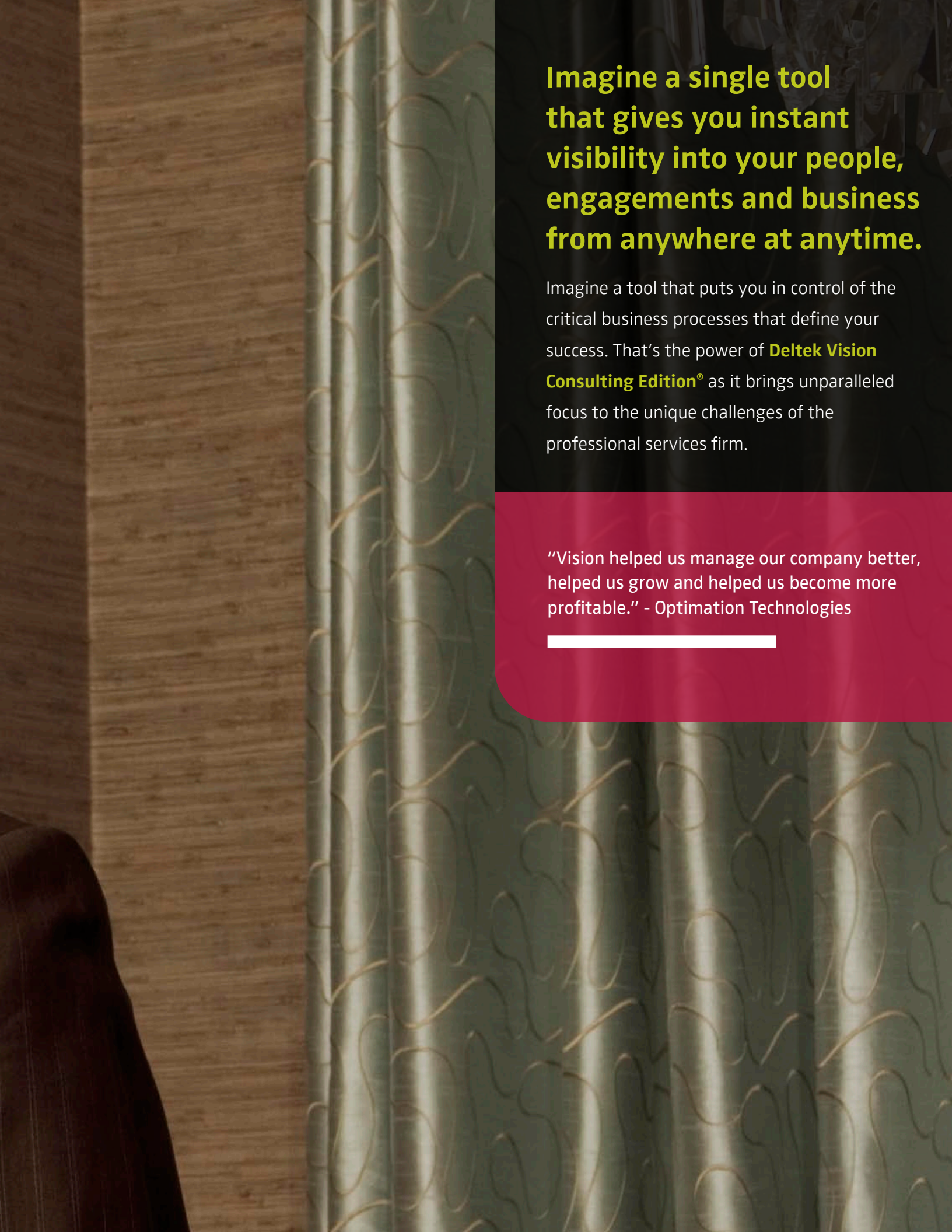
**Deltek Vision
Consulting Edition®**



Deltek 

www.deltek.com





**Imagine a single tool
that gives you instant
visibility into your people,
engagements and business
from anywhere at anytime.**

Imagine a tool that puts you in control of the critical business processes that define your success. That's the power of **Deltek Vision Consulting Edition®** as it brings unparalleled focus to the unique challenges of the professional services firm.

**"Vision helped us manage our company better,
helped us grow and helped us become more
profitable." - Optimization Technologies**

DELTEK VISION CONSULTING EDITION

A HIGHER LEVEL OF INTEGRATION, COLLABORATION AND SUCCESS

Deltek Vision Consulting Edition is a revolutionary software solution designed for professional services firms.

Thousands of organizations, ranging in size from 10 employees to global enterprises with thousands of employees, rely on Deltek every day to win more business, manage resources, increase operating efficiency and measure and monitor performance. They capture every billable hour, increase employee utilization, streamline engagement management and increase revenue and profits.

Deltek Vision Consulting Edition can help you do the same for your business.

Take a close look at your engagement lifecycle and the supporting systems you now use. You may find that your employee, project, customer, marketing and financial information is scattered across multiple systems. Consolidating your information into a single, integrated system increases efficiency, supports better and faster decisions and provides up-to-the-minute, accurate information that is the key to realizing your firm's highest potential.



BRING TOGETHER ALL OF YOUR MISSION-CRITICAL BUSINESS PROCESSES

BENEFIT FROM A VISIONARY APPROACH

By using a single database of real-time information for all of your critical business processes, Vision eliminates multiple data sources throughout your organization. Vision brings your entire firm together—including executives and engagement managers, IT, accountants and business development staff—and promotes collaboration and knowledge sharing between groups. And, because it is web-based, Vision provides every team member with up-to-the-minute information from anywhere at anytime.

GAIN REAL-TIME VISIBILITY INTO YOUR BUSINESS

Built from the ground up to support every phase of the engagement lifecycle, Vision gives you a complete view of people, projects, customers, resources and performance. From granular details to your firm's overall health, Vision delivers a clear, accurate picture so you can make the right decisions and take the appropriate actions to meet your goals.

THE PERFECT SOLUTION FOR YOUR BUSINESS

Flexible and modular by design, Vision supports the applications, processes and functions of professional services firms. This flexibility provides you with the perfect software solution for your organization, whether you are implementing the entire Vision suite or are selecting specific modules that will integrate with your existing systems.

“With Vision we can easily access the most up-to-date, real-time information that is required to ensure our projects are staying on track and on budget.” - Fullhouse Media

DELTEK VISION CONSULTING EDITION IS A SINGLE APPLICATION WITH MODULES AND FUNCTIONALITY YOU CAN CHOOSE TO TURN-ON:

- Resource and Engagement Management
- Financial and Project Accounting
- Customer Relationship Management
- Proposal Automation
- Document Management
- Time and Expense Management
- Billing
- Payroll
- Purchasing and Inventory
- Dashboards and Reporting
- Mobile Applications
- Multi-Currency

GAIN TRUE VISIBILITY INTO PERFORMANCE

BRING TOGETHER THE INFORMATION YOU RELY ON MOST

The Vision Dashboard puts personalized content at the fingertips of each of your team members. By combining information drawn from various areas of Vision, as well as from external content such as websites or Microsoft® Outlook®, the Dashboard allows each team member to configure a single page that brings together all of the reports, charts, alerts, performance metrics and other key information that provides greater visibility into your engagements and business. And, by delivering key metrics to your firm's stakeholders in real-time, Vision helps align your entire staff with the strategic goals of the company. You'll know instantly when things are working or whether adjustments need to be made to keep initiatives on target.

VISUALIZATION

Vision Visualization allows your managers to quickly identify issues that require management attention, and then attend to them in order of greatest importance—all in substantially less time than reviewing reams of paper reports. Through a combination of shapes and colors representing project-related metrics and risks, Visualization provides a single, interactive snapshot into the health of your professional services organization. Trends and risks can be analyzed quickly by drilling down to underlying data to determine an appropriate course of action, improving your business performance.

“We now spend way less time on administrative tasks and more time being billable. In a year we've seen revenues increase by 20%” - V2 Systems, Inc.

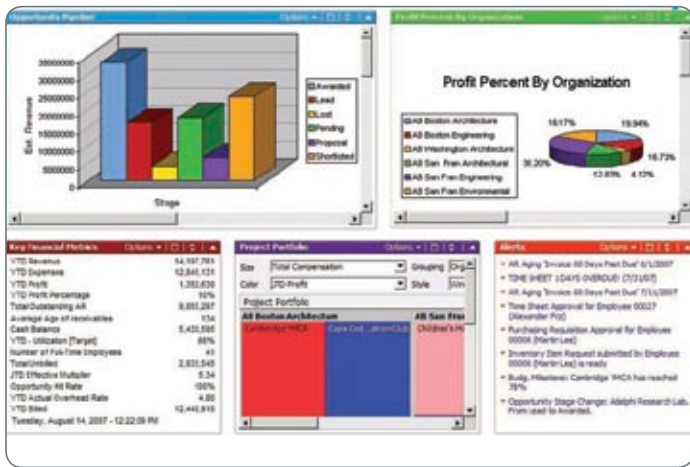


Figure 1: The Vision Dashboard provides real-time metrics in a multitude of interactive graphical formats that are displayed based on your business needs and requirements.



Figure 2: Deltek Vision Visualization helps you to focus on what's most important.

TAP INTO POWERFUL, INTERACTIVE REPORTING

TAILOR REPORTS TO MEET YOUR UNIQUE NEEDS

Access and analyze Vision data—from key financial metrics to opportunity tracking and resource management—tailoring each report to meet your specific needs. Vision’s reporting system includes more than 300 standard reports that range from simple to sophisticated. Whether you are preparing a basic report or an elaborate one, this flexible reporting model puts key information at your fingertips.

EMPOWER USERS WITH FLEXIBLE, EASY TO USE REPORTS

Vision’s award-winning reporting system gives you an accurate, up-to-the-minute portrait of everything from an engagement’s status to the firm’s overall performance. Firms of all sizes benefit from a wide variety of formatting options, and users can quickly and easily create effective and graphically appealing reports. The flexible reporting framework makes it easy to configure, preview, print and e-mail reports. And with Vision’s extensive report drill down capability, you can get to the details of underlying data quickly and easily.

“With customized reporting and an easy to use interface, we have virtually eliminated the need for manual spreadsheet data entry and other time-consuming paperwork. It’s far easier now to enter and extract data from our system, saving time in tailoring and analyzing critical project data thanks to Vision’s out-of-the-box reporting functionality.” - Durrant

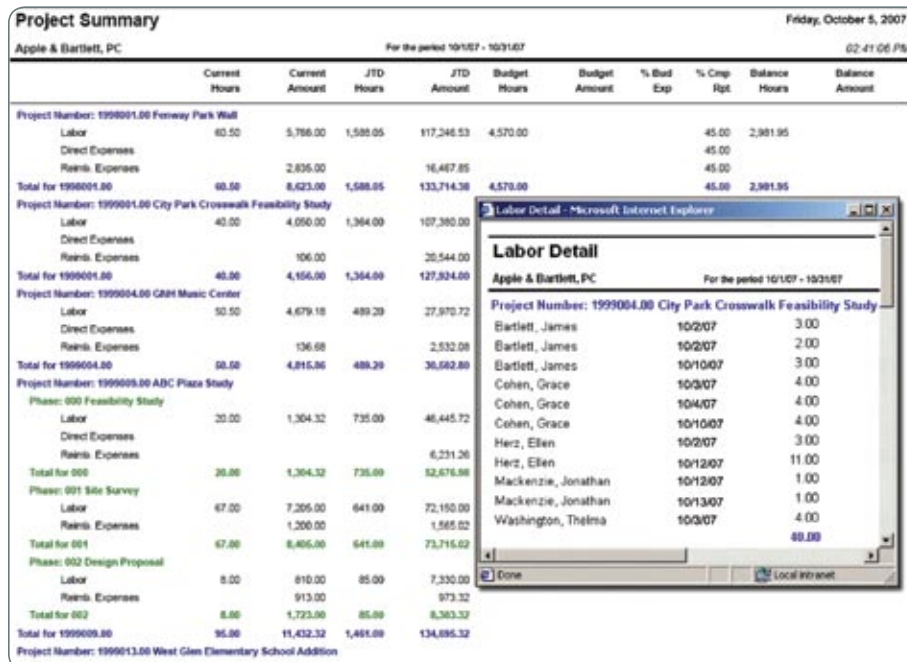


Figure 3: Deltek Vision reports are fully interactive, allowing you to easily access detailed information about totals and transactions or translate data into charts.

INTEGRATE ALL KEY BUSINESS PROCESSES BY **COMBINING VISION MODULES**

RESOURCE AND ENGAGEMENT MANAGEMENT

MAXIMIZE UTILIZATION AND ENHANCE ENGAGEMENT EXECUTION

With Vision Resource Planning, you can combine past project and future planning data to proactively manage the results of your engagements. It will help your managers complete projects on time and on budget, while maintaining high levels of staff utilization. The result is improved project performance and a stronger bottom line.

Vision Resource Planning automates engagement planning, resource scheduling and resource utilization. And, because it is fully integrated into Vision, all timesheet and expense data are automatically fed into each Project Plan, providing your managers with up-to-the-minute detail to ensure projects stay on track.

“With Vision Resource Planning, we can easily examine and analyze how our resources are allocated for each project, by individual, group, business, unit or service offering, and reassign accordingly to maximize our productivity. I truly have not seen such intuitive integration between resource planning and project management in any other software solution.”
- Sebesta Blomberg



FINANCIAL AND PROJECT ACCOUNTING

GAIN UNPRECEDENTED INSIGHT INTO COMPANY-WIDE PERFORMANCE

Managing financial performance by engagement is critical for professional services firms. Deltek Vision integrates engagement control with the general ledger so you can track profitability in real-time and identify problems as they arise. Vision Accounting includes a complete set of business finance tools, including general ledger, accounts payable, accounts receivable, purchasing with inventory, revenue recognition, overhead allocation, multi-company and multicurrency support and engagement and financial reporting. Vision Accounting is seamlessly integrated with all Vision modules, ensuring that costs are shared automatically, while maintaining a comprehensive audit trail.

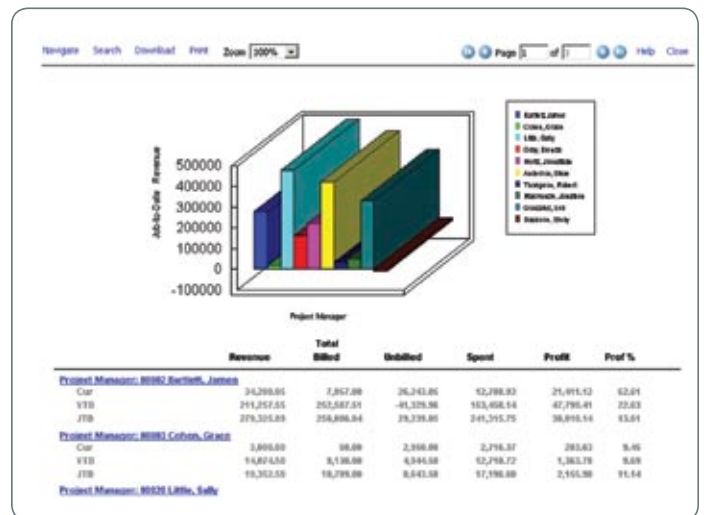


Figure 4: Financial and Engagement Accounting Reports give insight into company-wide performance.

SUPPORT FOR MULTIPLE CURRENCIES

MAINTAIN CORE FINANCIAL RECORDS

The Vision Multicurrency module allows you to transact business in any number of global currencies, while maintaining core financial records in a single "functional currency." It is designed to meet the accounting, engagement control, engagement planning, resource management and CRM needs of any enterprise that uses multiple currencies—from a complex global enterprise that has daily transactions, to a single company that occasionally does business in foreign currencies.

DELTEK VISION CONSULTING EDITION TECHNOLOGY

CUSTOMER RELATIONSHIP MANAGEMENT

MANAGE THE ENTIRE CUSTOMER RELATIONSHIP LIFECYCLE

Vision Customer Relationship Management (CRM) automates the entire lead-to-execution engagement lifecycle by providing all of the tools you need to win new business and strengthen your existing client relationships.

Vision CRM automates your client and contact management, opportunity tracking, marketing campaign management, business development and activity management, and can be integrated with Microsoft Outlook to facilitate collaboration throughout your organization. With a single central source of information accessible to everyone in your firm, you will empower your team to fully leverage their collective knowledge.



Figure 5: Deltek Vision Dashboard quickly shows opportunity pipeline, activities and campaign status.

MOBILE APPLICATIONS SUITE

ACCESS FROM ANYWHERE WITH A HANDHELD DEVICE

The Vision Mobile Applications Suite allows your employees the convenience of accessing to certain Vision features on their handheld devices. It allows the entry of time and expense data, and access to Vision CRM's contacts, activities and opportunities. It even accommodates the entry of time and expenses from disconnected PCs for upload to Vision when an internet or LAN connection is available—a great feature for employees traveling without internet connectivity.

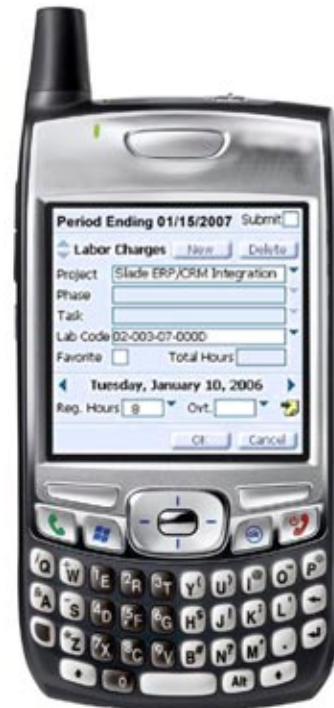


Figure 6: Employees can access Vision features remotely.

PROPOSAL AUTOMATION

EXCEED CUSTOMER EXPECTATIONS WITH TARGETED, ATTRACTIVE PROPOSALS

Empower your marketing and sales teams to efficiently produce custom proposals, RFP responses and government proposals that stand out from the competition. Ensure your proposals contain the most recent and relevant information by giving employees access to a central source of company boilerplates, metrics, résumés and more. Integration with Microsoft® Word® and desktop publishing systems ensures that proposals are delivered in a graphical style that reflects your firm's brand. With Vision Proposal Automation, you are focused on perfecting a winning image rather than spending valuable time searching through dated and irrelevant material.

“Vision has brought our marketing, accounting and project management departments together. For the first time, these departments are regularly meeting to track and follow up leads, assign values to each lead and track hit rates on these leads through multiple stages. Not only is this helping us understand what's coming down the pipeline so we can streamline our resources accordingly, but it is also helping our firm get a clear understanding of how our marketing efforts are being received.” - Durrant

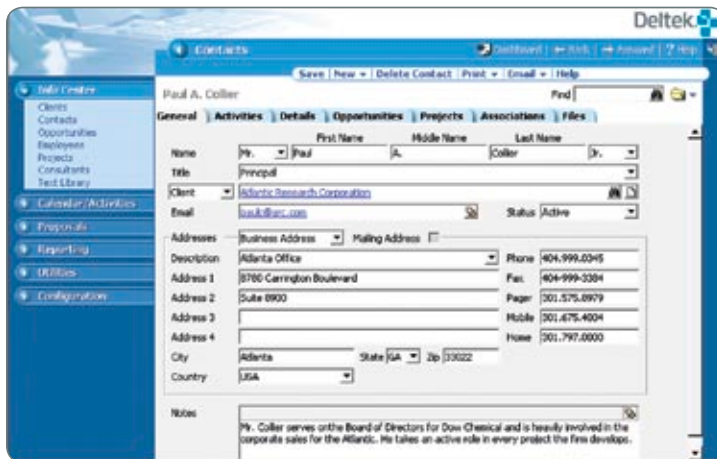


Figure 7: Providing employees with a single view of your customers and prospects ensures that you are leveraging all interactions to win more business.

Linda J. Applegate
Project Manager

Linda Applegate specializes in the design and management of large-scale government infrastructure projects, including process and mechanical engineering, electrical and instrumentation engineering, factory floor software, systems integration, and information technology services.

Education
Bachelor of Science, Computer Engineering, MIT, 1987

Registrations
MCSE

Affiliations
Project Management Institute

Adelphi Medical Research Facility, Project Manager for engineering services for this new medical research facility, including process, production, automation, air and ventilation, filling & packaging, and software engineering with validation protocols.

Caltran Pharmaceutical, Project manager for several manufacturing plants for Caltran. Projects included:

- Waste Water Monitoring and Process Control
- Responsibilities for Implementation of cGMP for Control and Development Lab
- In-Line, Sanitary, Controls for Pilot Plant Scale-Up
- Development and Implementation for Monitoring of Process Variables for Pharmaceutical Reactor Systems: Reactors, Crystallizers, Reflux Systems,
- Scrubbers, Transfer and Distribution Manifolds
- SCA DA System Design for Isolators
- Automation of Granulation Modules Including: Particle Coating, Tablet Coating,
- Fluid Bed drying and Granulation (GRA1)

Figure 8: By creating proposals that showcase the experience of your employees, you can make the most of the asset that many services firms consider key to winning more business.

DOCUMENT MANAGEMENT

ENCOURAGE INFORMATION SHARING

Meet the challenge of effective collaboration, no matter where your team members are located. Vision Document Management fosters information sharing by providing a single, web-based document collaboration platform for your team to share. Within Vision, team members from around the firm and around the world can upload, share, review and edit documents by using a web browser. Vision enables each document to be associated with customers, engagements, employees and opportunities—providing a total knowledge management solution.

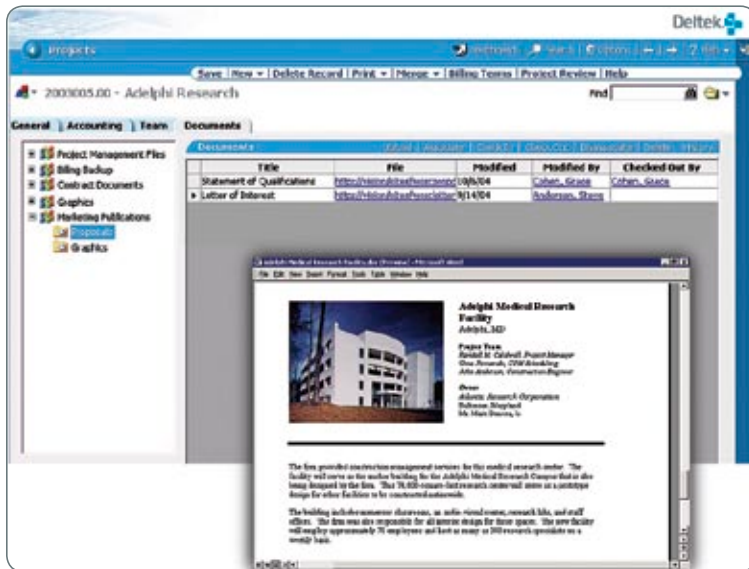


Figure 9: All team members benefit from access to a centralized source of documents related to customers and prospects as well as information critical to delivering engagements.

TIME & EXPENSE MANAGEMENT

ENTER TIME & EXPENSES ANYWHERE, ANYTIME

Speed up and increase the accuracy of your time collection process through an intuitive interface that is always accessible to employees. Integrated with Vision Billing, Resource and Engagement Management and Customer Relationship Management modules, Vision Time & Expense provides real-time visibility into costs that impact your engagements and profitability. Ensure that hours and expenses are immediately accessible throughout the system and eliminate redundant data entry that leads to errors and omissions. With Vision Time & Expense, you give managers a true picture of project labor hours and quickly invoicing customers for improved cash flow.

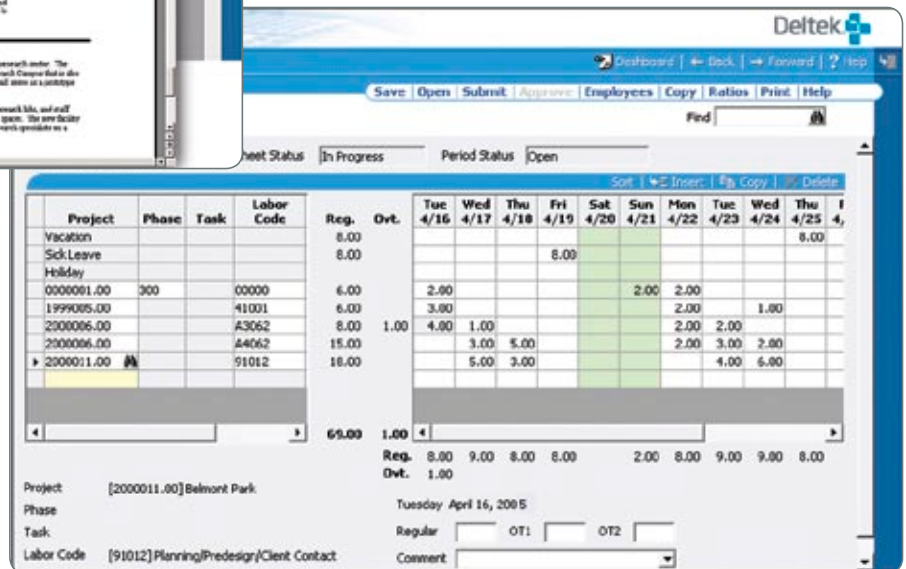


Figure 10: With easy access from anywhere, anytime, Vision Time & Expense Entry helps you capture time and expenses quickly, which minimizes time and expense leakage, provides managers with more timely engagement cost information, improves cash flow and improves your bottom line.

BILLING

DRAMATICALLY IMPROVE CASH FLOW

Ensure your invoices are accurate and comply with engagement requirements—and then get them out the door on time so you get paid faster!

Vision Billing supports complex and diverse billing requirements, including time and materials, fee-based and percent-complete billing. Automatically capture every billable labor and expense transaction, apply rate tables and employee overrides, calculate fees, handle multiple currencies, generate draft and final invoices using the templates and formats of your choice and manage write-offs and adjustments.

PAYROLL

FULFILL PAYROLL PROCESSES INTERNALLY OR EXTERNALLY

Vision Payroll simplifies every aspect of the payroll process. It increases accuracy, provides flexible payroll processing, generates automatic payroll runs and provides a full range of detailed reports. Payroll, when integrated with the other Vision modules, provides smooth and accurate information flows throughout the financial management system. If you're not ready to take on the payroll process, you can export Vision directly to ADP® or Paychex® for processing.

PURCHASING

MANAGE YOUR FIRM'S ENTIRE REQUISITION, PURCHASING, RECEIVING AND INVENTORY CYCLE

Vision Purchasing manages your firm's entire purchasing cycle—whether it's simple or sophisticated—while maintaining integration with Financial and Accounting and Resource and Engagement Management modules. It supports the creation and tracking of purchase orders for materials, supplies, capital items and services for both engagement-related and in-house needs. And, by using Vision's built-in workflow and approval features, all purchases can be tracked accurately and efficiently.

For Vision customers that also sell product (e.g., hardware or software), Vision Purchasing includes a feature set for managing inventory. It will track inventory by location, calculate average product cost and automatically create a purchase order when quantities reach a specified level. When an inventory item is sold, it automates the assignment of units, customer charge and cost to the project.

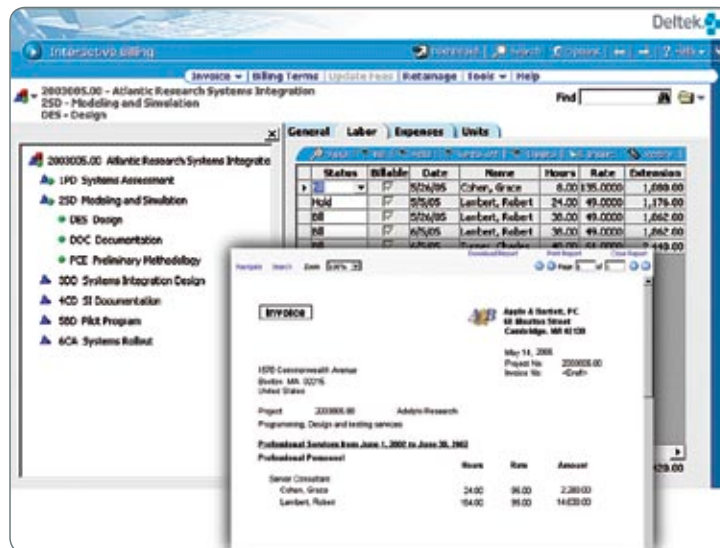


Figure 11: With the flexibility to bill customers based on unique labor rate structures, you can get invoices out the door quickly and accurately—thus improving cash flow and customer satisfaction.



TECHNOLOGY THAT
MAKES A DIFFERENCE

DELTEK VISION TECHNOLOGY

ANYWHERE, ANYTIME ACCESS

Vision employs 100% browser-based technology, which makes it possible to access information from anywhere, anytime.

MICROSOFT® .NET

All Vision applications are developed using the .NET framework. Deltek views .NET as the key to providing Vision customers with a more reliable, manageable and open product, while at the same time speeding up the development of new features and applications.

MORE EFFICIENT SYSTEM MAINTENANCE

Other than a web browser, the computer that will be accessing Vision does not need any special software—no ActiveX® controls, plug-ins, applets or proprietary controls—and does not require set-up on individual workstations. Just install or update Vision software on your servers, and it is automatically available to all users.

EXTEND VISION'S CAPABILITIES

The Deltek VisionXtend® platform gives you the power to develop real-time, transparent connections between Vision and other applications. Its feature-set:

- Allows you to access outside web services directly from the Vision user interface
- Implements data validation routines specific to your firm's needs
- Allows you to establish workflow features that keep key processes moving forward
- Delivers more personal, integrated experiences to users via the new breed of smart devices
- Synchronizes with Microsoft Outlook

Vision's .NET Framework is the foundation of the VisionXtend platform. It leverages standard internet protocols, including XML and SOA, shared by otherwise diverse applications and devices.

THE POWER OF WORKFLOWS

Think of the complexity of some of your firm's business processes. Those that have numerous steps, require coordination between multiple departments or offices and span days, weeks or months. Each step of the way, the opportunity to make costly mistakes exists.

The Vision Workflow engine keeps processes on track, automates time-consuming manual tasks and keeps players informed and involved. The payoff is lower operational costs, greater agility and quicker response to your needs.

“Vision was the only solution that met user needs and our executive requirements to consolidate all of our separate systems. Vision was the best fit out there for us.” - SBTI



RELY ON THE LEADING SOFTWARE SOLUTIONS FOR PROJECT-DRIVEN BUSINESSES

Deltek (NASDAQ: PROJ) is the leading provider of enterprise applications software designed specifically for project-focused businesses. For more than two decades, our software applications have enabled organizations to automate mission-critical business processes around the engagement, execution and delivery of projects. More than 12,000 customers worldwide rely on Deltek to measure business results, optimize performance, streamline operations and win new business.



[General Informatics](#) is a [Deltek Partner](#) and is a Louisiana based technology and business consulting firm that focuses on helping consulting firms maximize their technology investment. General Informatics Deltek Business consultants who are generally CPAs or MBAs provide strategic guidance and best practices to drastically cut waste and use a company's existing resources to its fullest. Its Engineers manage and support technology such as computers, telephones, email, network cohesively and are often able to add 2 to 20% to the bottom-line of the clients' business.

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