

Vantagepoint

Reporting and Business Intelligence

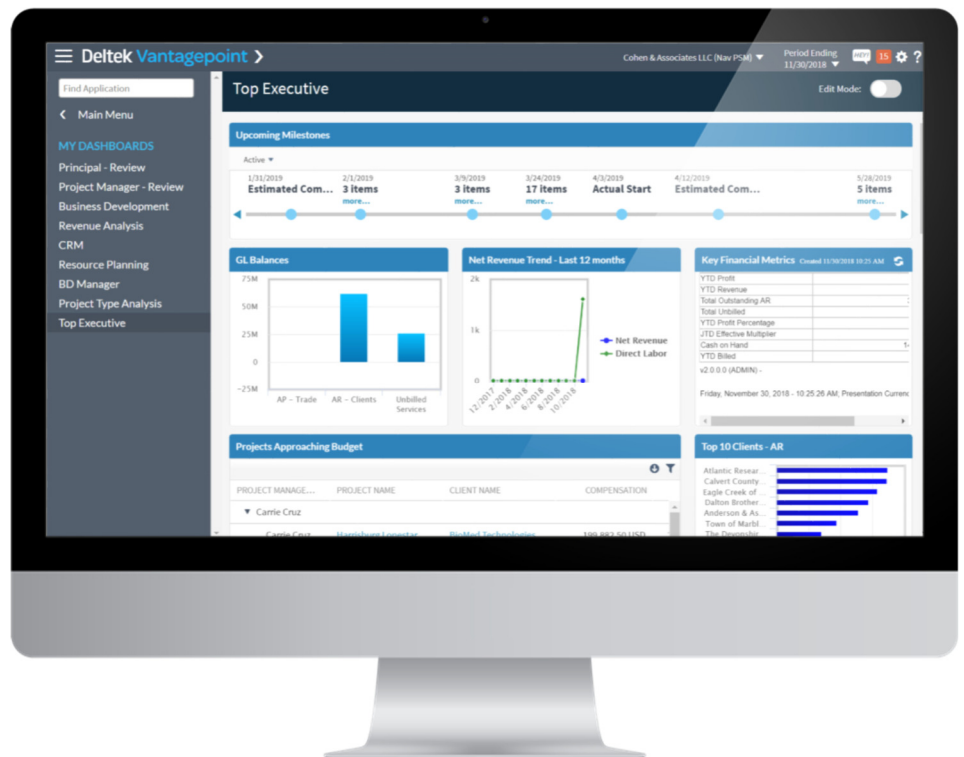
Understand the story behind your data to drive business growth

Vantagepoint provides interactive dashboards and easy-to-use reports full of insight into the health of your business so you can hone in on potential challenges and highlight success stories. Vantagepoint delivers faster and more accurate reporting and analysis so you can initiate discussions with key stakeholders when you spot a risk or opportunity and make more focused, impactful decisions.

Improve revenue forecasting and add predictability to your business model. Gain control over margins, resource allocation, and business outcomes and make decisions based on data-focused insights instead of gut feelings.

Vantagepoint Delivers Predictable Business Intelligence

- Monitor profit margins of your engagements or projects so you know you are on track to meet growth goals
- Identify clients that are draining resources and eating away at your bottom line
- Quickly see where adjustments are needed to increase profitability and improve efficiencies
- Utilize dashboards to give you the info you need to make better, faster business decisions
- Improve employee and client satisfaction; increase revenues and competitive advantage with Vantagepoint Reporting and BI

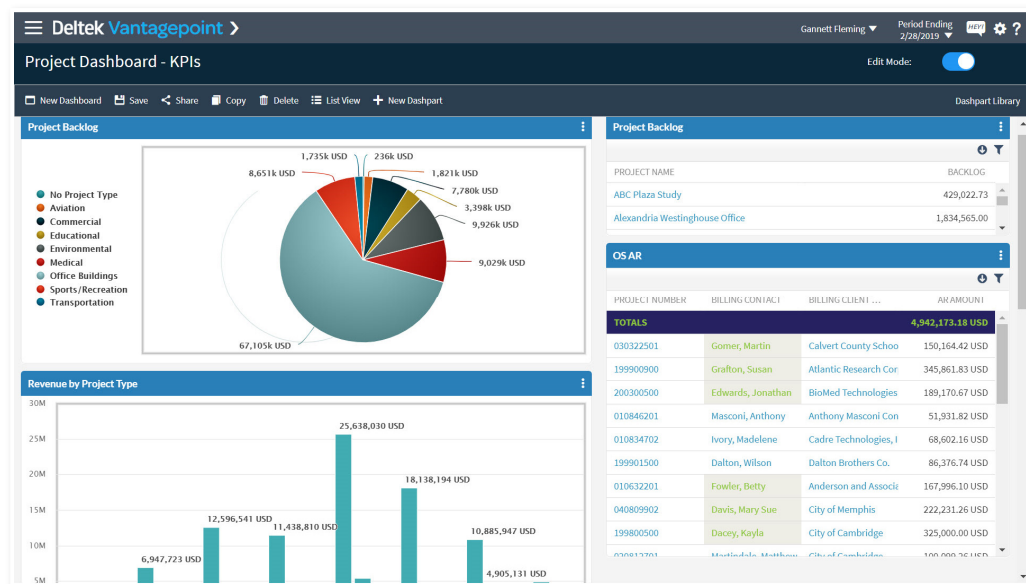


Design, Edit, and Customize Dashboards

- Apply date filters to view and compare specific periods for deeper insight
- Sort, group, total, or filter table dashparts to get a bird's eye view
- Create chart dashparts with the data from any of Vantagepoint's base reports
- Use the designer to select the type of chart (pie, graph, bar, scatter, line, spline area), select columns, and add calculated fields

Drive Your Business Forward with Business Intelligence

- Adjust performance in the right places to boost profitability based on actionable data
- Anticipate opportunities and future needs to strategically grow your business
- Monitor KPIs, such as utilization, project margins, billed revenue, backlog, and outstanding AR, so you can set targets and measure progress toward your goals

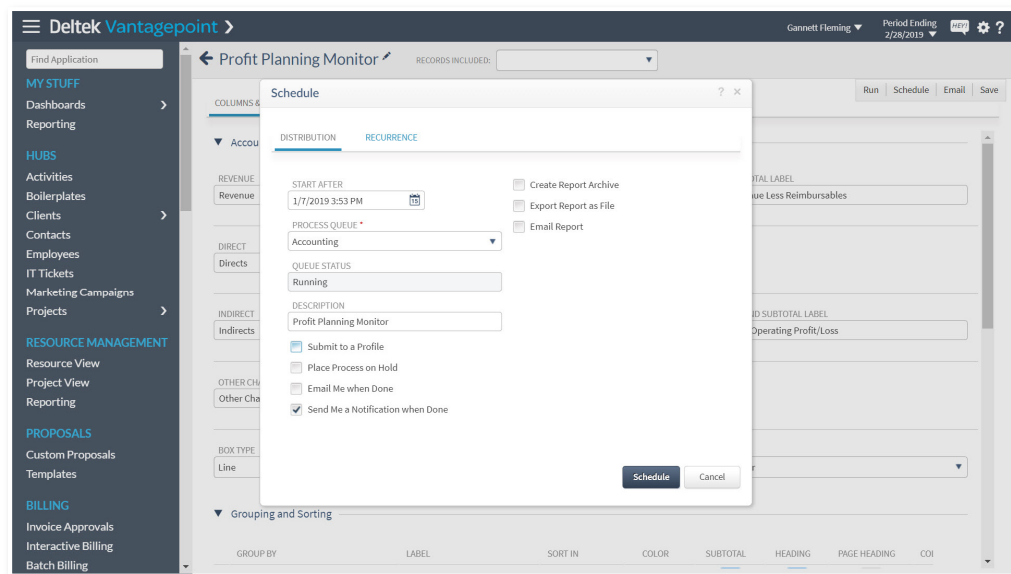


Create and Share Insightful Reports

- When all of your information lives in the same database, your reports are always up to date
- Schedule, run, and share reports to get the right information in front of the right stakeholders when it matters most
- Reveal the “why” behind profit margins by filtering reports by various parameters; such as period, account, project, location, and more
- Optimize resource allocation so you know who is available or get prepared to hire and train

Here is a small sample of the more than 180 standard reports available in Vantagepoint:

CRM & Pipeline Management <ul style="list-style-type: none"> ▪ Firm Employee Assignment and Activity Status ▪ Project Forecast ▪ Project Hit Rate ▪ Marketing Campaign Summary ▪ Firm Summary 	Resource Management <ul style="list-style-type: none"> ▪ Labor Resource Planned vs. Actual ▪ Resource Utilization by Organization ▪ Labor Resource Forecast ▪ Project Planning Analysis ▪ Labor Plan Charts
Project Management <ul style="list-style-type: none"> ▪ Project Earnings ▪ Project Progress ▪ Labor Detail ▪ Top-Bottom Project Performers ▪ Consultant Ledger 	Accounting <ul style="list-style-type: none"> ▪ Cash Flow Forecast ▪ General Ledger Account Analysis ▪ Aged AR/AP ▪ Key Financial Metrics ▪ Trial Balance, Balance Sheet, and Profit & Loss



Take Reporting and Business Intelligence to the Next Level

- Automatically run and send reports to key stakeholders or defined groups of users
- Leverage over 180 standard reports to understand every aspect of your business
- Create dashboards help to supplement period reports, allowing stakeholders to access up-to-the-minute information they need to make strategic decisions
- Use the standard reports to review and analyze historical periods, understand project plans, forecast labor requirements, and monitor every transaction

Have a question? Get in touch!

Learn how Deltek Vantagepoint helps companies achieve financial success in project-focused industries.

Visit fullsailpartners.com/reach or contact us today at info@fullsailpartners.com and schedule a demonstration. 888.552.5535