

Deltek[®]

Vantagepoint

Powering Project Success for Consulting Firms





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

Deltek Vantagepoint

Designed from the ground up by consultants for consultants. Deltek Vantagepoint is built on 30 years of project expertise, so you can navigate today's modern workplace and improve client satisfaction.

Gain up-to-the-minute insights about project progress, resource allocation, and financial performance with a single solution that places your projects and people at its heart. Designed to be used anywhere, anytime and built with consulting industry specific features and an intuitive interface that gives you complete visibility from pursuit to close out. Deltek Vantagepoint is the solution consultants want to use and firms need to use in today's service economy.



Project Command Center

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



Complete View of Your Business

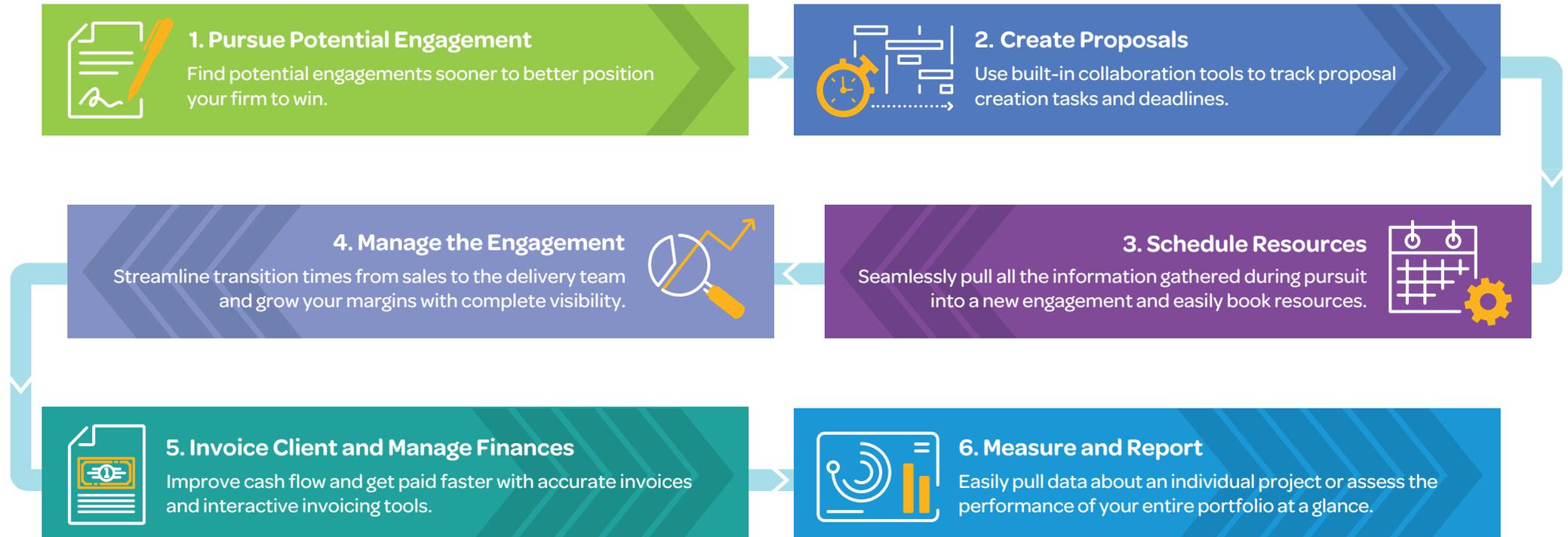
Gain visibility across your organization, from engagement initiation to completion. Get actionable insights to make more informed decisions.



A More Efficient Way to Work

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

Power Engagement Success with Deltek Vantagepoint





1. Pursue Potential Engagement

Gain insight into the status of your bench and backlog, so that you can identify gaps, and increase your win rates. Then, manage your engagements from pursuit to closeout in one place.

With a few clicks, you'll have everything you need to qualify and pursue a potential engagement before the competition has a chance to start a conversation.



Stay in touch with clients and nurture relationships to position your company to win the next big engagement



Be confident you have enough pipeline to meet your revenue goals



View target revenue by account, revenue, forecasts, and portfolio health, anytime, anywhere



Gain insight into staffing and resourcing needs by engagement

The screenshot shows the Deltek Vantagepoint interface for a contact named Brian Thompson. The interface includes a navigation menu with options like Overview, Activities, Marketing Efforts, Associations, Our Team, and Files & Links. The main content area displays a table of activities with columns for Date, Subject, Attendees, and Associations. A chatbot overlay on the right side of the screen provides a conversational interface for creating and managing contacts.

DATE	SUBJECT	ATTENDEES	ASSOCIATIONS
11/02/2018	call Brian on Friday	Brian Thompson, Danika Mullenberger	
11/02-10/30/2018	Email Brian meeting details	Brian Thompson, Danika Mullenberger	

Chatbot messages:

- Welcome to the Deltek Personal Assistant. Ask me something!
- Add Contact named Brian Thompson.
- Creating a Contact with the name Brian Thompson.
- Remind me to call Brian on Friday.
- Creating a phone call activity for you.
- Remind me to email Brian the meeting details on Friday.
- Enter a command and press enter!

< Quickly create a contact by saying 'Hey, Deltek!' or typing in a request

2. Create Proposals

By drawing on historical client information and engagement details, you can create sophisticated and informed proposals that help you win more engagements. With resource availability at your fingertips, you can create multiple scenarios to find the most profitable mix of resources to meet client demands. And with Deltek Vantagepoint's intuitive templates, you'll be able to seamlessly build compelling proposals with ease.



With historical data at your fingertips, create winning quotes and proposals

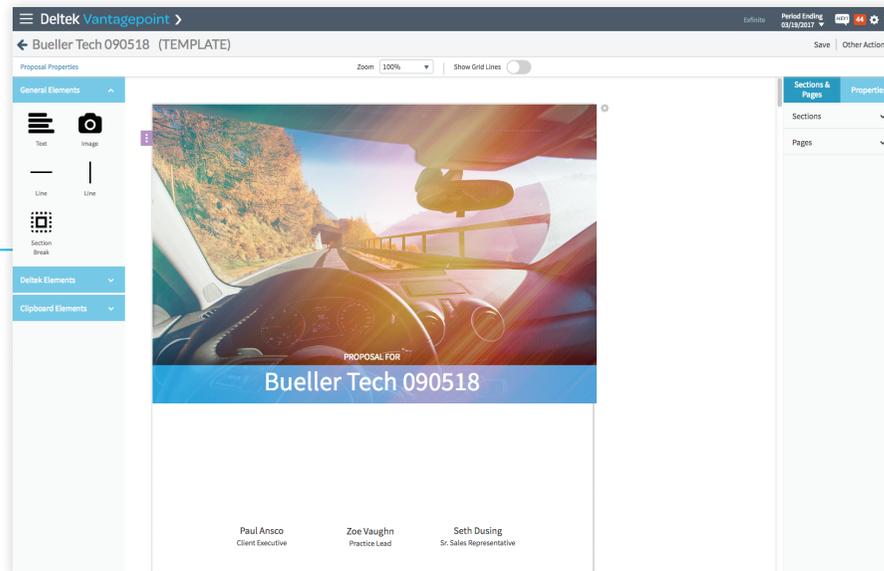


Easily identify over or under-utilized resources and balance the workload



Develop cost scenarios to find the most profitable solution for your engagements

Create amazing proposals with the intuitive, interactive proposal builder >



Deltek enables consulting firms to use information from current projects to help create proposals for future work.



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

3. Schedule Resources

Getting the right people scheduled for each project from the start can make it easier to enable success. So, select the right resources with the right skills and capacity for each project and adjust to delight your clients by delivering on time and on budget.



Prepare for new engagements sooner with visibility into future pursuits



Identify gaps in resource schedules to accelerate hiring and onboarding



Manage engagements from pursuit through closeout in one engagement hub, eliminating disconnected information and improving collaboration and efficiency



Collaborate and share information through conversations, tasks, document sharing and calendar items

Deltek Vantagepoint > Exhibit Period Ending 03/15/2017 40 ?

Plan Active Find engagement 34 of 69 + New Engagement

Livingston Market Analysis
17262.00
Plan last modified 10/08/2018 1:04 AM by ADMIN Plan is checked out to me. Check Out Save Baseline Publish Other Actions

Scale: Entire Engagement in weeks Show: Billing

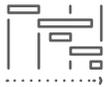
CONTRACT	LABOR	EXPENSES	SUBCONTRACTORS	PLANNED HOURS	2018											
					10/08-10/14	10/15-10/21	10/22-10/28	10/29-11/04	11/05-11/11	11/12-11/18	11/19-11/25	11/26-12/02	12/03-12/09	12/10-12/16		
Livingston Market Analysis				926	80	80	80	80	120	120	120	120	30			
Research and Design				320	80	80	80	80								
Danika Mullenberger				160	40	40	40	40								
Sally Kross				160	40	40	40	40								
Market Testing				480					120	120	120	120				
Danika Mullenberger				176					44	44	44	44				
Ryan Lee				128					32	32	32	32				
Sally Kross				176					44	44	44	44				
Results and Recommendation				126									30			
Sally Kross				126									30			

Engagement Number: 17382.00
Status: Active
Engagement Type: Team
Responsibility: Sole
Engagement Summary
Stage: Won
Capacity Calculation: Included in Scheduled and Utilization
Plan Start - End: 10/08/2018 - 12/31/2018

< Search by skills or availability to easily assign resources to a project

4. Manage the Engagement

Set your teams up for success with solid project plans. Alerts and notifications will help your teams stay on track, while collaboration tools ensure that stakeholders have access to the data they need to make proactive decisions anywhere, anytime.



Easily build a profitable engagement plan, including budgets and scheduling



Make it easy for consultants to capture accurate information quickly with simple time sheets

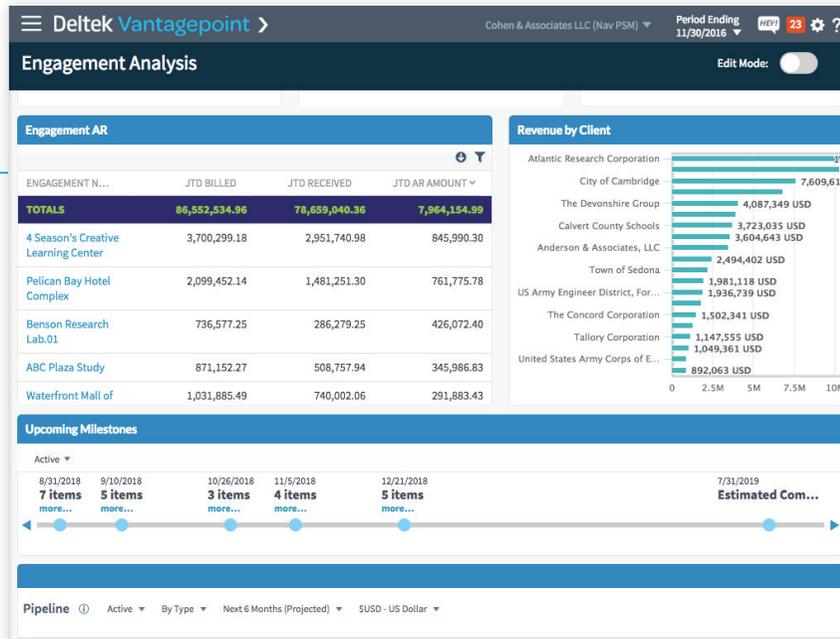


Collaborate by bringing internal and external teams together to deliver great engagements



Provide updates using any device, so you can make real-time decisions about your engagements

See everything you need to know about your engagements in one screen >



5. Invoice Clients and Manage Financials

Your firm needs to get paid for the work you deliver, so give your consultants a tool they will want to use to capture time and expenses. Then empower project managers to quickly edit invoices electronically and monitor payment status to expedite invoicing and most importantly, improve cash flow.



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



Utilize dashboards and alerts to keep the data you need most at your fingertips



Gain company-wide visibility by monitoring key performance indicators, such as, utilization, project margins, average hourly rates, and more



Monitor payment status to ensure positive cash flow with precision and control

The screenshot shows the Deltek Vantagepoint software interface. The main window is titled 'Interactive Billing' and displays an 'Invoice Accept' dialog box. The dialog box is for an invoice dated 10/10/2018 for the engagement 'Livingston Market Analysis'. It shows a table of engagement details with columns for Phase, Account, Invoice Section, and Amount. The total amount is \$82,830.00. The background shows a dashboard with various navigation options and a table of client data.

PHASE	ACCOUNT	INVOICE SECTION	AMOUNT
001	401.00	Fee	35,000.00
001	401.00	Labor	47,830.00
001	421.00	Subcontractor	0.00
001	422.00	Expense	0.00
001	422.00	Unit	0.00
001	401.00	Add-on	0.00
001		Interest	0.00
002	401.00	Fee	0.00
002	401.00	Labor	0.00
			82,830.00

Client: Edge Communications

NAME	HOURS	RATE
Mullenberger, C	8.00	185.0000
Kross, Sally	8.00	175.0000
Mullenberger, C	8.00	185.0000
Kross, Sally	8.00	175.0000
Mullenberger, C	8.00	185.0000
Kross, Sally	8.00	175.0000
Mullenberger, C	8.00	185.0000
Kross, Sally	8.00	175.0000
Mullenberger, C	8.00	185.0000
Kross, Sally	8.00	175.0000
Mullenberger, C	8.00	185.0000
Kross, Sally	6.00	175.0000

274.00

< View invoice details within the engagement

6. Measure and Report

Spend less time running historical reports. Instead, monitor the health of your business in real-time with a single source of truth. With complete visibility into every aspect of your business, you can make better, faster, more informed decisions.



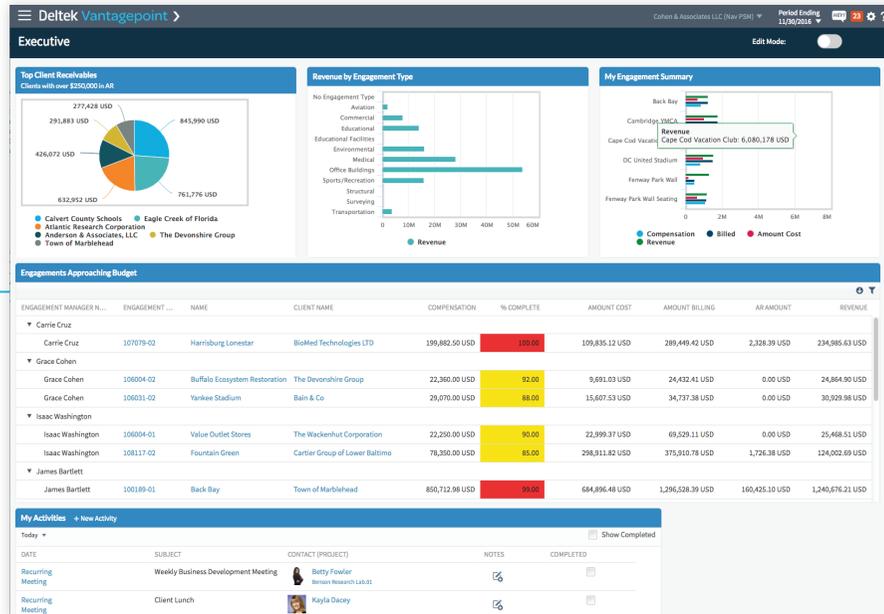
Easily identify the clients that are more (and less) profitable



Measure client engagement performance by team, engagement, client or firm-wide



Spend less time running reports and more time making the right decisions for your business



Actionable insight for every aspect of your business in one place >



Deltek®

Deltek Vantagepoint: Built for the way consulting 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

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