

DELTEK VISION[®]

Evaluation Guide for the Advantage Customer

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Overview

The following guide is designed to provide guidance to Deltek Advantage customers that are considering the move to Deltek Vision. It provides an overview of important Deltek Vision features relative to Advantage so that your firm can understand how this advanced product will help drive your business to even greater success.

Think of Deltek Vision as the next major iteration of Advantage, with technology and features that will better support the way you do business. Vision culminates Deltek's nearly 25 years of experience serving over 12,000 project-focused firms just like yours.

From its web-based architecture, to its integration of critical business processes into one database, to its comprehensive suite of features, Vision goes beyond Advantage in many important ways. Vision has also been enhanced with several important features from Advantage that were not previously available in Vision, making Vision even more responsive to your needs.

And in many ways Vision works a lot like Advantage because the Advantage feature-set was used as the starting point for Vision features. For the many Advantage customers that have already switched to Vision, the learning curve was very small.

We are pleased that you are evaluating the potential move to Vision and hope you find this guide helpful in illustrating its major benefits relative to Advantage. Deltek is committed to your success and providing software alternatives that better meet your business needs is fundamental to that commitment.

If your needs are best served by Deltek Advantage, you have the assurance of knowing you will receive support for many years to come. If they are best served by Vision, you have an excellent migration path to an excellent product, whenever the time is right for your firm.

To learn more about the cost effective data migration, implementation services and license fees that will streamline your move from Advantage to Vision, please contact your Deltek Account Manager.

The Feature Benefits of Deltek Vision

Many Advantage customers have already made the move to Vision and many more are in the process. The attributes of Vision that these customers have found most important are provided in the following section.

For the accounting staff, Vision provides an excellent suite of features comparable to Advantage, plus new features like:

- Multi-currency
- Substantially improved multicompany with inter-company billing and consolidated reporting
- Workflows to automate and standardize processes
- New revenue recognition options and improved handling for calculating revenue by category
- Improved audit trail
- New features offered by Interactive Billing
- A much better reporting engine
- Extensive report drill down

For the IT staff, Vision:

- Is much easier to maintain (don't have to install updates each workstation)
- Combines critical processes into one database
- Includes a much better security model
- Represents the best of new technology to support the company's growth initiatives
- With VisionXtend, supports the transfer of information of between Vision and other legacy systems
- A much better reporting engine

But the most substantial positive benefits for moving to Vision are for the Executive, Project and Marketing Managers. Vision does a significantly better job of serving their needs:

- Vision's web-based technology allows access from anywhere, anytime
- It integrates—into one database—financial management, project management, resource management, and marketing automation
- Personalized dashboards to assemble information critical to the success of the company and its projects
- Managers can get to information on their own, without having to go through accounting every time they need a report or a metric
- Vision reporting is much easier to use and substantially more feature-rich, including charting and graphing

- Significantly more report Drill Down
- More “Out of the Box” Management reports including the Key Financial Metrics, Opportunity Top-Bottom Performers, Project Top-Bottom Performers
- The Project Planning module offers a suite of new features that improve resource utilization and project performance
- Visualization replaces reams of paper reports and makes it easy to identify project and customer related issues
- The Mobile Applications Suite provides another alternative for recording time and expense data and for retrieving contact, opportunity and activity data
- It provides the option of a full-featured marketing system including contact management, opportunity and pursuit management, activity management, proposal automation (including the SF 330), and marketing metric/reports
- Integration with the Microsoft Office suite, including the ability to store Outlook email in the Project file
- Greater flexibility in defining an unlimited number of user defined fields within the maintenance areas including Project and Employee

In the remainder of this document, these and other Vision attributes are discussed in more detail to help Advantage customers better understand the many benefits of making the move to Vision.

Available Modules

Deltek Vision provides all of the core modules of Advantage plus new modules in other important areas.

Modules offered by both products:

- Financial management and project accounting
- Time and expense management
- Billing
- Payroll

Modules available only in Vision

- Customer Relationship Management (CRM), including MS Outlook Integration
- Proposals
- Resource planning
- Document management
- Multi-currency
- Visualization
- Purchasing, including inventory
- Mobile Applications (for access to time, expense and CRM from handheld devices)
- Integration with Microsoft Office suite, including Outlook synchronization
- VisionXtend for sharing information with other systems

Technology

Advantage is built on much older Access platform that can not support an advanced feature-set like that included in Vision.

Vision is also built on a platform of the most advanced, fully supported contemporary technology using Microsoft.NET. It provides high levels of scalability, stability, and flexibility in deploying web-based applications.

Vision was built with usability as a top priority. It provides a very rich, intuitive user interface, unlike many browser-based systems. And if you don't want anywhere, anytime access, it can be run in a local area network environment without web access.

With Advantage, system components reside on both the central servers and individual users' workstations. Users must have access to their own workstation to use Advantage, and their workstation must be updated regularly with new versions of Advantage software.

Vision employs 100% browser-based technology, which makes it possible to access information from anywhere, anytime with any computer that has Internet access. Today's managers demand this level of access and Vision fills the void.

Other than a Web browser, the computer accessing Vision does not need any special software—no ActiveX® controls, plug-ins, applets or proprietary controls. It does not require any setup on individual workstations—just install or update Vision software on your servers and it is automatically available to all users. What a huge time saver!

The Deltek VisionXtend™ platform also gives users the power to extend Vision's reach with features that include:

- The ability to build workflows and automatic alerts
- Seamless integration with other legacy applications and Web services
- An open Application Programming Interface (API)
- The option to enter and access Vision data on a laptop or other mobile device while disconnected from the Internet
- Synchronization with Microsoft Outlook® or Lotus® Notes®

Dashboard

One unique and very popular feature of Vision—with no counterpart in Advantage—is the Dashboard, which puts personalized content at the fingertips of each of your team members. By combining information drawn from various areas of Vision, as well as external content, such as favorite Web sites or Microsoft Web 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 afford greater visibility into your projects and business. Or, the content can be automatically assigned to them depending on their role in the firm.

For senior managers, Vision Performance Management offers a series of dynamic Dashboard components that provide immediate access to the key metrics your firm managers need to make informed and timely decisions. From core financial data — such as year-to-date revenue, expense, and profit — to employee utilization that can be sliced by division or by other parameters, these dashparts give senior managers the information they need to make decisions that align with strategic corporate goals.

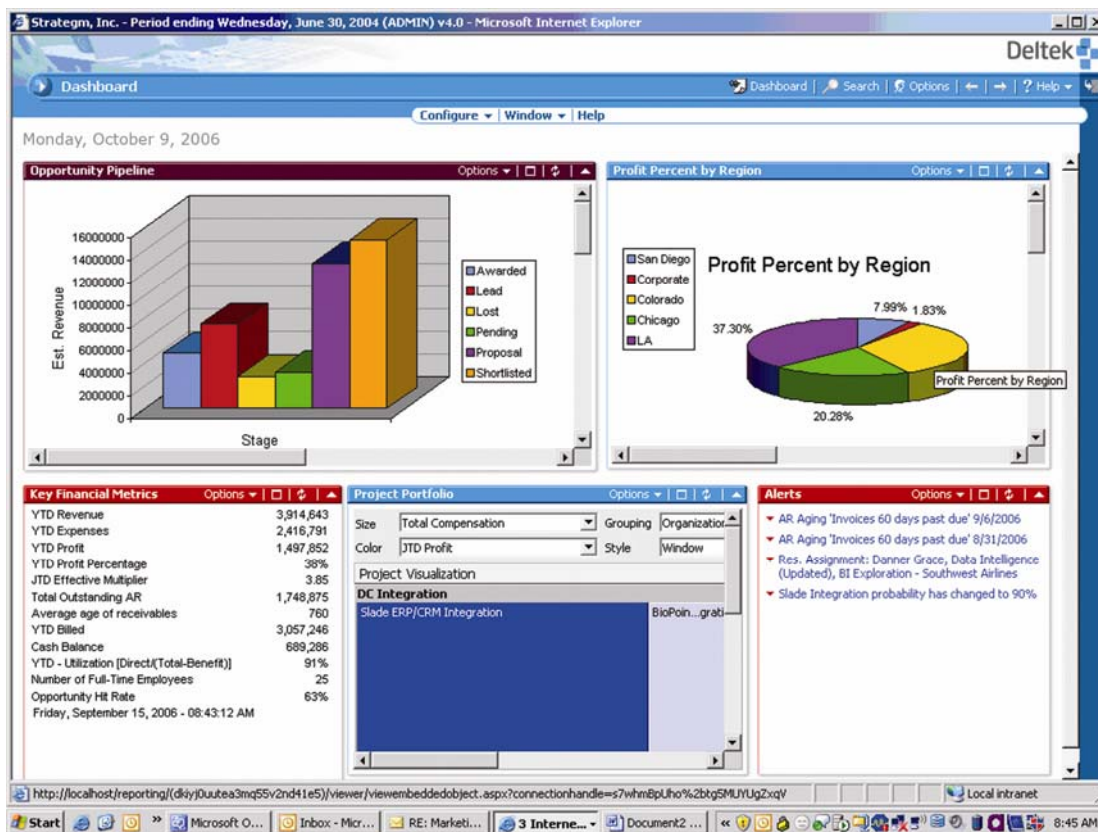


Figure 1: Vision Dashboards give users a personalized gateway to the information and processes they rely on most

User-Configurable Reports

Vision's interactive reporting model creates considerable excitement among Advantage customers. It is much easier to use than the MS Access-based report writer of Advantage. It provides end users with an intuitive environment for customizing, previewing, printing, and e-mailing reports. Many of the standard reports in Vision are available only as custom reports in Advantage. And almost every report provides the option to drill down to summary level detail, a feature Advantage customers have wanted for a long time.

Vision tightly integrates the Actuate® reporting toolset into its user interface and provides users with a variety of report formatting options, including:

- Filtering
- Grouping
- Column selection
- Font control
- Field formatting
- Graphs and charts
- Ability to add calculated fields
- Ability to save to Excel® and RTF formats
- Ability to e-mail reports in multiple formats
- Ability for any field added to the Vision database to be included automatically in column selection, filtering, and grouping options
- Drill-down capability

Visualization

Advantage and Vision both provide an abundance of standard project reports. However, quickly identifying problems that require management attention can be a daunting task that grows in complexity along with the growth in your project portfolio.

Vision offers an innovative feature to resolve this problem that is not found in Advantage, or any other project control system. We call it Visualization. This innovative add-on module has proven to be very popular among Vision customers.

Visualization aggregates information from across many reports into a one page view with different-sized shapes and colors that give managers laser focus on issues of the greatest importance. For example, if you want to understand which parts of your project portfolio are the most profitable, your Visualization view will display a variety of shapes, each representing a project. The size of the shape would depict contract value and the color of the shape represents the profit condition for each project, with highly profitable jobs in blue and jobs with a loss in red. You could display the view by all projects, by division, by project manager, or by customer type. Visualization will save your managers a tremendous amount of time and let them zero in on the issues of greatest importance!

Vision provides several standard Visualization views—including project profitability, project unbilled, project accounts receivable, estimate to completion compared to budget to completion, and opportunities—and the ability for you to define our own views. Furthermore, you can create views across the entire company, divisions, job types, and project managers.

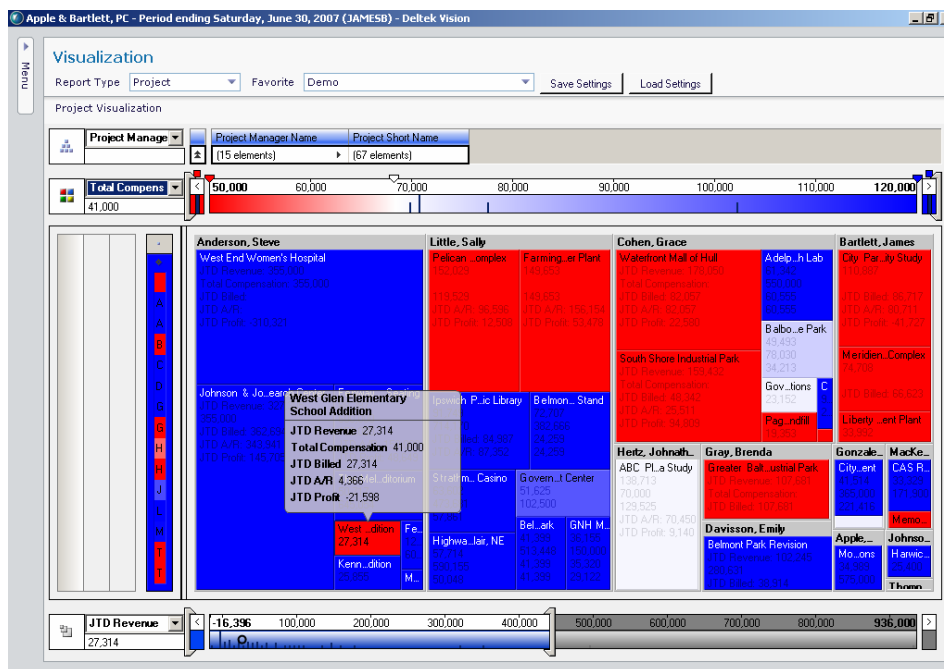


Figure 2: Using shapes and colors in one view, Visualization gives your managers laser focus!

Complete Integration with Marketing Automation System

An aggressive, targeted and consistently executed marketing program is essential to your success. Unfortunately, for many Advantage customers, mission critical marketing data does not reside in one place for easy access by your team from anywhere, anytime. Advantage can not help you automate the marketing process, including proposal development, and measure its performance. Furthermore, for Advantage users, considerable time is spent maintaining accounting and project data in both Advantage and disconnected marketing databases.

With Vision, the CRM and Proposals modules provide a feature-rich framework for building a winning marketing program, including contact management, activity management, opportunity and pursuit management, boilerplate development (including resumes), proposal automation, SF330 automation, and reporting.

And these modules are fully integrated with Project Control and Accounting, sharing a single database of information. Changes made in one area of Vision flow immediately and automatically to other areas. Furthermore, the entire project lifecycle is tracked in one place, from lead, to opportunity, to project — including all associated accounting, labor tracking, and billing functions. When a project ends, information about the project is available to you're your marketing team to use in future proposals and resumes. This saves lots of time and substantially increases data accuracy.

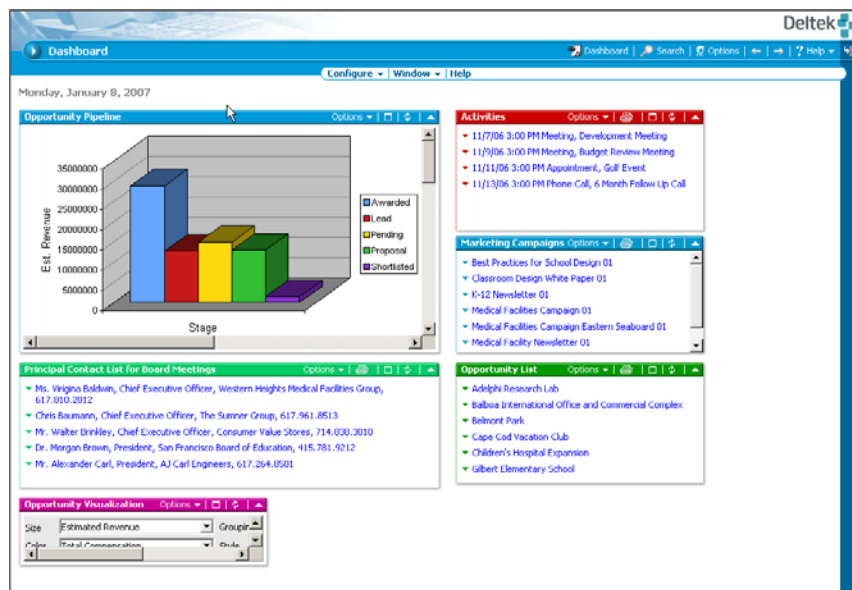


Figure 3: Vision's fully integrated CRM and Proposals let you execute a winning business development program in less time!

Resource Planning

Both Advantage and Vision provide job-to-date information that is useful in understanding where projects are at today relative to budgets, resource utilization and profitability. By understanding the current situation you can react accordingly to try to change an unfavorable situation.

But with Vision Resource Planning, an add-on module to Vision, you can combine past project data with future planning data to proactively manage the outcomes on your projects. It will help identify project overruns before they occur and bring attention to over and under-utilized resources in future weeks, months, or years. The result: improved project performance, which means a stronger bottom line!

Specifically, with Resource Planning you can:

- Build an initial fee estimate, resource assignment, and schedule for a project or proposal. Project personnel can be selected using a skill search of the Vision database.
- Create project and accounting records from the plan once a proposal is accepted
- Update the project plan on a pre-determined frequency
- Forecast the remaining work on a project by updating planned estimate to complete hours (ETC)
- Compare ETC with Budget to Complete (BTC) at any time to identify important variances
- Assign project resources on a job-type (e.g., surveyor) or actual employee basis
- Instantly understand over and under-utilization of resources by project and employee and re-assign to achieve objectives
- Look at Full Time Equivalent demand by Organization and across the entire company, including projects under contract, projects pending and future opportunities with a project plan

Vision Resource Planning has created substantial excitement among Advantage customers that have made the move to Vision. Advantage does not offer a similar module or feature.

Resource Utilization

Save Help

Resource Name	Total Available Hours	Billable Goal Hours	Billable Planned Hours	Billable Goal	Billable Utilization	Planned Start	May 2007 5/1-5/31 Tue-Thu	Jun 2007 6/1-6/30 Fri-Sat	Jul 2007 7/1-7/31 Sun-Tue	He Be 7/31
Felton, Terry	256	166	253	65%	99%	5/1/2007	65 (74%)	67 (80%)	121 (144%)	
Peabody Industrial Group			125			5/1/2007	65		60	
TexTron Network Integration			68			6/18/2007		7	61	
US Highway 12 Reconstruction			60			6/1/2007		60		
Engle, Dave	512	451	609	88%	119%	5/1/2007	153 (87%)	232 (138%)	224 (133%)	
Brown, Jarvis	512	461	520	90%	102%	5/1/2007	160 (91%)	210 (125%)	150 (89%)	
Bridge Reconstruction I-35E M...			200			6/1/2007		50	150	
US Highway 12 Reconstruction			320			5/1/2007	160	160		
US Hwy 12 Reconstruction			320			5/1/2007	160	160		
Preliminary Design			280			5/1/2007	160	120		
Hydraulic Analysis			40			6/1/2007		40		
Reardon, Dagny	512	205	223	40%	44%	5/1/2007	73 (41%)	70 (42%)	80 (48%)	
Mitchell, Bobbi	512	471	510	92%	100%	5/1/2007	164 (93%)	163 (97%)	183 (109%)	
Davidson, Mark	512	471	500	92%	98%	5/1/2007	222 (126%)	78 (46%)	200 (119%)	
Bush, Randy	512	471	483	92%	94%	5/1/2007	149 (85%)	214 (127%)	120 (71%)	
Bridge Reconstruction I-35E M...			292			5/1/2007	129	143	20	
US Highway 12 Reconstruction			170			5/1/2007	20	50	100	
Westchase Development			21			6/1/2007		21		
Larkin, Jean	512	471	375	92%	73%	5/1/2007	100 (57%)	175 (104%)	100 (60%)	
Cedar Street Utility Work			200			6/1/2007		100	100	
Glaxson Landfill Monitoring			175			5/1/2007	100	75		
Putnam, Pat	512	435	336	85%	66%	5/1/2007	165 (94%)	73 (43%)	98 (58%)	
Glaxson Landfill Monitoring			192			5/1/2007	66	63	63	
Peabody Industrial Group			60			5/1/2007	60			
US Highway 12 Reconstruction			84			5/1/2007	39	10	35	
Redfern, Pete	512	333	224	65%	44%	5/1/2007	129 (73%)	20 (12%)	75 (45%)	
Bridge Reconstruction I-35E M...			149			5/1/2007	129	20		

Figure 4: Resource Planning allows managers to be proactive in managing their projects, which improves project performance.

Mobile Applications Suite

Although Advantage offers very comprehensive time and expense entry modules, their use is limited to access by a personal computer. This may be an inconvenience for personnel that would rather stay connected through their handheld device or that do not have a PC with an internet connection available.

Vision resolves this problem with the Mobile Applications suite, which allows:

- Access to Vision Time and Expense with a handheld device
- Disconnected access to Vision time and expense from a PC or laptop. Data entered can be uploaded to Vision when internet access is available
- Access to Vision CRM data from a handheld device, including contacts, opportunities, and activities



Figure 5: Time, Expense, and CRM access from anywhere, anytime with a handheld device

Integrated Document Management

The Vision Document Management module lets you store, share and collaborate on a set of documents for every project, employee, customer, contact, opportunity or other key Vision record. You can link a single document to just one record, or to multiple records.

Vision Document Management provides:

- Full text document searching capabilities, combined with powerful search options found within Vision
- Web-based access to all documents
- Ability to link documents to specific records
- Ability to organize documents into libraries and folders
- Ability to store photos, graphics and other digital assets
- Check-in/check-out capabilities, so that multiple users do not update a document at the same time
- Document changes that are tracked and assigned different version numbers for auditing and rollback
- Cross-document text searches spanning various formats, including Microsoft® Word, Excel, and Adobe® PDF
- Security settings to control document access and editing
- Ability to share documents with customers, partners, and suppliers by creating outward facing portals

Vision Document Management employs Microsoft Windows® SharePoint Services® (WSS), a leading collaboration platform in use by many professional services firms. Documents are stored in a scalable Microsoft SQL Server™ 2000 or MSDE 2000 database.

Advantage does not offer integrated document management, or any features similar to Vision Document Management.

Screen Designer

Professional services firms share many goals and business practices, but no two firms and no two employees are alike. A key goal in designing Vision was to make it as easy as possible to customize the user interface, so that each user can work in an environment that supports his or their individual security and information requirements. Using the Vision Screen Designer, you can:

- Resize and move all existing fields and labels
- Change existing field labels or add new ones to the screen
- Add custom fields and grids to any existing tab
- Add custom columns to existing grids
- Add new tabs to any screen
- Hide or lock fields, or make them required, based on user role
- Add custom help buttons with text, as well as field tool tips

With Advantage, you can track additional information for particular record types (for example, projects or employees), but that capability is far short of the flexibility offered by the Vision Screen Designer.

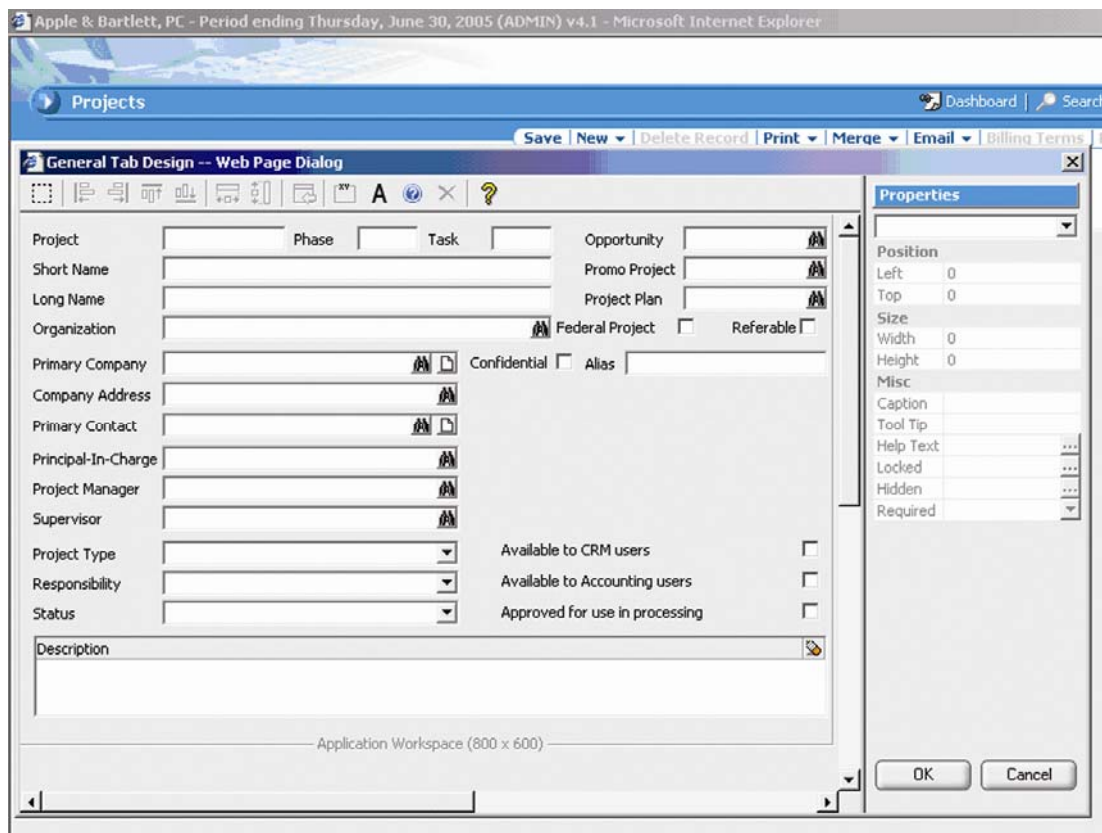


Figure 6: Open a screen in “design mode” and customize it to meet your firm’s business practices

Workflow Engine

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 exists for someone to drop the ball or make a costly mistake. The Vision Workflow engine keeps processes on track, automates time-consuming manual tasks, and keeps players informed and involved. The payoff: lower operational costs, greater agility, and quicker response to customer needs.

The Workflow engine works with all of the Info Centers. For example, you can set up a project initiation workflow that fires whenever you change the status of an opportunity from Pending to Awarded. The workflow creates a new project record in Vision, sends e-mail alerts to all key team members to let them know that the contract has been awarded, and automatically schedules a kickoff meeting for the project team.

Or, you can set up a scheduled work flow that creates a sweep of the database on a predetermined schedule. In this way, for example, management can be alerted whenever a project budget is exceeded or an effective multiplier drops below a certain threshold.

Workflows are not available in Advantage.

More Flexible and Advanced Lookups

Vision lookups offer a greater variety of search options and more advanced search capabilities than those found in Advantage. Vision users can perform detailed queries based on any of the fields in the Info Centers, whereas most lookups in Advantage are limited to number and name fields. In Vision, numerous query operators provide almost unlimited searching options.

Audit Trail Reporting

Most firms share the same concerns when they move to an integrated information system. How can we give employees the power to use and maintain data while ensuring that the data isn't compromised? How can we encourage employees to access and update key information on people, projects and customers and still be certain that standards are maintained?

Vision Audit Trail Reporting lets you see — down to the field level — who is making changes to the Vision database and what these changes are. When a field is updated, Vision documents the user who modified the field, the time of the update, and the new and previous values for the field that was updated. You can run Audit Trail Reports by date range, user name, and type of operation (add, update, delete, or all) or you can click on any field to see the most recent changes to that field.

Advantage provides audit trail reporting at the record level, where you can track the record's creator, creation date, who last revised the record, and what date it was revised. However, Advantage is limited in that it does not track this information at the field level or let you see the old and new values for a field.

Employee Audit Detail Report			
Apple & Bartlett, PC		05/01/04 - 07/01/04	<i>Tuesday, June 01, 2004</i>
			<i>10:53:16 AM</i>
Column Name	Old Value	New Value	Operation
Employee Name: Apple, William	Employee: 00001	Mod Date: 6-1-04 10:52:46 AM	Mod User: JAnderson
Table: Employee 00001			
ModDate	2004-04-26 15:15:19.000	2004-06-01 14:52:45.000	UPDATE
Title	Structural Engineer	Principal	UPDATE

Figure 7: Maintain security by reviewing all of the changes made to key records and who made them

Robust Security

Vision security controls access at a much more granular level than Advantage security. Vision provides record level security that can be set using any standard query, as well as the ability to limit reporting and lookup fields by role. For example, Vision will let you define the level of access for Project Managers, and then each new project manager you set up in the system will automatically have access rights for that role.

Vision also automatically applies security features using what is referred to as the 'Is Me' clause, which applies security filters specific to the logged-in user, automatically varying job cost security rights and report field security. For example this security feature can be used for a single project manager role where any user that is associated with this role could see only the projects for which they are the manager.

All of these advanced Vision security features save time and help prevent unwanted data access.

Support for Multiple Companies

While Advantage supports some multicompany processing through profit center reporting, Vision's multicompany features support the most complex multicompany accounting operation. It balances the need for company-specific financial controls and processing operations with the need for easy enterprise-wide financial consolidation. Features include:

- The ability to track an unlimited number of separate companies within a single database
- The ability to set up projects so that different segments are "owned" by different companies
- Business rules established at both the enterprise and company levels, allowing for consistent and meaningful enterprise-wide reporting, as well as flexibility at the company level
- Role-based security between and within companies
- The ability to operate Vision in one company's environment, or "context," then switch to another company's environment, without logging off and on
- Intercompany cross-charges for labor and expense associated with shared work efforts, with automatic posting of intercompany payables and receivables
- Consolidated reporting, merging the financial data of any combination of companies you wish, with automatic intercompany elimination entries
- Consolidated reporting rules that can be configured to comply with Generally Accepted Accounting Principles (GAAP), International Accounting Standards (IAS), or another prevailing accounting standard

Revenue Recognition

The powerful revenue recognition system for Advantage can be found in Vision, including the user-defined revenue methods. However, Vision also allows revenue recognition to be defined by category (labor, consultant, expense), which allows multiple unbilled revenue and unbilled asset accounts for more effective financial reporting. And the capabilities of revenue recognition in Vision are greatly expanded when used in concert with the Resource Planning module.

Support for Multiple Currencies

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, project control, project planning, resource management, and CRM needs of any enterprise that uses multiple currencies — from a complex global enterprise that transacts business daily in numerous currencies, to a single company that occasionally does business in foreign currencies. Core features include:

- The ability to process transactions in any currency, including:
 - Record vendor invoices
 - Generate customer invoices
 - Process payments and receipts
 - Process employee expense reports containing expense items in different currencies
- The option to manage a project in one currency and bill for the project in a different currency
- Integration with the Vision Multicompany feature, which supports the management of multiple legal entities in a single Vision database. Each entity can have its own functional currency
- Flexible multicurrency reporting features, including:
 - The ability to generate reports in any currency
 - Currency revaluation, to restate foreign currency balances as exchange rates fluctuate
 - Consolidated financial reporting for multiple companies using multiple currencies
 - The option to generate consolidated financial statements using the accounting standards specific to your country, including Generally Accepted Accounting Principles (GAAP) and International Accounting Standards (IAS)

Advantage does not offer any multi-currency features.

Project, Organization, and Labor Code Structures

While both Advantage and Vision support multi-level WBS, organizational, and labor code structures, each of these elements has been expanded in Vision. The following chart provides a side-by-side comparison of the structures found in each application.

	Vision	Advantage
Profit Centers/Organization Structure	Supports up to 5 levels of organization structure with a user-defined delimiter to separate levels. For example: C1-NE-AR-01-DS	Supports up to 4 levels of profit centers with each level having a 2-character indicator. For example: NE:AR:01:DS
Projects	Supports up to 30 characters, including up to 2 delimiters. For example: 21005.AR00.001	Supports up to 12 characters, including up to 2 delimiters. For example: 2100-5AR00.001
Phases (WBS 2)	Supports up to 7 characters, including 1 delimiter.	Supports up to 5 characters and is referred to as a task.
Tasks (WBS 3)	Supports up to 7 characters, including 1 delimiter.	Does not support a third level of work breakdown structure.
Labor Codes	Supports up to 20 characters and up to 5 levels of labor code. Labor code levels example: Phase/Department/Staff/Activity	Supports up to 5 characters and up to 5 levels of labor code. Labor code levels example: Phase/Department/Staff

About Deltek

Deltek is a global leader dedicated to delivering software that integrates all critical business processes for the project-focused firm. More than 12,000 customers worldwide rely on Deltek to streamline operations, improve performance, and win more business.

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