

A photograph of two men in a construction or industrial setting. Both are wearing white hard hats and safety glasses. The man on the left has a beard and is wearing a dark jacket over a blue shirt. The man on the right is wearing an orange long-sleeved shirt. They are both looking down at a tablet computer held by the man on the right. The background is slightly blurred, showing industrial equipment. A large blue diagonal shape is overlaid on the left side of the image, containing the text.

**Deltek**

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# Vantagepoint

**Power Project Success for  
Consulting Firms**

# Deltek Vantagepoint

Because projects are critical to the success of every Consulting firm, you need a solution that is built with projects and people at the core. Deltek Vantagepoint gives firms insight across the business, allowing you to develop and nurture client relationships, effectively collaborate and share knowledge across projects, and pro-actively manage performance.

Trusted by thousands of consulting firms around the world, Deltek Vantagepoint helps your manage projects more effectively, resulting in increased productivity and profitability. Vantagepoint provides the necessary insight, visibility and control to enable your project teams to work more efficiently and collaboratively.

Vantagepoint leverages a modern technology platform, delivering features - from your personal virtual assistant to an improved user interface - that are readily available in today's ever-changing mobile and digital marketplace.



## Project Command Center

Control all project information in one place – from pursuit and proposal, through project planning and financial management.



## Complete View of Your Business

Gain visibility across your organization, from project initiation to completion. Get actionable insights to make more informed decisions.



## A More Efficient Way to Work





Enable teamwork and collaboration via a single tool, and empower users with a simple, intuitive experience.

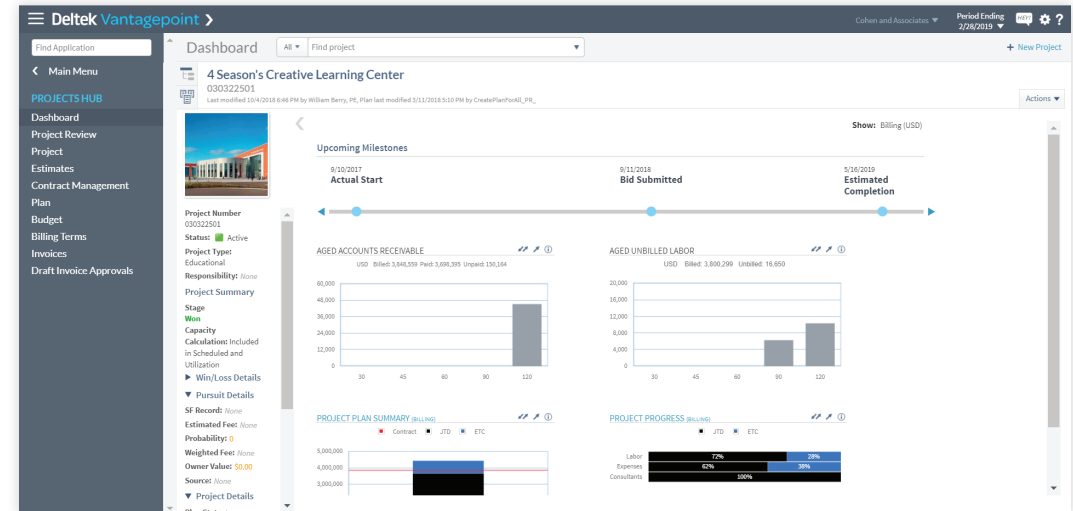
# Power Project Success with Deltek Vantagepoint



# Pursue Project

Manage customer relationships and identify prospective opportunities earlier to better position your firm to win. With a few clicks, you'll have everything you need to qualify and pursue a potential client and overcome increased competition in the marketplace.

-  Execute targeted outreach by utilizing tools to cultivate, nurture and manage client relationships
-  Streamline routine tasks by simply saying 'Hey, Deltek!' or by typing a request to set up reminders, create new contacts, or initiate proposal development
-  Gain confidence in your pipeline and view target revenue by account, revenue, forecasts, and client/portfolio health
-  Monitor the status of proposals to understand staffing and resource needs and ensure peak profitability



< Use "Hey Deltek" or type a request to set up reminders, add contacts, or create project pursuits >

## FAST FACT:

More than 80% of firms expect their position in the market to remain steady or grow in the next 18 months.

DELTEK CLARITY REPORT





Increase win rates  
by 20% and respond to  
twice as many proposals  
with Vantagepoint.

# Create the Proposal

Develop professional, engaging proposals to tell your story and convince the client you are the best choice for the project. Position your firm to win with simple, easy-to-use templates and quick access to project and employee résumé data that can be featured in your proposal. With data at your fingertips, you can easily understand project needs and customize the proposal to address the RFP requirements.



Collaborate around pursuits via shared conversations, tasks and documents to ensure the right people are driving the best proposals



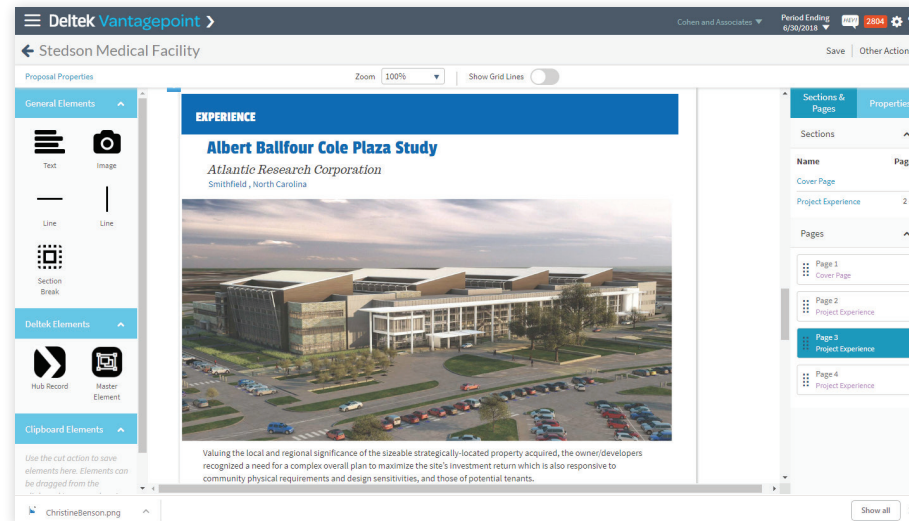
Create winning quotes and proposals with historical data available at your fingertips



Streamline proposal creation and drive brand consistency with corporate templates, images, and boilerplates



Develop cost scenarios to find the most profitable solution for the project



◀ Easily create impressive proposals to help your firm win the pursuit

# Manage the Project

Easily access project information from your mobile device and keep up-to-speed on project progress and budgets. You can easily leverage collaboration tools, including alerts and notifications, to help your teams stay on task and on schedule and ensure that project stakeholders have the information they need at their fingertips.



Avoid cost and schedule overruns by tracking team progress toward project deliverables



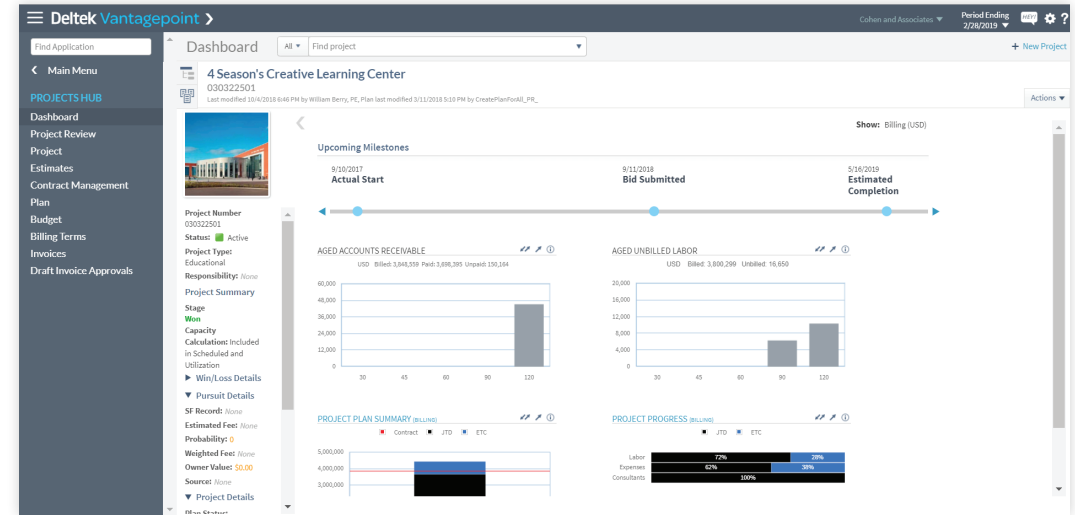
Monitor payment status to expedite the billing and invoicing process



Improve firm profitability and cash flow



Utilize the virtual assistant feature “Hey Deltek” to address administrative tasks



< Proactively manage your project from a single project command center >

## FAST FACT:

Reduce the number of projects over budget by up to 73% with Vantagepoint.



Deltek Vantagepoint

Resource View

Forecast Range: 6 months beginning October 2018

Show Capacity: Utilization %

RESOURCE/LEVEL	TOTAL PLANN... HOURS	TOTAL ETC HOURS	2018						2019			ETC AFTER
			10/1 - 10/31	11/1 - 11/30	12/1 - 12/31	1/1 - 1/31	2/1 - 2/28	3/1 - 3/31	1/1 - 1/31	2/1 - 2/28	3/1 - 3/31	
Abby Collins	4,186	3,300	62%	63%	64%	26%	19%	20%	1,695			
Adam Forgan	3,958	2,928	18%	19%	19%	19%	19%	20%	1,456			
Adrian Horan	250	242	19%	19%	20%	20%	21%	21%	1,648			
Alex Lucas	2,286	1,492	11%	20%	19%	19%	18%	18%	1,250			
Alexander Dame, AIA	2,115	1,441	0%	0%	0%	0%	0%	0%	628			
Amy Ball	1,973	933	0%	0%	0%	0%	0%	0%	252			
Andrew Stephens	278	134	0%	0%	0%	0%	0%	0%	409			
Ann Cummings	2,710	1,790	0%	0%	0%	0%	0%	0%	700			
Anne Kelly	1,346	672	0%	0%	0%	0%	0%	0%	1,878			
Annie Long	2,068	1,375	0%	0%	0%	0%	0%	0%	963			
Arthur Snyder	1,416	704	0%	0%	0%	0%	0%	0%	411			
Bernard Caldwell	1,474	860	0%	0%	0%	0%	0%	0%	565			
Bill Rodriguez			0%	0%	0%	0%	0%	0%	769			
Bobby Williamson	2,282	1,735	0%	0%	0%	0%	0%	0%	548			
Bradley Fleming, AIA, LEED AP	1,895	846	0%	0%	0%	0%	0%	0%	300			
Brenda Gray	2,291	1,539	0%	0%	0%	0%	0%	0%	739			
Bryan Reid, AIA	2,132	1,586	0%	0%	0%	0%	0%	0%	963			

# Schedule Resources

Ensure you have the right resources with the right talent, skillset and capacity for every project. With easy access to resource information, you can deliver projects within time and budget constraints and keep all of your clients happy.



Staff the project with team members that have the required expertise and experience



Develop cost scenarios to find the best solution for the project



Use alerts and notifications when talent resources are over or under-allocated



Create profitable project plans with real schedules, budgets, and resources



Plan talent resources to effectively attract, manage, and retain differentiated skillsets



Manage resources and deliverables throughout the project to ensure deadlines and schedules are met

< Confirm the right people on the project from the beginning with detailed project plans >

## FAST FACT:

With Vantagepoint, project managers have up-to-date information on resources, project status, and cash flow to make better decisions and increase savings.



# Invoice Clients and Manage Financials

Improve your cash flow with the ability to edit and approve invoices electronically. You'll expedite your billing and invoicing processes and get paid faster!



Generate invoices that are timely and accurate



Monitor payment status to expedite the invoicing and accounts receivable processes



Facilitate a simple integrated process for submitting time and expense allocations



Improve firm profitability and cash flow by easily and efficiently monitoring key performance indicators such as profit margins, talent utilization, and cash flow



Resolve invoice and billing issues by using dashboards and alerts that signal when attention is needed

Deltek Vantagepoint

Interactive Billing

Benson Research Lab

Invoice Date: 10/9/2018 Period: 2/1/2019 - 2/28/2019

GENERAL LABOR EXPENSE UNITS FEES INVOICE HISTORY

Bill Hold Write-off Modify Transfer

INVOICE STATUS	STATUS	BILLABLE	DATE	PHASE	TASK	ACTIVITY C...	CATEGORY DESCRIP...	EMPLOYEE	NAME	HOURS
Approved	Bill	✓	11/27/2017	1PD	-OSIT	2C:Z	Administrative Support	00338	Duncan, Carl	1
Approved	Write-off	✓	11/27/2017	1PD	-OSIT	0C:Z	Architect	00156	Ramsey, Debra	5
Approved	Write-off	✓	12/31/2017	1PD	-CCOD	00:0	Senior Architect	00207	Carlson, Lee	40
Approved	Write-off	✓	2/14/2018	1PD	-CCOD	01:1	Project Manager	00071	Anderson, Stac	28
Approved	Write-off	✓	2/28/2018	1PD	-CCOD	01:1	Project Manager	00071	Anderson, Stac	20
Approved	Hold	✓	4/30/2018	1PD	-CCOD	00:E	Civil Engineer	00179	Long, Annie	8
Approved	Bill	✓	6/15/2018	6CA		02:1	Principals	C0003	Berry, William	48
New	Bill	✓	2/22/2017	6CA		19:0	Civil Engineer	00019	Morgan, Dwayn	8
New	Bill	✓	3/17/2017	6CA		10:0	Civil Engineer	00019	Morgan, Dwayn	8
New	Write-off	✓	11/20/2017	1PD	-OSIT	0C:Z	Architect	00156	Ramsey, Debra	9
New	Hold	✓	11/27/2017	1PD	-OSIT	0C:Z	Associate	00010	Berry, Joshua	5
New	Write-off	✓	11/27/2017	10D	-OSIT	00:0	Architect	00164	Ramsey, Debra	5
										288.50

< Manage your cash flow and improve project profitability >

## FAST FACT:

Resolve invoice and billing issues by using dashboards and alerts that signal when attention is needed.







Gain instant access to company metrics and reduce time spent creating financial reporting from weeks to days with Vantagepoint.

# Measure and Report Performance

Monitor the health of your firm via a single project command center that gives you visibility across all areas of your business. By harness real-time data, reporting and analytics across the project lifecycle, you'll get an accurate picture of project and business performance.



Measure performance by project, project lead or across your entire portfolio of projects



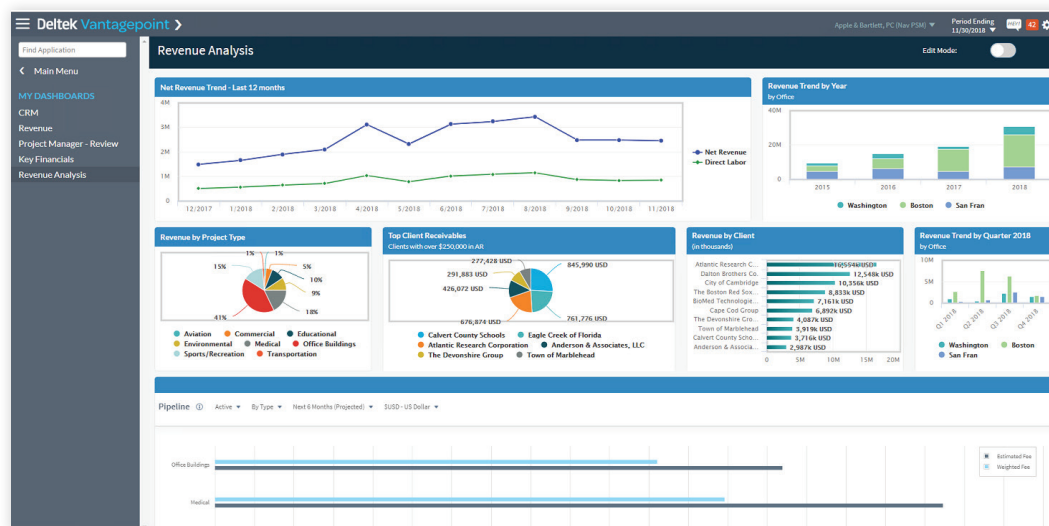
Gain access to the important metrics you need to successfully deliver projects



Easily identify the clients that are more (and less) profitable



Make better-informed decisions based on key metrics and business analytics in real time



< Get a complete view of your business with interactive dashboards

# Deltek®

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**Deltek Vantagepoint: A purpose-built solution for Consulting Firms. Better software means better projects.**

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Better software means better projects. Deltek is the leading global provider of enterprise software and information solutions for project-based businesses. More than 23,000 organizations and millions of users in over 80 countries around the world rely on Deltek for superior levels of project intelligence, management and collaboration. Our industry-focused expertise powers project success by helping firms achieve performance that maximizes productivity and revenue.