

# Vantagepoint/Vision Virtual User Group

February 15, 2023

PRESENTED BY:

Stambaugh Ness

# Meet Your Presenter(s)



**Susan Patrick**

Director, Client Solutions




**Kevin DeWitt**

Principal Consultant,  
Deltak Vision/Vantagepoint



# Agenda

SN Upcoming Events & Updates 

**Our Main Event:  
Preparing Financial  
Statements: A Better  
Way for Your Firm**

Reminder to Fill out Survey!

**SURVEY**

# Upcoming UG Meetings

## Virtual

**When:** March 15, 2023

**Time:** 2:00 – 3:00PM

**Where:** At Your Desk

**Topic:** TBD – Please fill out the survey to get your voice heard!



## Pittsburgh

**When:** April 20, 2023

**Time:** 9:00 – 11:00AM

**Where:** RIG Consulting, Inc.

## South Central PA

**When:** March 16, 2022

**Time:** 9:30 – 11:30AM

**Where:** RLPS Architects

# Upcoming User Group Meetings:

## Next Virtual UG Meeting:

When: February 15, 2023

Where: At Your Desk

Time: 2:00 – 3:00 PM EST



## Next In-Person UG Meeting(s):

*Pittsburgh, PA Area*

When: January 19, 2023

Where: Desmone Associates

Time: 9 am – 11 am

*South Central, PA Area*

When: TBD

Where: TBD

Time: TBD





# Cybersecurity: a C-Suite Priority

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February 21, 2023

2:00 p.m. - 3:00 p.m. EST

At Your Desk, GoToWebinar

As cybercrime grows in sophistication and complexity, the engagement of executive leadership plays a critical role in cyber risk management. Strong cyber defense is more than just good technology; it's an organizational mindset that starts at the top.

Join SN's technology and cyber experts, Matt Polatsek and Phil Keeney, as they help your executive leadership build a culture that prioritizes cyber awareness and prevention, creating an internal front line of defense through your existing workforce.



# AE Town Hall: Productivity – The Achilles Heel of AE Firms

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February 28, 2023

2:00 p.m. - 3:00 p.m. EST

At Your Desk, GoToWebinar

For decades, AE firms have struggled with productivity gains. A recent SN survey found that project profitability, which can be greatly impacted by productivity improvements, is currently an issue of major concern for firms.

In our next AE Town Hall, SN will discuss top productivity challenges; as well as opportunities for design firms to better manage profits and cash flow while investing in productivity gains.





# Your Job Just Got Easier: Outsourced Accounting for AE Firms

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March 02, 2023

2:00 p.m. - 2:30 p.m. EST

At Your Desk, GoToWebinar

Let's cut right to the chase. Our passion is helping AE firms who have their eyes on the prize, firms who dream big and have goals they want to meet, and firms who have challenges they want to fix. Running a successful firm requires accounting and technology skills that not every business has on staff or can afford to hire.

At SN, we bridge those gaps, and support and elevate these critical areas of your business with professionals who have specific high-level AE industry, accounting, and Deltek expertise.

Join our "no strings attached" webinar for an opportunity to find out more about the benefits of engaging with our outsourced accounting team.



# Polling Question

Where do you produce your financial statements?

- Deltek  
Vision/Vantagepoint
- Excel
- Deltek & Excel
- Other
- IDK



# Polling Question

Do you currently use Account Group Tables and Names?

- Yes
- No
- Not sure what they are
- IDK



# Financial Reports: Understanding Account Group Names & Tables

- The What's, Where's, Why's, and HOW
  - What are they?
  - Where do you set them up?
  - Why use them?

Last but not least the HOW!



- What are they?
  - Account Group Names - Labels used for organizing or grouping/subtotaling accounts on Financial Statements
  - Account Group Tables – Tables that are setup to associate accounts with account group names
  
- Where do you set them up?
  - VantagePoint - Settings > General Ledger
  - Vision – Info Center > Accounts
    - Account Group Names
    - Account Group Tables
  
- Why use them?
  - Allows you to “customize” the look of financial statements by grouping and/or summarizing accounts
  - Can be used to create financials with varying levels of detail for: accounting, owners, bank, etc.

## Sample Account Group Names (Detail)

### VantagePoint

DETAIL ACCOUNT GROUP      SUMMARY ACCOUNT

Detail Account Group	
ACCOUNT GROUP NAME	GROUP TYPE
Accounts Payable	Liability
Accounts Receivable	Asset
Accrued Payroll Liabilities	Liability
Administrative Labor	Indirect
Advertising	Indirect
Automobile Expense	Indirect
Automobile Insurance	Indirect
Bad Debts	Indirect
Cash	Asset

### Vision

Account Group Name	Group Type
Cash Accounts Only	Asset
Current Assets	Asset
Fixed Assets	Asset
Prepaid Expense	Asset
Receivables	Asset
Unbilled Services	Asset
Accounts Payable	Liability
Deposits	Liability
Payables - Long Term	Liability
Payables - Short Term	Liability
Salaries and Deductions	Liability
Net Worth	Net Worth

## Sample Account Group Names (Summary)

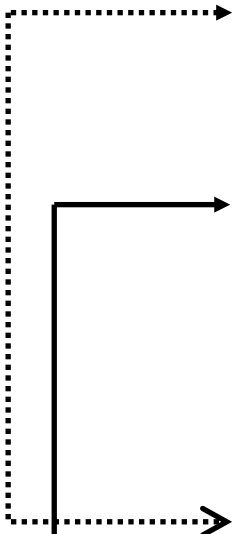
DETAIL ACCOUNT GROUP      SUMMARY ACCOUNT GROUP

Summary Account Group	
ACCOUNT GROUP NAME	GROUP TYPE
Asset	Asset
Bonuses	Indirect
Cash & Short Term Inv.	Asset
Cost of Revenue	Revenue
Current Assets	Asset
Current Liabilities	Liability
Depreciation	Indirect

Account Group Name	Group Type
Current Assets	Asset
Fixed Assets	Asset
Other Assets	Asset
Long Term Liabilities	Liability
Short Term Liabilities	Liability
Equity	Net Worth

## Sample Account Group Table (Detail)

Detail Account Groups				
Test Setup				
SORT ORD...	ACCOUNT GROUP NAME*	EXCLUDE FROM REPORT TOTAL	SHOW ACCOUNT DETAIL*	GROUP TOTAL*
10	Invoiced Revenue (SAMPLE)	<input type="checkbox"/>	Report	Report
11	Work in Progress (SAMPLE)	<input type="checkbox"/>	Report	Report
12	Intercompany Revenue (SAMPLE)	<input type="checkbox"/>	Report	Report
13	Other Revenue (SAMPLE)	<input type="checkbox"/>	Report	Report
+ Add Detail Account Group				
Account in Invoiced Revenue (SAMPLE)				
START ACCOUNT		END ACCOUNT		
400.00 - Billed Fee Revenue		401.00 - Billed Labor Revenue		
403.00 - Shift Differential Revenue		422.00 - Reimb Expense Revenue		
498.00 - Billed Sales Tax		498.00 - Billed Sales Tax		
499.00 - Billed Interest Charges		499.00 - Billed Interest Charges		
START ACCOUNT		END ACCOUNT		
425.00 - Other Revenue		425.00 - Other Revenue		
431.00 - Interest Revenue		435.00 - Parts Revenue		



## Sample Account Group Table (Summary)

Summary Account Groups <span style="float: right;">⌵</span>				
Test Setup				
SORT ORDER*	ACCOUNT GROUP NAME*	EXCLUDE FROM REPORT TOTAL	SHOW ACCOUNT DETAIL*	GROUP TOTAL*
10	Revenue (SAMPLE) ▾	<input type="checkbox"/>	Yes ▾	Report ▾
20	Reimbursable Expenses (SAMPLE)	<input type="checkbox"/>	Yes	Report
30	Direct Expenses (SAMPLE)	<input type="checkbox"/>	Yes	Report
40	Indirect Labor and Benefits (SAMPLE)	<input type="checkbox"/>	Yes	Report


  

Detail Account Group Name in Revenue (SAMPLE)
DETAIL ACCOUNT GROUP
Invoiced Revenue (SAMPLE)
Work in Progress (SAMPLE)
Intercompany Revenue (SAMPLE)
Other Revenue (SAMPLE)

Detail Account Group Name in Indirect Labor and Benefits (SAMPLE)
DETAIL ACCOUNT GROUP
Administrative Labor
Payroll Benefits
Other Benefits



From  
this: 

### Income Statement Standard

JESS DEMO Apple & Bartlett, PC		As of period 6/30/2005	
		Current	
		Revenue	
401.00	Billed Labor Revenue	890,163.59	
402.00	Unbilled Revenue	1,516,999.20	
421.00	Reimb Consultant Revenue	11,949.00	
422.00	Reimb Expense Revenue	14,636.78	
432.00	Sales and Use Tax	154.41	
433.00	Errors and Omissions Insurance		
<b>Total Revenue</b>		<b>2,433,902.98</b>	
		Reimbursables	
505.00	Reimb Conslt Non-Fee Exp	8,000.00	
511.00	Structural Consultant	11,137.00	
512.00	Mechanical Consultant	950.00	
513.00	Electrical Consultant	3,150.00	
514.00	Civil & Landscape Consultant	10,250.00	
515.00	Other Consultants	25,150.00	
521.00	Travel,Meals & Lodging	3,367.00	
521.01	Meals	64.00	
522.00	Reproductions	628.50	
523.00	Models/Renderings/Photos	1,696.00	
524.00	Long Distance Telephone	14.95	
525.00	Postage/Shipping/Delivery	180.55	
529.00	Misc Reimbursable Expens	190.00	
<b>Total Reimbursables</b>		<b>64,778.00</b>	
<b>Revenue Less Reimbursables</b>		<b>2,369,124.98</b>	

To this: 

### Income Statement with Accounts (VUGM)

JESS DEMO Apple & Bartlett, PC		As of period 6/30/2005	
		Current	
		Revenue	
<b>REVENUE (VUGM)</b>			
<b>INVOICED REVENUE (VUGM)</b>			
401.00	Billed Labor Revenue	890,163.59	
421.00	Reimb Consultant Revenue	11,949.00	
422.00	Reimb Expense Revenue	14,636.78	
<b>Total for INVOICED REVENUE (VUGM)</b>		<b>916,749.37</b>	
<b>WORK IN PROCESS (VUGM)</b>			
402.00	Unbilled Revenue	1,516,999.20	
<b>Total for WORK IN PROCESS (VUGM)</b>		<b>1,516,999.20</b>	
<b>INTERCOMPANY REVENUE (VUGM)</b>			
<b>Total for INTERCOMPANY REVENUE (VUGM)</b>			
<b>OTHER REVENUE (VUGM)</b>			
432.00	Sales and Use Tax	154.41	
433.00	Errors and Omissions Insurance		
<b>Total for OTHER REVENUE (VUGM)</b>		<b>154.41</b>	
<b>Total for REVENUE (VUGM)</b>		<b>2,433,902.98</b>	
		<b>Total Revenue</b>	<b>2,433,902.98</b>
		Reimbursables	
<b>REIMBURSABLE EXPENSES (VUGM)</b>			
<b>REIMB CONSULTANT (VUGM)</b>			
505.00	Reimb Conslt Non-Fee Exp	8,000.00	
511.00	Structural Consultant	11,137.00	
512.00	Mechanical Consultant	950.00	
513.00	Electrical Consultant	3,150.00	
514.00	Civil & Landscape Consultant	10,250.00	
515.00	Other Consultants	25,150.00	
<b>Total for REIMB CONSULTANT (VUGM)</b>		<b>58,637.00</b>	
<b>REIMB OTHER (VUGM)</b>			
521.00	Travel,Meals & Lodging	3,367.00	
521.01	Meals	64.00	
522.00	Reproductions	628.50	
523.00	Models/Renderings/Photos	1,696.00	
524.00	Long Distance Telephone	14.95	
525.00	Postage/Shipping/Delivery	180.55	
529.00	Misc Reimbursable Expens	190.00	
<b>Total for REIMB OTHER (VUGM)</b>		<b>6,141.00</b>	
<b>Total for REIMBURSABLE EXPENSES (VUGM)</b>		<b>64,778.00</b>	
		<b>Total Reimbursables</b>	<b>64,778.00</b>
<b>Revenue Less Reimbursables</b>		<b>2,369,124.98</b>	

To this: 

### Income Statement Summary (VUGM)

JESS DEMO Apple & Bartlett, PC		As of period 6/30/2005	
		Current	
		Revenue	
<b>REVENUE (VUGM)</b>			
INVOICED REVENUE (VUGM)		916,749.37	
WORK IN PROCESS (VUGM)		1,516,999.20	
OTHER REVENUE (VUGM)		154.41	
<b>Total for REVENUE (VUGM)</b>		<b>2,433,902.98</b>	
		<b>Total Revenue</b>	<b>2,433,902.98</b>
		Reimbursables	
<b>REIMBURSABLE EXPENSES (VUGM)</b>			
REIMB CONSULTANT (VUGM)		58,637.00	
REIMB OTHER (VUGM)		6,141.00	
<b>Total for REIMBURSABLE EXPENSES (VUGM)</b>		<b>64,778.00</b>	
		<b>Total Reimbursables</b>	<b>64,778.00</b>
<b>Revenue Less Reimbursables</b>		<b>2,369,124.98</b>	

# The HOW!

Live Presentation

# Tip/Trick

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You have the ability to create financial statements with multiple columns to compare data:

- Comparative by Period
  - Quarterly
- Columns for Departments / Offices
- Etc.

By combining this feature with account group names and tables you can create some powerful financial reporting!

# Questions?

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# Contact

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**Stambaugh  
Ness**

# Thank You!

Stambaugh Ness

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