

# Deltek Vision<sup>®</sup> Financial Management

## A Fully-Featured Accounting and Billing System that Revolves Around Projects

### DELTEK VISION FINANCIAL MANAGEMENT:

- Manage project profitability
- Flexible work breakdown structure
- Boost accounting staff productivity
- Capture every billable dollar
- Rely on a superior audit trail
- Closely monitor individual business units
- Technology ahead of the curve

Developed specifically for project-focused firms, giving you unprecedented insight into company-wide performance.

- Accounts payable
- General ledger
- Revenue recognition
- Time and Expense management
- Billing
- Interactive project and general ledger reporting
- Accounts receivable
- Project and corporate budgeting
- Overhead allocation
- Payroll , or links to popular payroll services
- Purchasing, with Inventory
- Multi-Currency

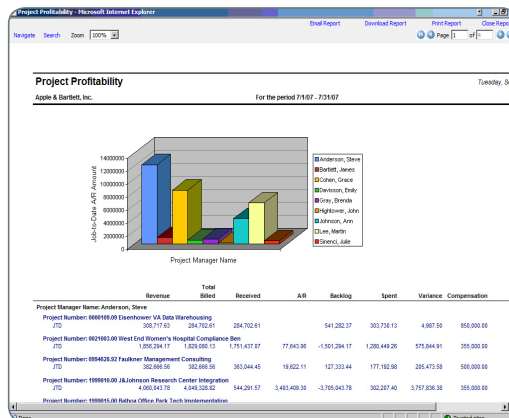
### MANAGE PROJECT PROFITABILITY

Vision automates and integrates all aspects of financial and project control to provide project managers, business managers, principals and accounting staff with immediate access to the management information they need to make decisions.

Using up-to-the-minute information, managers can compare budgeted to actual costs and make adjustments as necessary to maintain or increase project profitability.

### FLEXIBLE WORK BREAKDOWN STRUCTURE

Vision uses a flexible work breakdown structure (WBS) to help you manage even the most complex projects—allowing up to three levels of project structures with user-defined labels to meet individual needs. Levels can be defined globally and at the project level.



**Figure 1:** The Office Earnings report gives financial and project managers a high-level summary of financial activity including current, year-to-date and job-to-date totals. Use it to determine what project managers are making or losing money, what type of work is most profitable, view profitability of department and more.

## Contact



The Fitzgerald Group, Inc.  
(781) 232-1212  
2 Commercial Street  
Sharon, MA 02067

info@thefitzgroup.com  
www.thefitzgroup.com

The Fitzgerald Group is a  
Deltek Partner.

The Fitzgerald Group has the knowledge and experience to help you attain greater levels of profitability and success by maximizing the benefits of your Deltek Vision system. Just as importantly, we specialize in helping professional service organizations identify process improvements that positively impact both project and firm profitability. Our experienced consultants are not technicians, but rather professionals from a wide range of backgrounds, who know how to think creatively and understand how your business works.

### BOOST ACCOUNTING STAFF PRODUCTIVITY

Intuitive data entry makes it easy to enter transactions, while built-in checks ensure employees use valid project numbers, account numbers and other codes. And because Vision is fully integrated with the Vision product suite, redundant data entry is minimized. For example, a single labor charge entry will update your Accounting, Payroll, Billing and Resource Planning modules.

### IMPROVE CASH FLOW

Vision will improve cash flow by capturing all billable time and expense, preparing accurate invoices that meet project contractual requirements and facilitating the tracking and timely collection of receivables. Designed to support complex billing requirements that vary from client-to-client and project-to-project, the system automatically captures every billable labor and expense transaction, applies rate tables and employee overrides, calculates fees and generates draft and financial invoices in a variety of templates. And draft invoices can be emailed to project managers for review.

### RELY ON A SUPERIOR AUDIT TRAIL

Vision provides a comprehensive audit trail, allowing project costs to be tracked from the opportunity stage through project completion. Interactive general ledger reporting lets you drill-down on any account balance to reveal underlying transaction detail.

Project	Phase	Labor Code	Rate	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon	Tue	Wed	Thu	Fri
000001.00	General Overhead	000	A	5.0											
000002.00	ABC Integration	000	P	1.5	3.0	3.0									
000003.00	Search Library & Data View	D	7.5	1.5	1.5	6.0									
000004.00	Private File CD Consulting	C	8.0			8.0									
000005.00	Structural Steel and Cast	P	4.0							2.0					
000006.00	Software System Upgrade	C	3.0							3.0					
000007.00	Marketing	000	A												
000008.00	Ballou Office Park Test P	P										8.0			
000009.00	City Park Crosswalk Paved	P												1.0	
000010.00	Space Management Project C&H	M	8.0	1.0											
000011.00	Pre-Run Server Migration	C	3.0								3.0	0.5			
000012.00	Inventory Control System C&H	P	8.0												
000013.00	Upgrade and Integration	P	8.0									0.5			
000014.00	SharePoint 10 Core Server	P	8.0	2.0										3.0	
000015.00	ABC Integration	000	P	7.0											
000016.00	Network Administration	IT 000	P	8.0											
000017.00	General Administration	100	P	8.0	1.0										
				88.0	4.0										

Figure 3: Vision provides complete detail on project costs to enhance internal control and provide a strong audit trail.

### CLOSELY MONITOR INDIVIDUAL BUSINESS UNITS

Need to track the performance of separate companies, offices, divisions, disciplines or other profit centers? With Vision, users can maintain separate budgets, balance sheets, financial statements and general ledger reports for individual business units—right down to the transactional level.

### TECHNOLOGY AHEAD OF THE CURVE

Universal access and zero-client install ensure that any user with Internet Explorer can access the system from anywhere at anytime. Other than a web browser, no plug-ins or applets are needed. Vision supports hundreds of concurrent users, yet can be readily scaled down to meet the requirements and resources of smaller organizations.

Professional Personnel	Hours	Rate	Amount
Anderson, Steve	16.00	110.00	1,760.00
Apple, William	45.00	140.00	6,300.00
Fleming, Adam	60.00	80.00	4,800.00
Raefinger, Hannah	72.00	75.00	5,400.00
Washington, George	10.50	90.00	945.00
<b>Totals</b>	<b>199.50</b>		<b>18,857.50</b>

Figure 2: Vision Billing helps you prepare timely and accurate invoices so you can get paid more quickly

Invoice	Date	Balance	Current	30-60	60-90	90-120	Over 120
010707 0000100	10/07/07	34,736.74					
1009	02/07/07	52,214.37					
1305	4/30/07	34,736.74					
1400	6/15/07	16,891.66					
<b>Total for 08/30/2007</b>		<b>168,911.66</b>					
<b>Final Totals (Interest Included)</b>		<b>168,911.66</b>					
<b>Overhead</b>							
<b>Interest Totals</b>							
<b>Final Totals (incl of Interest)</b>		<b>168,911.66</b>					

Figure 4: Vision's Aging reports and Aging Alerts keep you on top of outstanding invoices so you can improve cash flow