

Deltek

Vantagepoint

Power Project Success for Architecture
and Engineering Firms





Deltek Vantagepoint

Projects are critical to the success of every architecture and engineering firm and you need a solution that puts your people and projects at the center of your business. Deltek Vantagepoint gives A&E firms insight to maximize productivity, boost collaboration, improve efficiency and increase profitability.

Trusted by thousands of A&E firms around the world, Deltek is an industry leader for project and financial management solutions built specifically for the way A&E firms work.



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.

**What if you could put your
people and projects at
the center of your business?**

Power Project Success with Deltek Vantagepoint





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

DELTEK CLARITY REPORT

1. Pursue the Project

Your world revolves around clients and projects—finding them, pursuing them and winning them. Deltek Vantagepoint helps you nurture key client relationships and pursue the right projects. Identify potential projects earlier, qualify pursuits and position your firm to win.



Nurture the right client relationships when it matters most to position your firm for the next big project



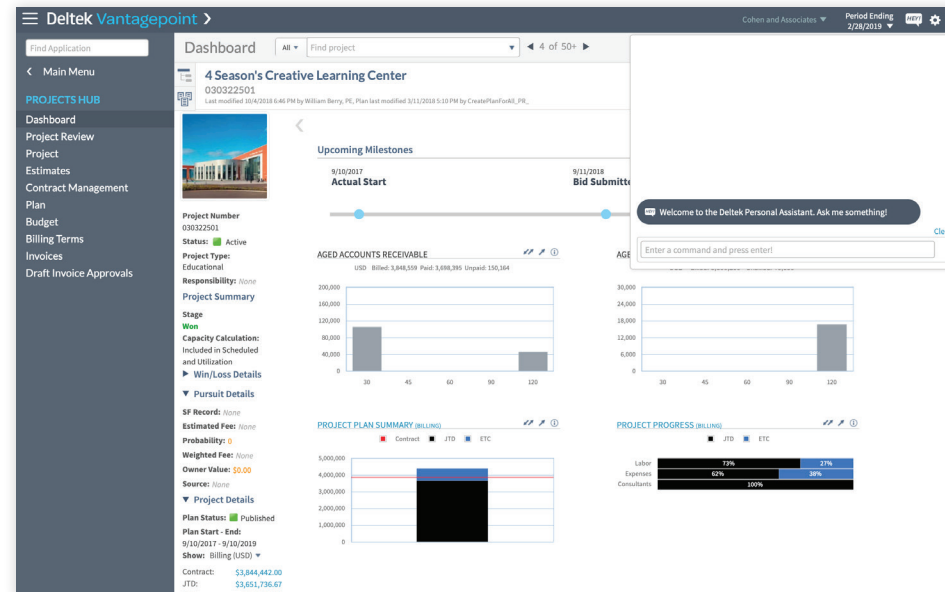
Easily create, update and manage pursuits from initial conversation through award, delivery and closeout in the projects hub



Set reminders and notifications so you never miss a follow-up or deadline



Monitor pipeline to quickly identify gaps and bright spots



< Use 'Hey Deltek' to speak or type a request to set up reminders, add contacts, create pursuits and more

2. Create Impressive Proposals

Develop impressive proposals to tell your story and convince the client you are the best choice for the project. You understand the project requirements, know the client hot buttons and recognize the competition. With easy-to-use templates and an interactive proposal editor, you can quickly create winning proposals that address RFP requirements and showcase your experience and project team.



Collaborate around pursuits with conversations, tasks and documents to ensure the right people are driving the best proposal possible



Drag-and-drop proposal editor makes it easy to create the right proposal every time

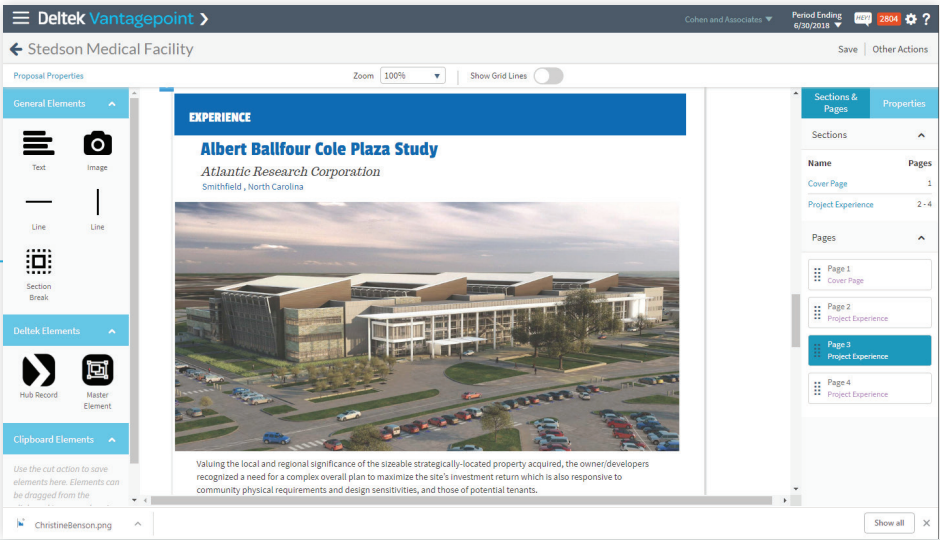


Streamline proposal creation and drive brand consistency with corporate templates, images, and boilerplates



Easily create project sheets and employee resumes specific to the pursuit

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





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

3. Secure Resources

Getting the right people scheduled for each project from the start can make it easier to deliver successful projects. Pinpoint the right resources for your projects based on their skills and availability so you can meet project schedule and budget demands.



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



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



Notify team members of new project assignments to keep tasks on track



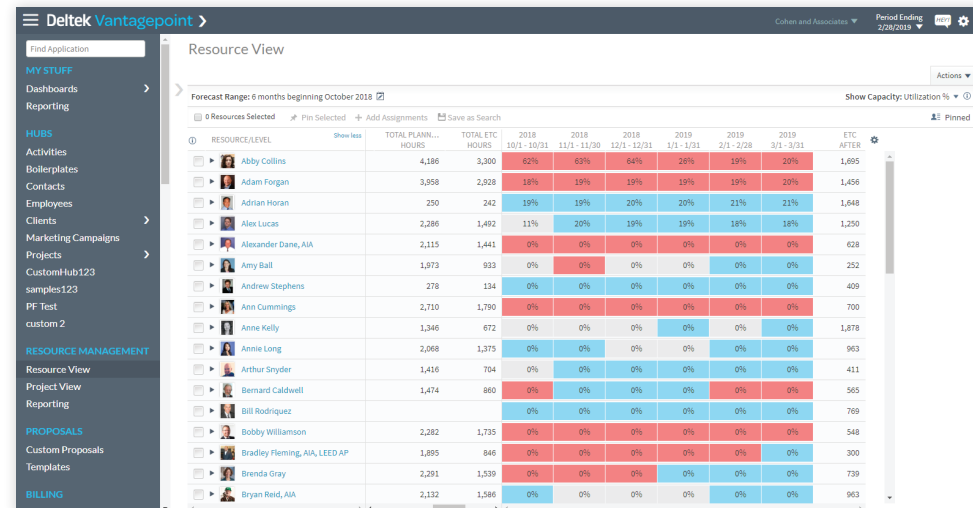
Manage resources and deliverables throughout the project to ensure deadlines and schedules are met



Develop cost scenarios to find the best solution for the project



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



< Confirm the right people are on the right projects and optimize utilization across the firm

4. Manage the Project

Proactively manage projects, monitor budgets vs. actuals and know exactly what's going on with projects at any time. With all project information in one projects hub, you have complete visibility into the complete project lifecycle from initial pursuit through project closeout so you can deliver successful projects.



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



Keep teams on task and teams on track with collaboration and information management



Use alerts and notifications to identify potential risks and make adjustments to meet client demands



Review and approve invoices quickly to improve cash flow

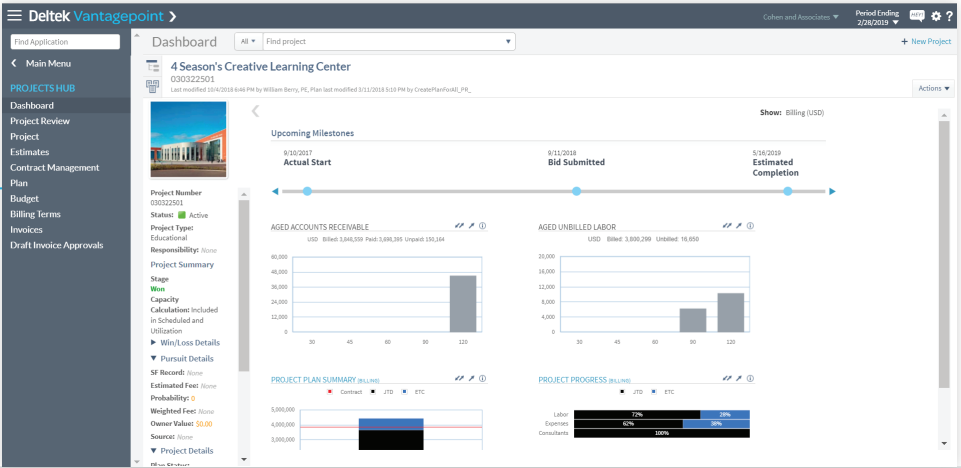


Manage plans, budgets, teams, invoices and more in one projects hub



Easily find projects with "Hey Deltek," your virtual assistant

Proactively manage your project from a single project command center >





5. Bill Clients and Manage Financials

Your firm needs to get paid for the work you deliver. You need a tool to quickly and easily submit timesheets and expense reports, reduce time to invoice and improve cash flow. Streamline billing and invoicing while improving your overall company financial management with Deltek Vantagepoint.



Generate invoices that are timely and accurate the first time—every time



Make time and expense entry easier for more accurate, timely project financials



Manage key financial metrics to ensure your firm is moving in the right direction



Monitor payment status to expedite the billing and invoicing process



Improve firm profitability and cash flow billing and invoicing process

Deltek Vantagepoint

Find Application

RESOURCE MANAGEMENT

Resource View

Project View

Reporting

PROPOSALS

Custom Proposals

Templates

BILLING

Invoice Approvals

Interactive Billing

Batch Billing

Billing Groups

Employee Realization

TRANSACTION CENTER

Transaction Entry

AP Invoice Approvals

Time and Expense Posting

Posting Review

CASH MANAGEMENT

Vendor Payments

Employee Payments

Cohen and Associates

Period Ending 2/28/2019

Interactive Billing

All

Find project

89 of 100+

Benson Research Lab

010632201

Invoice Date: 10/9/2018

Period: 2/1/2019 — 2/28/2019

Billing Session Options

Print

Accept

Other Actions

GENERAL

LABOR

EXPENSE

UNITS

FEES

INVOICE HISTORY

Bill

Hold

Write-off

Modify

Transfer

INVOICE STATUS	STATUS	BILLABLE	DATE	PHASE	TASK	ACTIVITY C...	CATEGORY DEScripti...	EMPLOYEE	NAME	HOUR
Approved	Bill	✓	11/27/2017	1PD	-OSIT	2CZ	Administrative Support	00338	Duncan, Carl	1
Approved	Write-off	✓	11/27/2017	1PD	-OSIT	0CZ	Architect	00156	Ramsey, Debra	5
Approved	Write-off	✓	12/31/2017	1PD	-OCOD	000	Senior Architect	00207	Carlson, Lee	40
Approved	Write-off	✓	2/14/2018	1PD	-OCOD	011	Project Manager	00071	Anderson, Staco	28
Approved	Write-off	✓	2/28/2018	1PD	-OCOD	011	Project Manager	00071	Anderson, Staco	20
Approved	Hold	✓	4/30/2018	1PD	-OCOD	00E	Civil Engineer	00179	Long, Annie	8
Approved	Bill	✓	6/15/2018	6CA		021	Principals	C0003	Berry, William	48
New	Bill	✓	2/22/2017	6CA		190	Civil Engineer	00019	Morgan, Dwayne	8
New	Bill	✓	3/17/2017	6CA		100	Civil Engineer	00019	Morgan, Dwayne	8
New	Write-off	✓	11/20/2017	1PD	-OSIT	0CZ	Architect	00156	Ramsey, Debra	9
New	Hold	✓	11/27/2017	1PD	-OSIT	0CZ	Associate	C0010	Berry, Joshua	5
New	Write-off	✓	11/27/2017	1PD	-OSIT	0CZ	Architect	00156	Ramsey, Debra	5

288.50

< Manage your cash flow and improve project profitability

6. Measure and Report

Monitor the health of your business in one place. With complete visibility into every aspect of your business, you can make better, faster, more informed decisions. Spend less time running reports and more time making the right decisions to drive your business forward.

- 

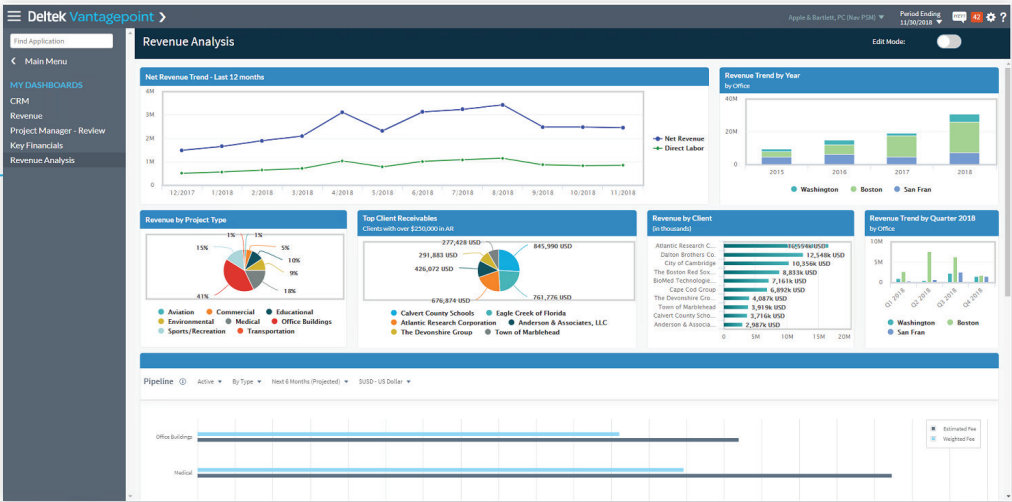
Measure performance by project, client, team and more
- 

Make better, faster decisions with all the info you need in a single view
- 

Make adjustments based on real data to increase profitability and efficiency
- 

Identify gaps and opportunities for growth to strategically grow your business

Get a complete view of your business with interactive dashboards >





Deltek Vantagepoint: Built for the way architecture and engineering firms work. Better software means better projects.

www.deltek.com/vantagepoint

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. **www.deltek.com**

US & Canada 800.456.2009 **UK** +44 (0) 20 7518 5010 **EMEA** + 45 70 20 33 18 **APAC/AUNZ** +61 2 9911 7740

© Deltek, Inc. • All Rights Reserved • All referenced trademarks are the property of their respective owners. Pricing subject to change without notice. REV-010319_10842