

# Deltek Vision®

## The Leading Web-Based Enterprise Software Solution

### DELTEK VISION:

- Improves business performance management
- Streamlines operations and execution
- Enables businesses to win more work

As professional services organizations grow, the challenges of managing projects and resources increase exponentially. Stop-gap, home-grown and disconnected applications throughout the organization leave many firms grappling with inconclusive project reports, inefficient financial and accounting systems, and an overall lack of information needed to make effective business decisions. To be successful, project-based firms must integrate their end-to-end business processes and streamline business operations so they can focus on cultivating new business and managing existing clients in order to achieve growth and profitability.

Deltek Vision® is a real-time, web-based enterprise software solution designed specifically for project-based firms that integrates their end-to-end business processes by automating the planning, tracking and administration of resources and projects.

Whether you implement the entire suite of fully integrated modules at once, or phase in key modules over time, Vision provides the actionable information your executives, managers and consultants need to effectively drive timely decisions that improve business performance management, streamline operations and win more business.

Vision supports every phase of the project life cycle by bringing new business in the door, capturing billable hours, increasing employee utilization, streamlining project management

and increasing revenue and profits while enhancing collaboration and sharing knowledge throughout the organization.

Deltek Vision incorporates critical business functions, including resource management, project management, accounting, sales and marketing, time and expense capture and billing. Combining innovative new technologies such as Visualization and a Mobile Applications Suite, Deltek Vision is a comprehensive solution that streamlines all facets of project-related businesses.

### THE DELTEK VISION ADVANTAGE

#### Improves Business Performance Management

— Deltek Vision evaluates the overall health of project-based firms and provides access to critical information to manage risks, drive greater performance and overcome barriers-to-success.

#### Streamlines Operations and Execution —

Deltek Vision automates the planning, tracking and administration of resources and projects to achieve organizational goals. It also facilitates data capture to minimize errors and reduce the billing cycle to increase profitability and improve cash flow.

**Wins More Work** — Deltek Vision helps firms achieve greater success in winning new clients, driving repeat business and improving client satisfaction.

“Information is truly power, and that’s exactly what Vision brings to the table, with a high degree of flexibility, integration and complete transparency”

- Bret Tushaus, Director of Information Technology, Eppstein Uhen Architects

## KEY FEATURES AND BENEFITS

### IMPROVE BUSINESS PERFORMANCE MANAGEMENT

**Vision Visualization** — Deltek Vision Visualization offers executives and managers real-time access to critical information by delivering a simple graphical view of their firm’s performance directly to their desktop. Complementing the Deltek Vision Dashboard that configures a single web page with information and tools to facilitate decision-making, Visualization delivers a comprehensive, end-to-end view of the business.

**Powerful Analytics and Reporting** — Deltek Vision’s interactive reporting environment allows users to access and analyze data from key financial metrics and project analysis to opportunity tracking and resource utilization tailoring each report to specific needs. The award-winning system includes more than 200 standard reports ranging from the simple to the sophisticated. This flexible reporting framework makes it easy to configure, preview, print and e-mail reports to share them with others in the firm. Vision Reports are offered for all areas of the project-based business lifecycle for analysis and effective decision-making.

**Vision Dashboard** — A standard feature of Deltek Vision’s Reports, the Dashboard combines information from different areas of Vision, allowing each user to configure a single web page that brings together all the information and tools that he or she relies on most links to key application areas, reports and records, important activities and events as well as workflow features and alerts.



Figure 1: Deltek Vision Dashboard provides a customized view of critical information across projects and business processes.



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Deltek is a global leader dedicated to delivering enterprise management software that meets the unique needs of project-focused organizations. With over two decades of experience, Deltek enables companies to maximize profitability and productivity, integrating all aspects of their businesses. More than 11,000 customers worldwide rely on Deltek to streamline operations, improve performance and win more business.

#### WIN MORE WORK

**Vision Proposal Automation** — Because professional services firms rely on proposals to win business, client expectations must be set and exceeded with targeted, attractive and effective proposals. Vision Proposals empowers marketing and sales teams to efficiently produce winning proposals that stand out from the competition, including custom proposals, RFP responses and government proposals.

**Vision CRM** — Vision CRM provides all of the tools necessary to manage the entire client relationship lifecycle from gaining new clients to maintaining and leveraging existing relationships. Vision CRM automates client and contact management, opportunity tracking, marketing campaign management, business development and activity management. And by integrating with Microsoft Outlook® and Lotus Notes®, Vision adapts to the way you work by enabling true collaboration.

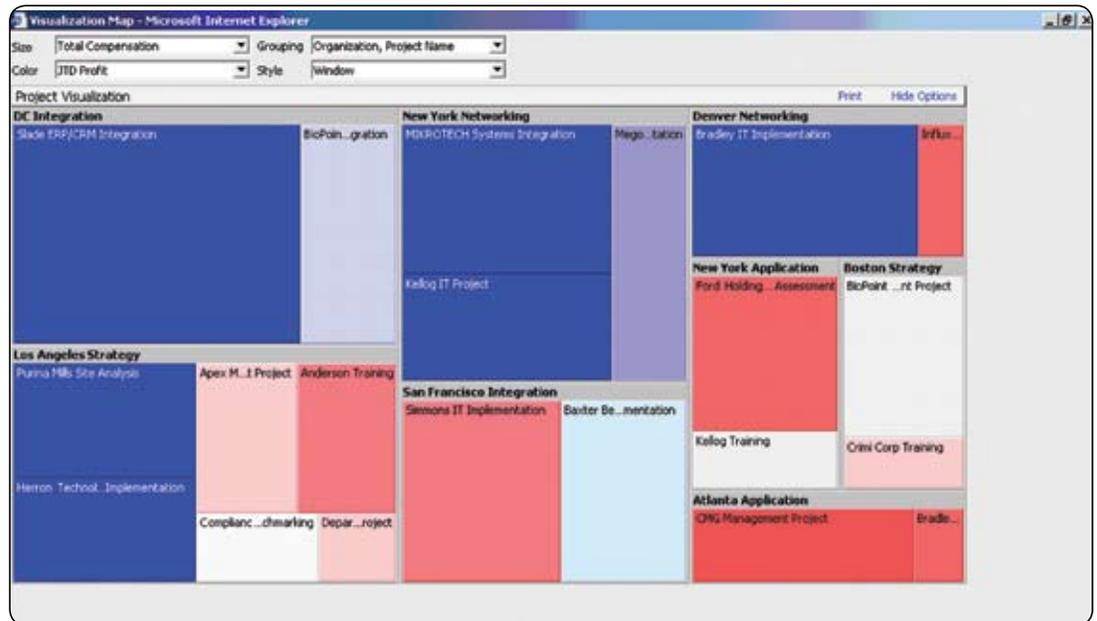


Figure 3: Deltek Vision Visualization

“With Deltek’s introduction of Visualization to the market, there is now a unique tool that executives and project managers can use to turn complex information analysis into a single, graphical understanding of their project performance and ultimately their firm’s health.”

-Ian Rusk, Senior Vice President with Industry Analyst ZweigWhite