Forward Velocity Webinar

Presented by Full Sail Partners

Full Sail
PARTNERS

Agenda

1. WebEx Instructions
2. News & Calendar of Events
3. Presentation

WebEx Instructions

Instructions:

1. **Call 1-650-479-3207**, you will be prompted to enter the meeting number, you will then be prompted to enter your attendee number, **please wait until the you have heard all of the instructions before entering your attendee number**. The meeting number and your attendee number can be found on the **info tab** of the WebEx Event Center screen.

2. **All lines are muted upon entry into the call.**

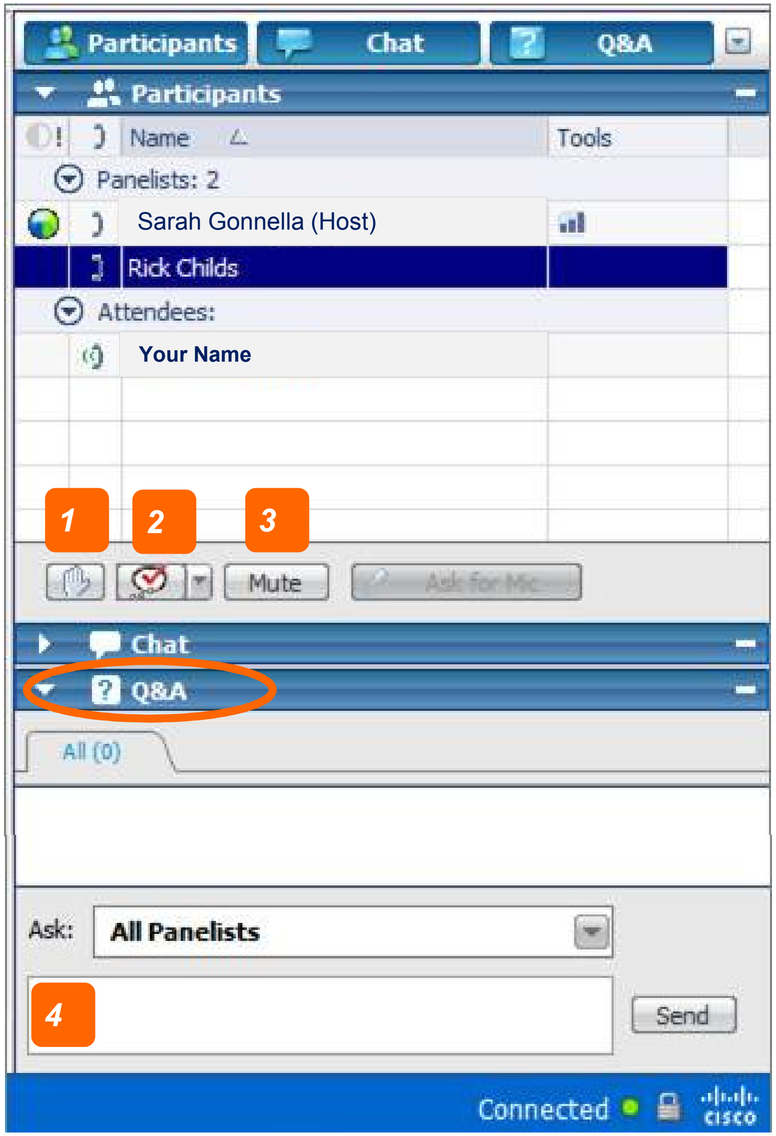
3. **Once you have called into the meeting, please make sure you have the phone handset symbol next to your name in the WebEx Event Center screen, Participant Panel under Attendees**. If you do not have the symbol, please hang up and call back (you do not need to exit the meeting to do so). Make sure you enter the correct attendee number when calling in, this will allow us to unmute your line should you want to ask a question during the meeting. If you are using VIOP we will not be able to unmute your line.

4. **Event materials are available to download for this meeting**. You can find the materials on the Web Event log in screen on the left hand side under "Event Materials". Please be sure to download the materials for the meeting.

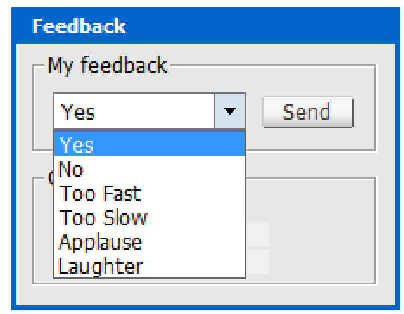
5. If you did not download the materials, you can go back to the meeting invite email you received, click on the link to log into the meeting, download the documents and close the screen.

6. If you did not download the materials, you can go back to the meeting invite email you received, click on the link to log into the meeting, download the documents and close the screen.

WebEx Instructions



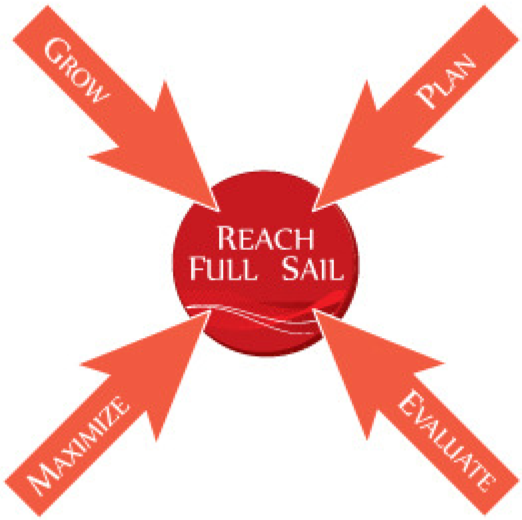
1. ***Raise Hand** (be sure to click again to remove raised hand or feedback information)*
2. ***Feedback Tool** (use for yes/no questions or to provide the speaker feedback.*



3. ***Mute** (mute yourself when you need to talk to someone in your office or put the line on hold)*
4. ***Q&A** (Type in the Q&A dialogue box [Not Chat] to ask a question. Be sure to choose All Panelist)*

News & Calendar of Events

Maximize. Grow. Plan. Evaluate.
Our Forward Velocity webinars are focused on topics to move your firm ahead of the competition and provide insight on how to take action at a rapid speed. Be in action with your business and reach full sail!



Yearly Schedule:

Maximize | January, February, March
Grow | April, May, June
Plan | July, August, September
Evaluate | October, November, December

All events are virtual webinars held at 1:30pm ET.

News & Calendar of Events

1. 06/26/12 | The Impact of Social Media Panel
2. 06/27/12 | North Carolina User Group
3. 06/28/12 | Tap Into the Power of LinkedIn
4. 07/11-13/12 | SMPS Build Business Conference
5. 10/15-18/12 | Deltek Insight Conference

News & Calendar of Events

Featured Firm
William H. Gordon Associates, Inc. (read the interview)
http://www.fullsailpartners.com/featured-firms/

Interested in being featured? Email info@fullsailpartners.com and let us know about your firm successes with Deltek Vision.

Blog Articles (www.fullsailpartners.com/FSPblog)

- Take the IT Challenge! Can your firm pass? Check out our blog article to test your firm.
- Who Ya Gonna Call? ...for Deltek Vision Support?
- Mobile App for Deltek Vision Timesheet. Did you know it's available?

News & Calendar of Events

Did You Know?

Need to quickly export information without running a report? Use the Grid View option in version 6.0 or higher. This option allows you to sort by field, filter information by column, and then export in Excel. A real time saver! This feature is available in all info centers and can be located on the application navigation menu.

Connect with Full Sail Partners:

LinkedIn: http://www.linkedin.com/company/full-sail-partners

Twitter: http://twitter.com/#!/reachfullsail

Sneak Peek at Deltek Vision 7.0

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Vision 7.0 Enhancements

Presented By: Elaine Nolan

Agenda

- Basic Items
  - Changes due to Framework 2.0
  - Status on Organizations
- AP/T&E: Email EFT Remittances
- Billing: Fee Revenue Allocation
- Employee Realization
- Gain/Loss Support in Revenue Generation
- Security Features & Configuration Audit
- Planning: Generic Resources with Attributes
- I/C Invoice Access and Billing Rates
- Contract Management
- User Defined Info Centers
- VPM: Analysis Cubes
- VPM: Performance Dashboards

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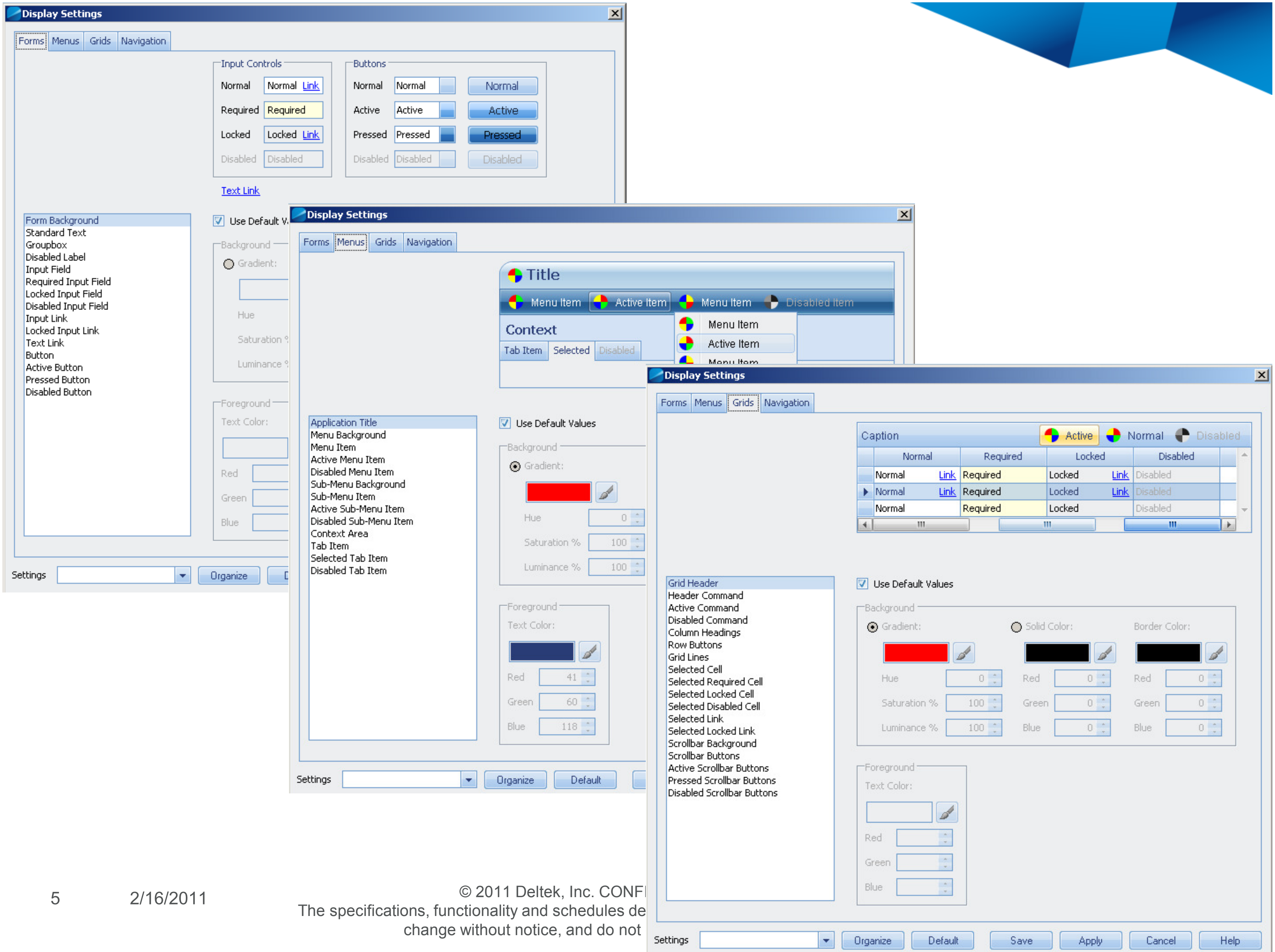
Basic Items

User Defined Color Schemes

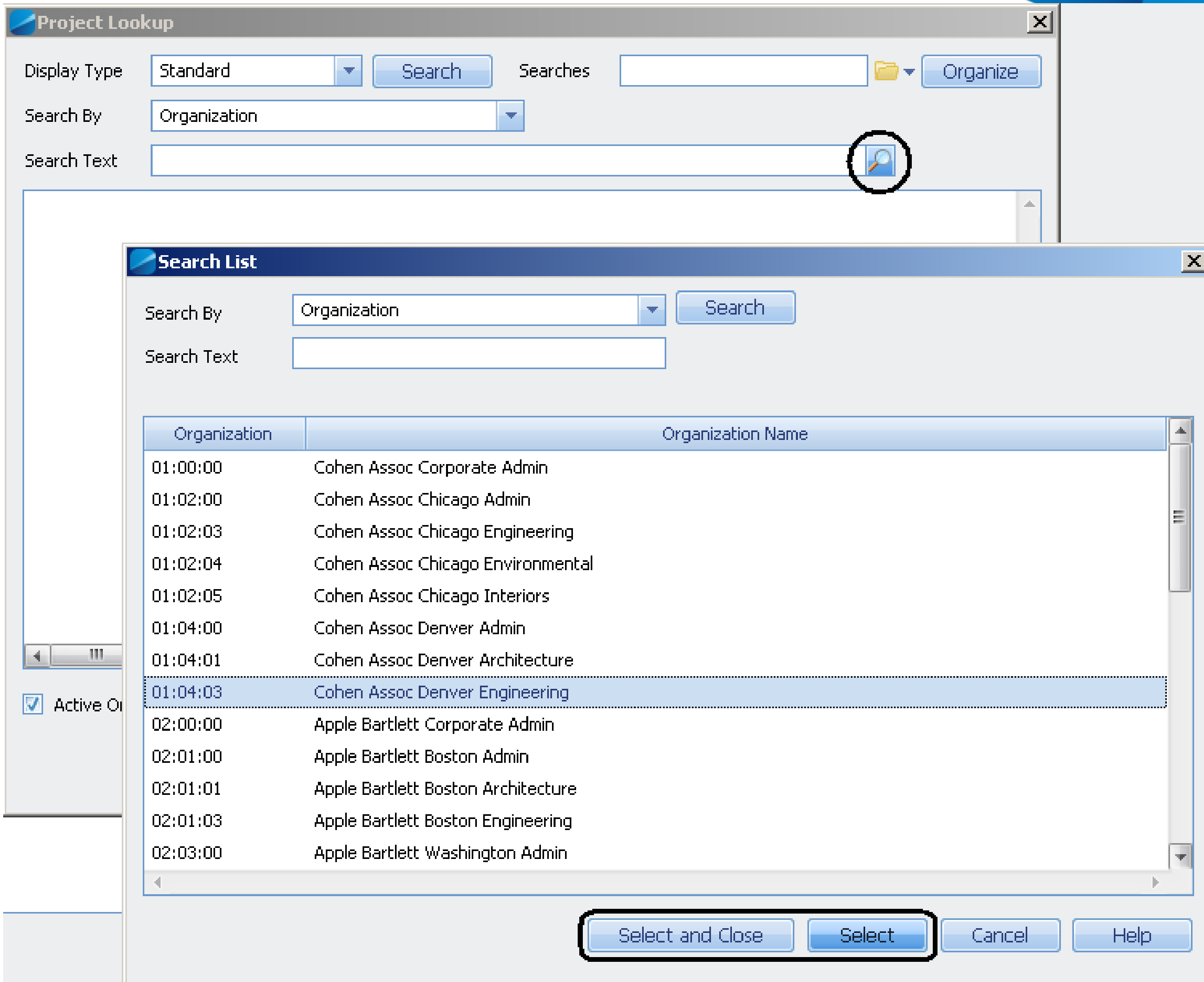
- **Who will use them?**
  - Marketing
  - Vision Administrator
  - Individuals

- **Why will they use them?**
  - Match Vision to your corporate color scheme
  - Set high contrast color combinations for visually impaired users
  - Usability - set more obvious indicator for required fields


Display Settings
Forms Menus Grids Navigation
Input Controls
Normal Normal Link
Required Required
Locked Locked Link
Disabled Disabled
Buttons
Normal Normal Normal
Active Active Active
Pressed Pressed Pressed
Disabled Disabled Disabled
Text Link
Form Background
Standard Text
Groupbox
Disabled Label
Input Field
Required Input Field
Locked Input Field
Disabled Input Field
Input Link
Locked Input Link
Text Link
Button
Active Button
Pressed Button
Disabled Button
Settings Organize
Display Settings
Forms Menus Grids Navigation
Title
Menu Item Active Item Menu Item Disabled Item
Context
Tab Item Selected Disabled
Menu Item
Active Item
Application Title
Menu Background
Menu Item
Active Menu Item
Disabled Menu Item
Sub-Menu Background
Sub-Menu Item
Active Sub-Menu Item
Disabled Sub-Menu Item
Context Area
Tab Item
Selected Tab Item
Disabled Tab Item
Use Default Values
Background
Gradient:
Hue 0
Saturation % 100
Luminance % 100
Foreground
Text Color:
Red 41
Green 60
Blue 118
Settings Organize Default
Display Settings
Forms Menus Grids Navigation
Caption Active Normal Disabled
Normal Required Locked Disabled
Normal Link Required Locked Link Disabled
Normal Link Required Locked Link Disabled
Normal Required Locked Disabled
Grid Header
Header Command
Active Command
Disabled Command
Column Headings
Row Buttons
Grid Lines
Selected Cell
Selected Required Cell
Selected Locked Cell
Selected Disabled Cell
Selected Link
Selected Locked Link
Scrollbar Background
Scrollbar Buttons
Active Scrollbar Buttons
Pressed Scrollbar Buttons
Disabled Scrollbar Buttons
Use Default Values
Background
Gradient: Solid Color: Border Color:
Hue 0 Red 0 Red 0
Saturation % 100 Green 0 Green 0
Luminance % 100 Blue 0 Blue 0
Foreground
Text Color:
Red
Green
Blue
Settings Organize Default Save Apply Cancel Help

Standard Search Improvements

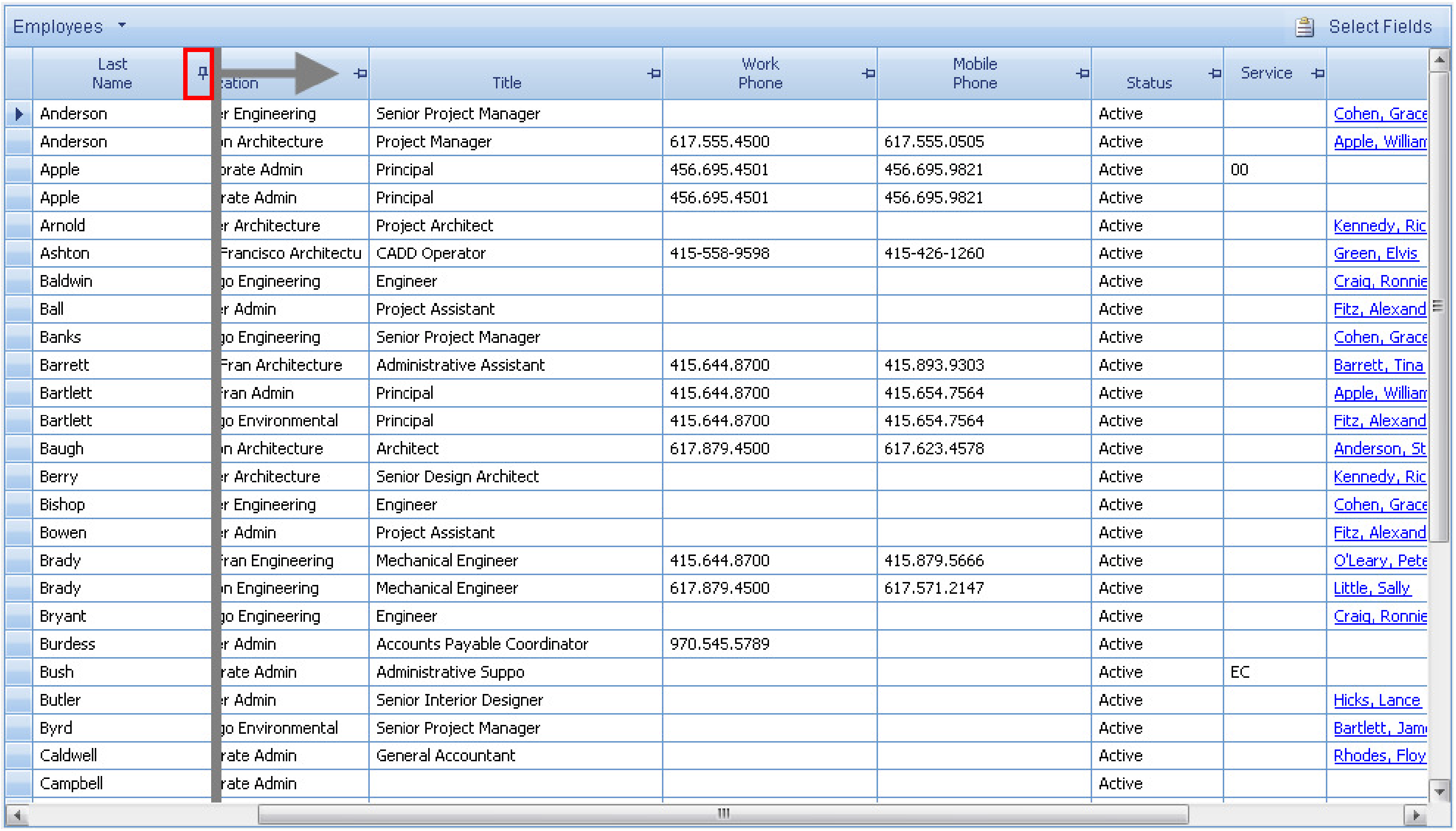
- **Who will use them?**
  - All users
- **Why will they use them?**
  - Fewer clicks
  - No need to memorize lists
  - No need to learn advanced search


Project Lookup
Display Type
Standard
Search
Searches
Organize
Search By
Organization
Search Text
Active Or
Search List
Search By
Organization
Search
Search Text
Organization
Organization Name
01:00:00 Cohen Assoc Corporate Admin
01:02:00 Cohen Assoc Chicago Admin
01:02:03 Cohen Assoc Chicago Engineering
01:02:04 Cohen Assoc Chicago Environmental
01:02:05 Cohen Assoc Chicago Interiors
01:04:00 Cohen Assoc Denver Admin
01:04:01 Cohen Assoc Denver Architecture
01:04:03 Cohen Assoc Denver Engineering
02:00:00 Apple Bartlett Corporate Admin
02:01:00 Apple Bartlett Boston Admin
02:01:01 Apple Bartlett Boston Architecture
02:01:03 Apple Bartlett Boston Engineering
02:03:00 Apple Bartlett Washington Admin
Select and Close
Select
Cancel
Help

Pinning in Smart Grids

- **Who will use them**
  - All users
- **Why?**
  - Usability

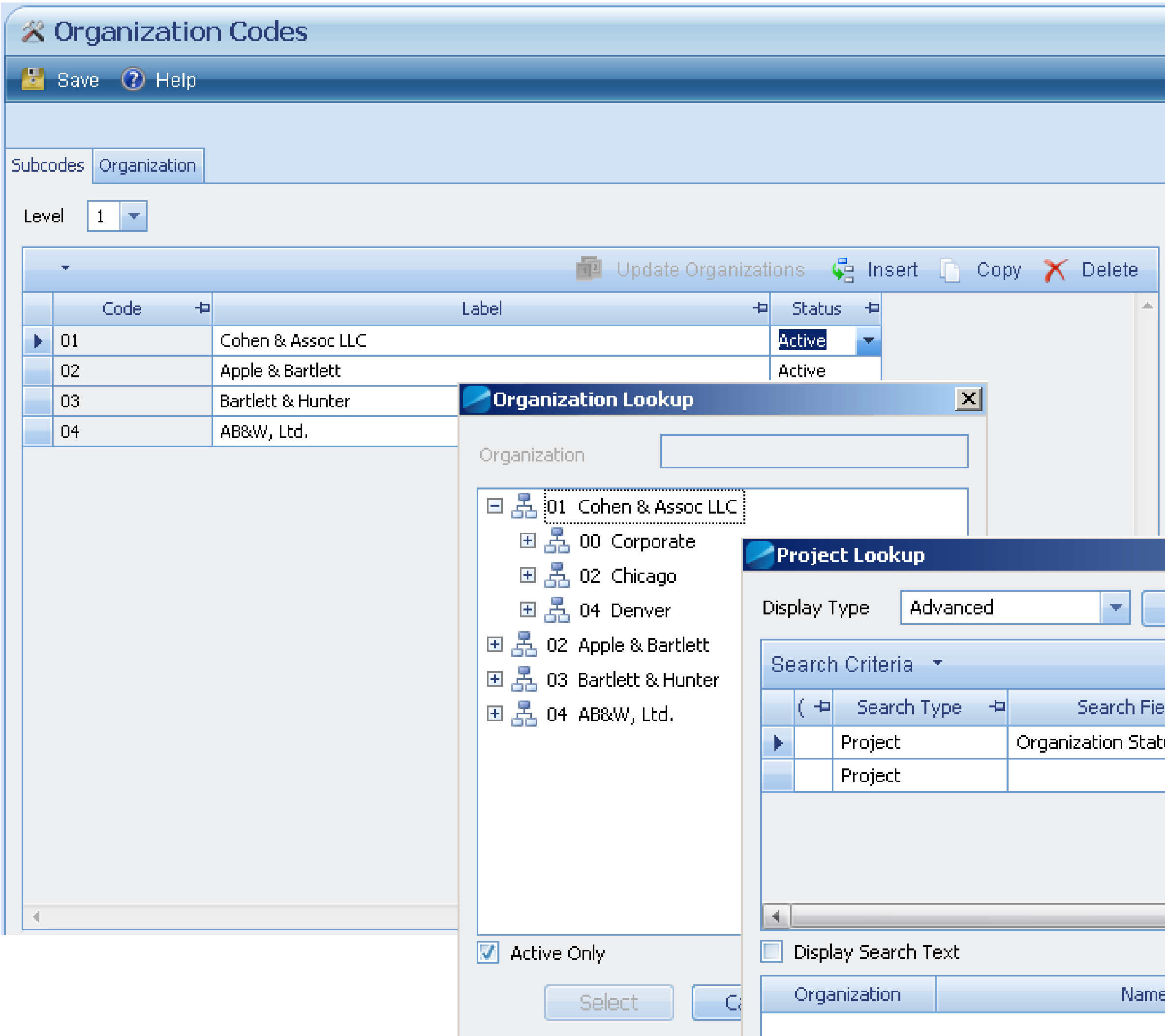
Pinning in Smart Grids



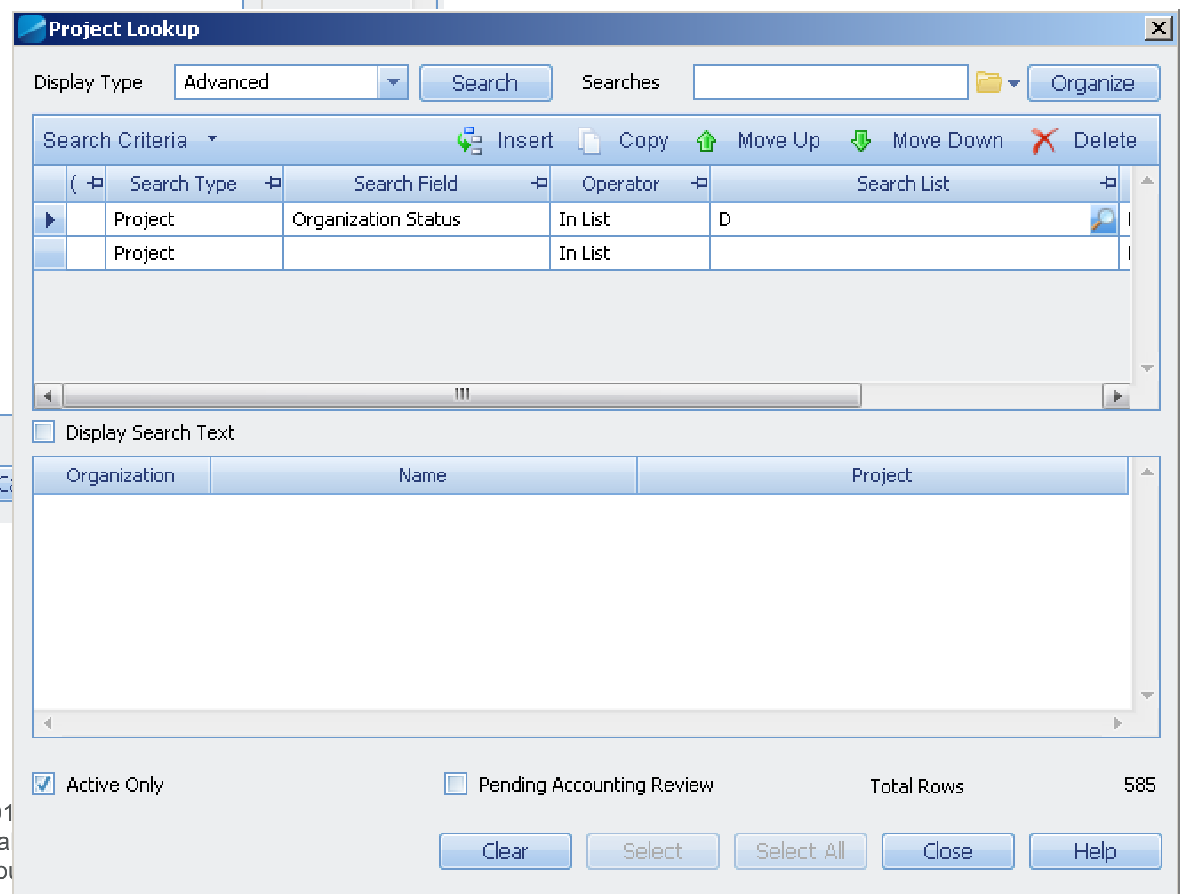
Last Name	ation	Title	Work Phone	Mobile Phone	Status	Service	
Anderson	r Engineering	Senior Project Manager			Active		Cohen, Grace
Anderson	n Architecture	Project Manager	617.555.4500	617.555.0505	Active		Apple, William
Apple	orate Admin	Principal	456.695.4501	456.695.9821	Active	00	
Apple	rate Admin	Principal	456.695.4501	456.695.9821	Active		
Arnold	r Architecture	Project Architect			Active		Kennedy, Ric
Ashton	Francisco Architectu	CADD Operator	415-558-9598	415-426-1260	Active		Green, Elvis
Baldwin	go Engineering	Engineer			Active		Craig, Ronnie
Ball	r Admin	Project Assistant			Active		Fitz, Alexand
Banks	go Engineering	Senior Project Manager			Active		Cohen, Grace
Barrett	Fran Architecture	Administrative Assistant	415.644.8700	415.893.9303	Active		Barrett, Tina
Bartlett	ran Admin	Principal	415.644.8700	415.654.7564	Active		Apple, William
Bartlett	go Environmental	Principal	415.644.8700	415.654.7564	Active		Fitz, Alexand
Baugh	n Architecture	Architect	617.879.4500	617.623.4578	Active		Anderson, St
Berry	r Architecture	Senior Design Architect			Active		Kennedy, Ric
Bishop	r Engineering	Engineer			Active		Cohen, Grace
Bowen	r Admin	Project Assistant			Active		Fitz, Alexand
Brady	ran Engineering	Mechanical Engineer	415.644.8700	415.879.5666	Active		O'Leary, Pete
Brady	n Engineering	Mechanical Engineer	617.879.4500	617.571.2147	Active		Little, Sally
Bryant	go Engineering	Engineer			Active		Craig, Ronnie
Burdess	r Admin	Accounts Payable Coordinator	970.545.5789		Active		
Bush	rate Admin	Administrative Suppo			Active	EC	
Butler	r Admin	Senior Interior Designer			Active		Hicks, Lance
Byrd	go Environmental	Senior Project Manager			Active		Bartlett, Jam
Caldwell	rate Admin	General Accountant			Active		Rhodes, Floy
Campbell	rate Admin				Active		

Status on Organizations

- Organization Code Configuration – Subcodes & Organizations
- Active or inactive projects, employees, vendors warning
- Interactive Billing transfers
- Org Lookups
- Other Lookups by Organization Status



Organization Codes
Save
Help
Subcodes
Organization
Level
1
Update Organizations
Insert
Copy
Delete
Code
Label
Status
01
Cohen & Assoc LLC
Active
02
Apple & Bartlett
Active
03
Bartlett & Hunter
04
AB&W, Ltd.
Organization Lookup
Organization
01 Cohen & Assoc LLC
00 Corporate
02 Chicago
04 Denver
02 Apple & Bartlett
03 Bartlett & Hunter
04 AB&W, Ltd.
Active Only
Select



Project Lookup
Display Type
Advanced
Search
Searches
Organize
Search Criteria
Insert
Copy
Move Up
Move Down
Delete
(
Search Type
Search Field
Operator
Search List
Project
Organization Status
In List
D
Project
In List
Display Search Text
Organization
Name
Project
Active Only
Pending Accounting Review
Total Rows
585
Clear
Select
Select All
Close
Help

AP/T&E: Email EFT Remittances

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Feature Overview

- **Who will use it**
  - International firms that don't print checks
  - US firms that direct deposit employee expenses, payroll, and/or AP payments

- **Why will they use it?**
  - No more need to assign short numeric reference numbers
  - No need to walk through the check printing process for electronic payments
  - Efficient email templates to vendors and employees
  - No need to manually separate and email or mail hard copy remittance paperwork to vendors/employees

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Vision Areas Impacted

- Vendor info center
- Employee info center
- AP/Expense/Payroll check printing and numbering
- Payment processing remittance email
- Payroll remittance email security – last 4 of Social Security then year of hire
- Void check

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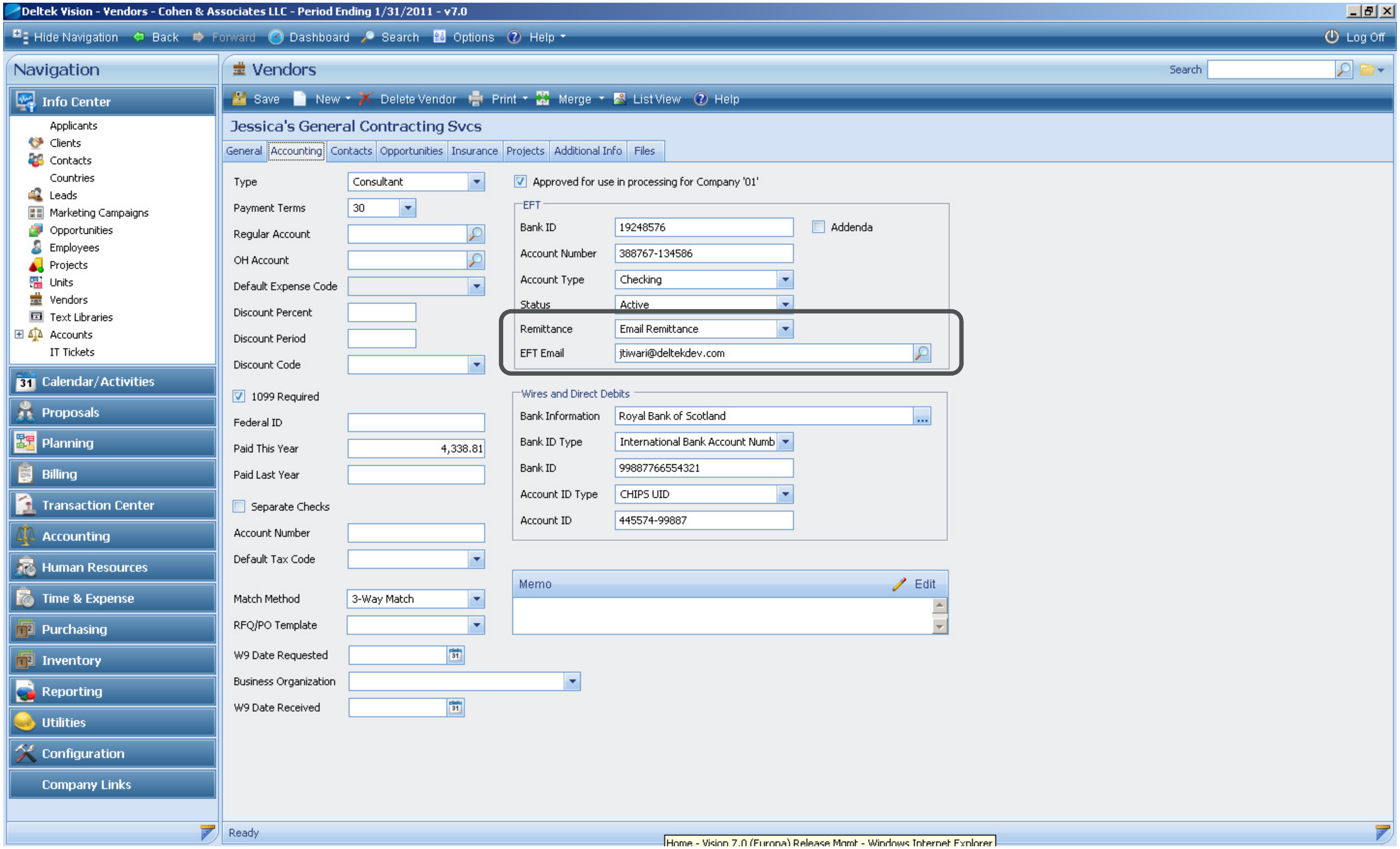
Vendor Info Center



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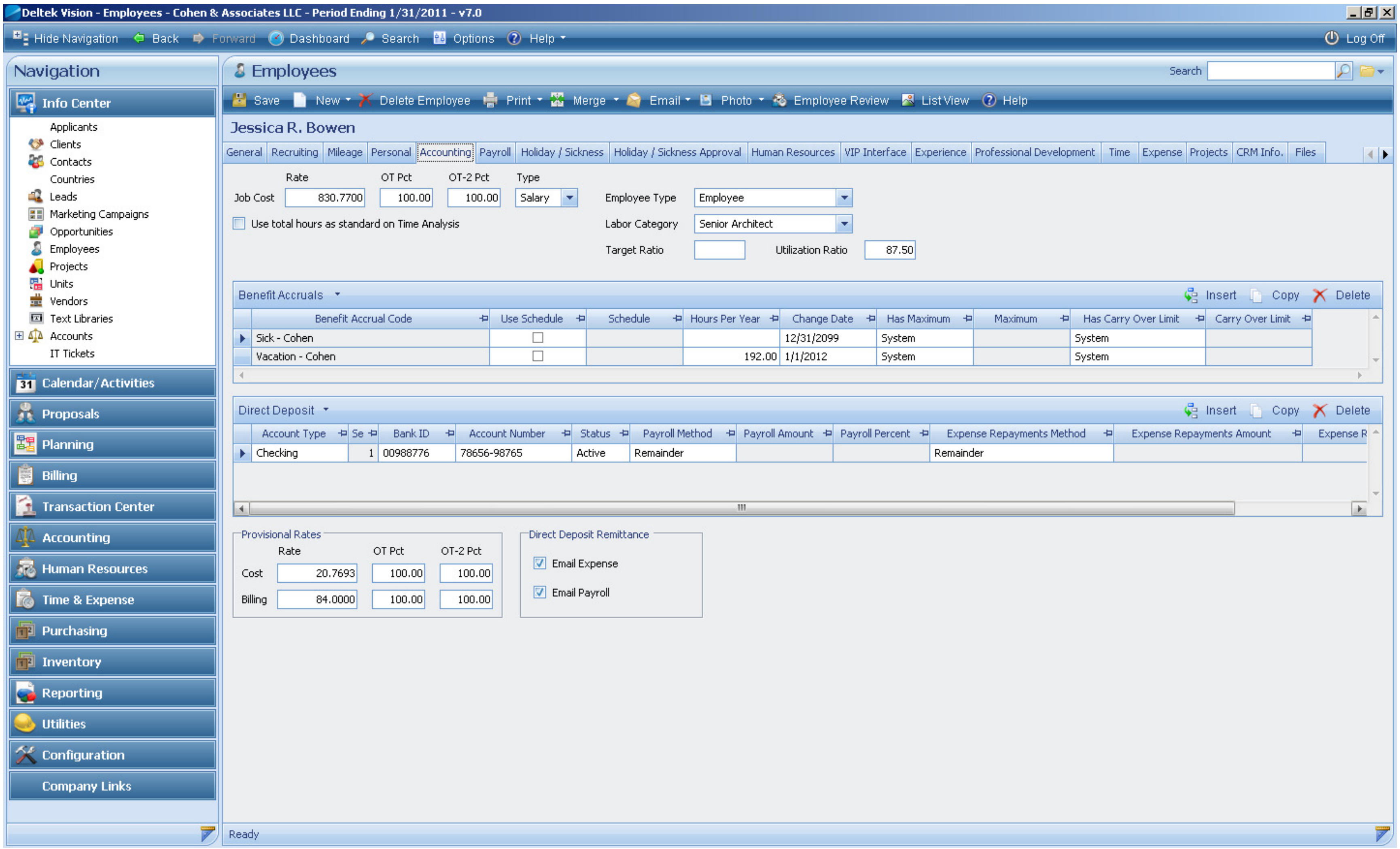
Employee Info Center



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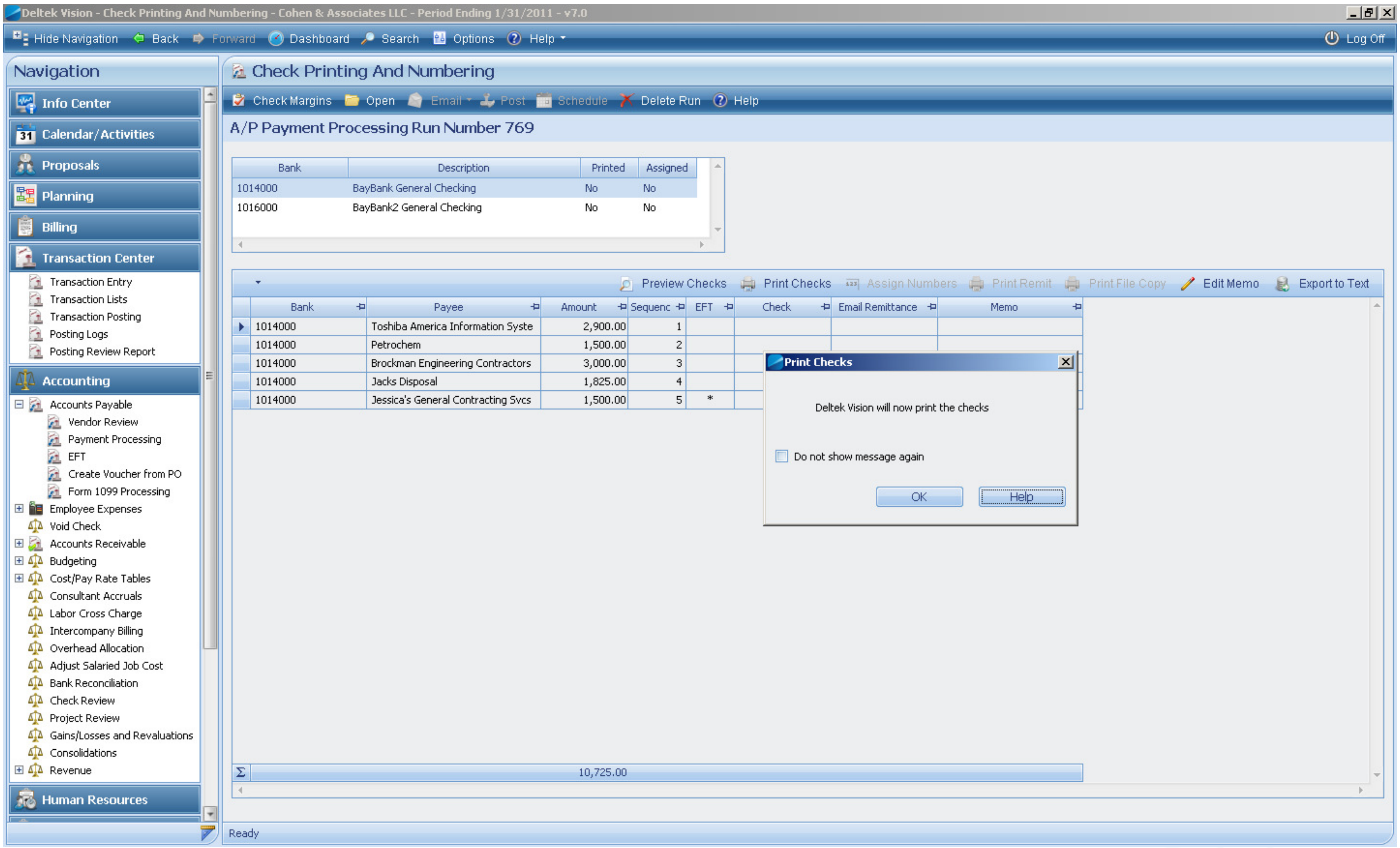
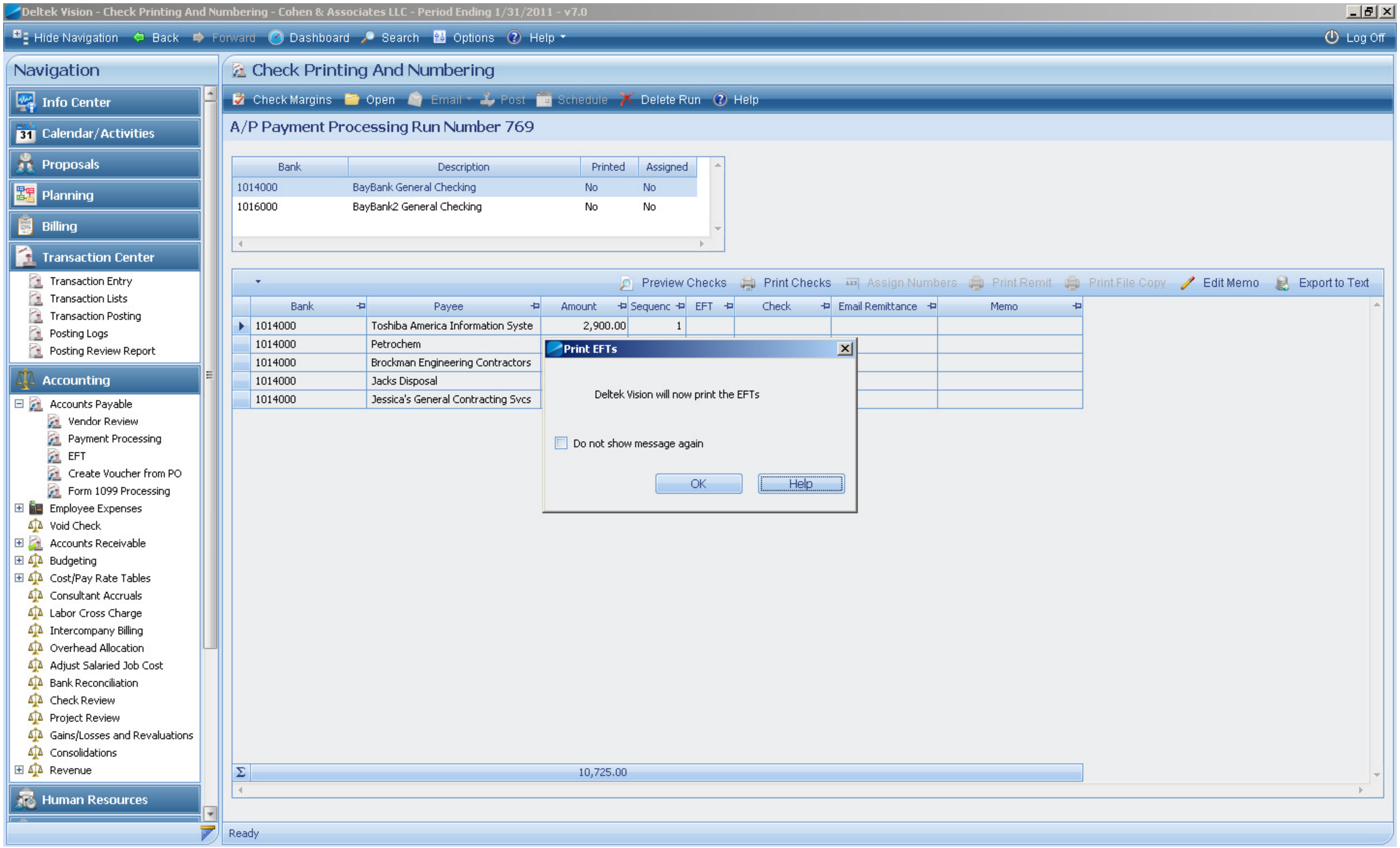
Payment Processing, Printing



Payment Processing, Printing



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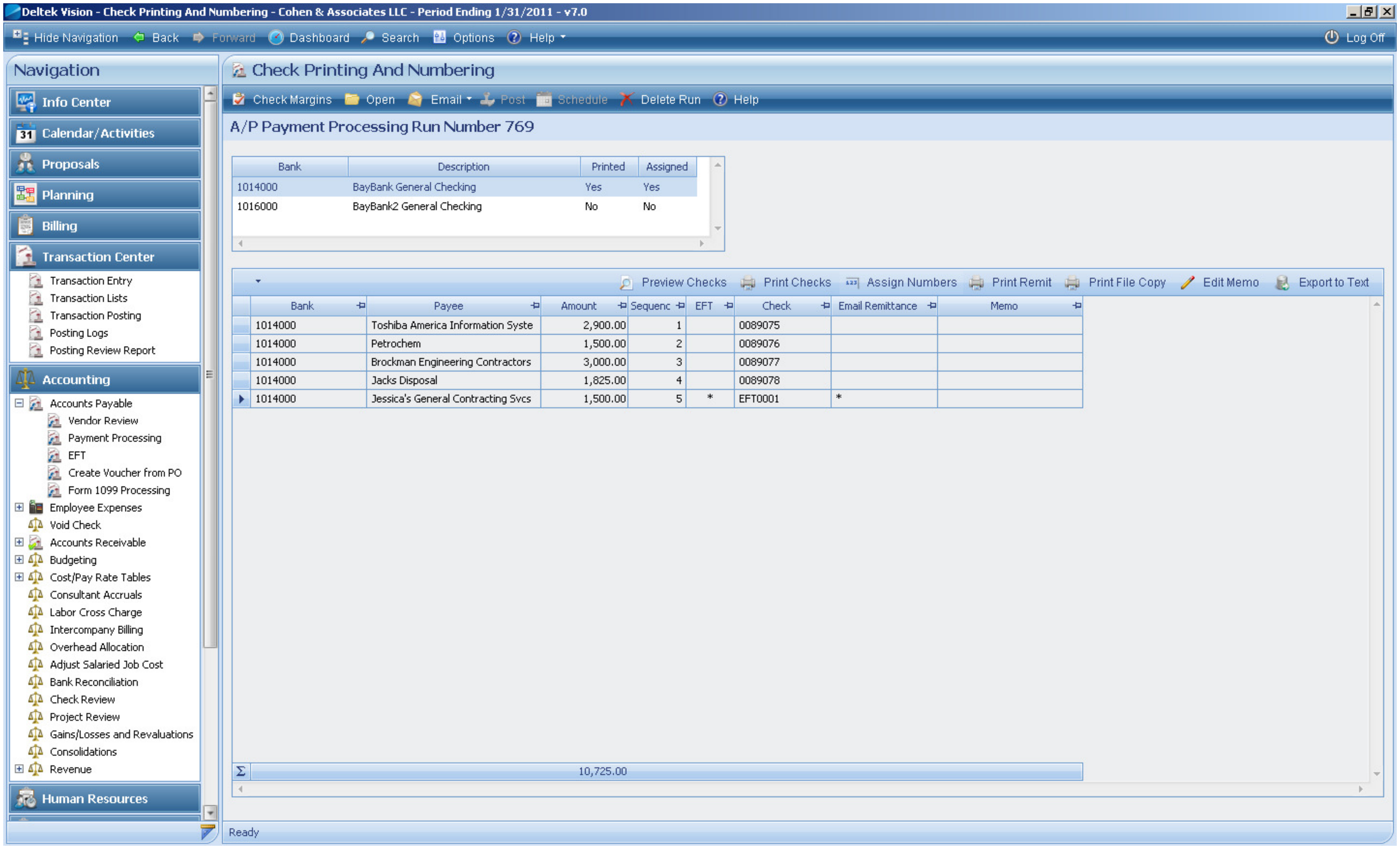
EFT Numbering



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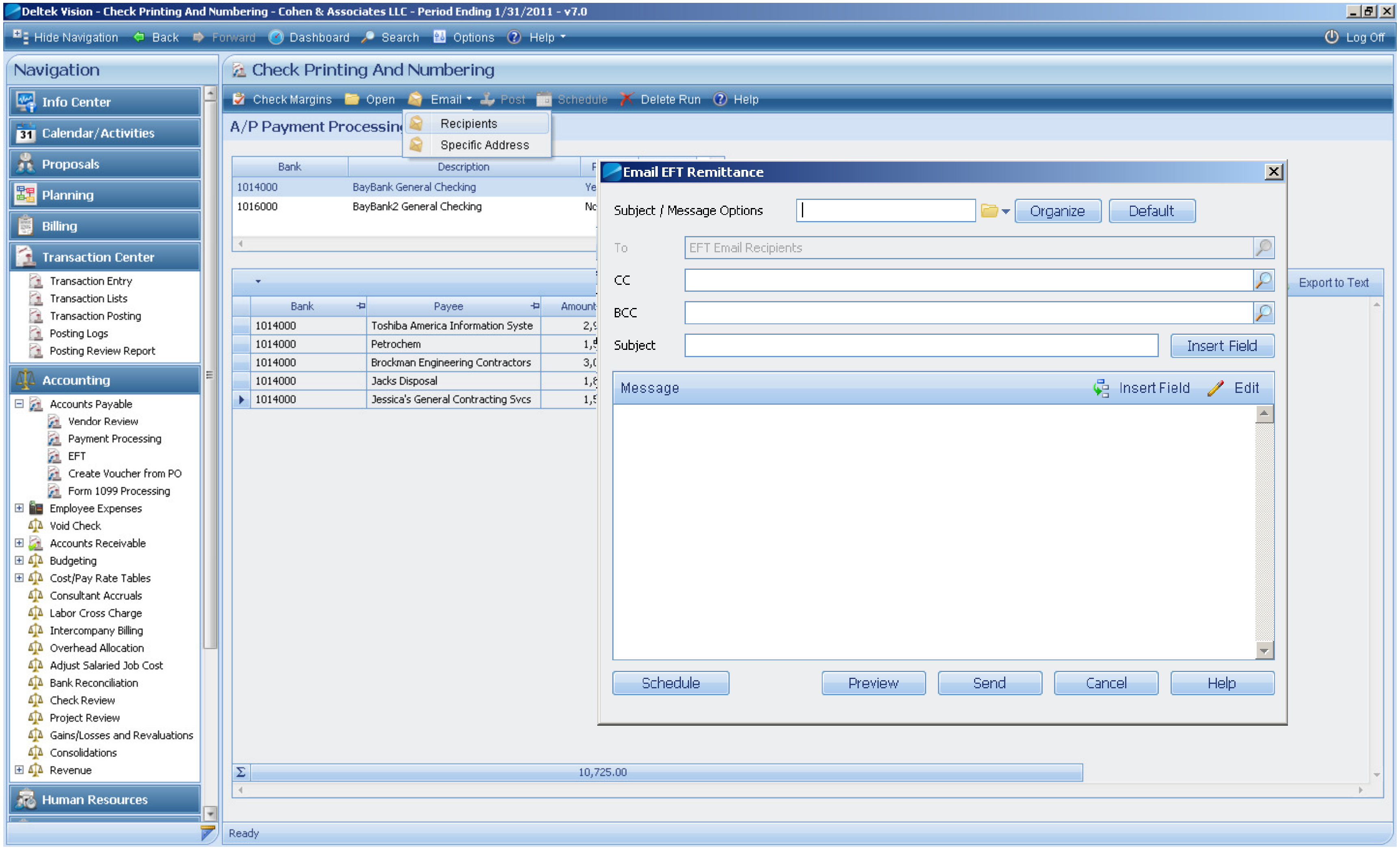
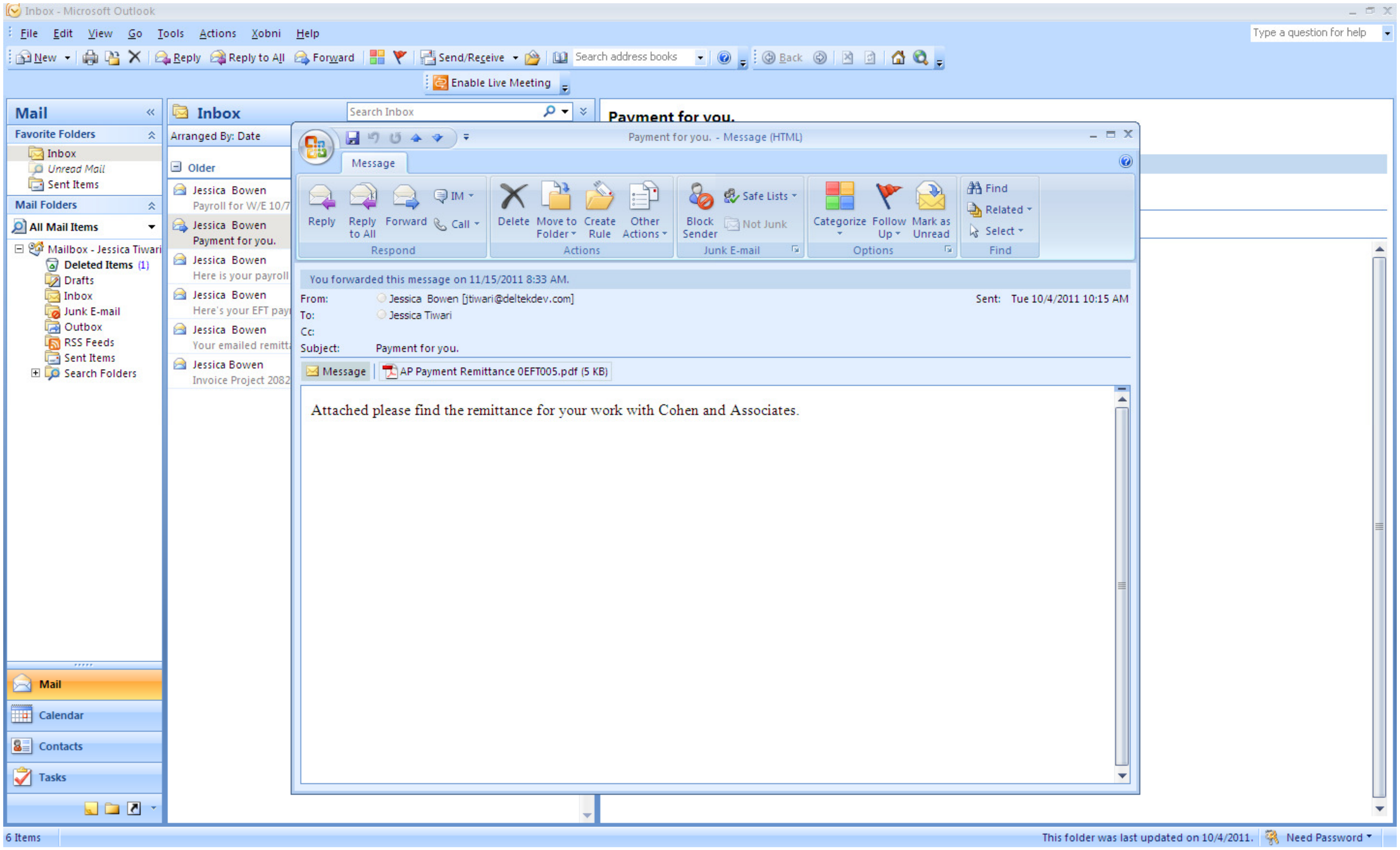
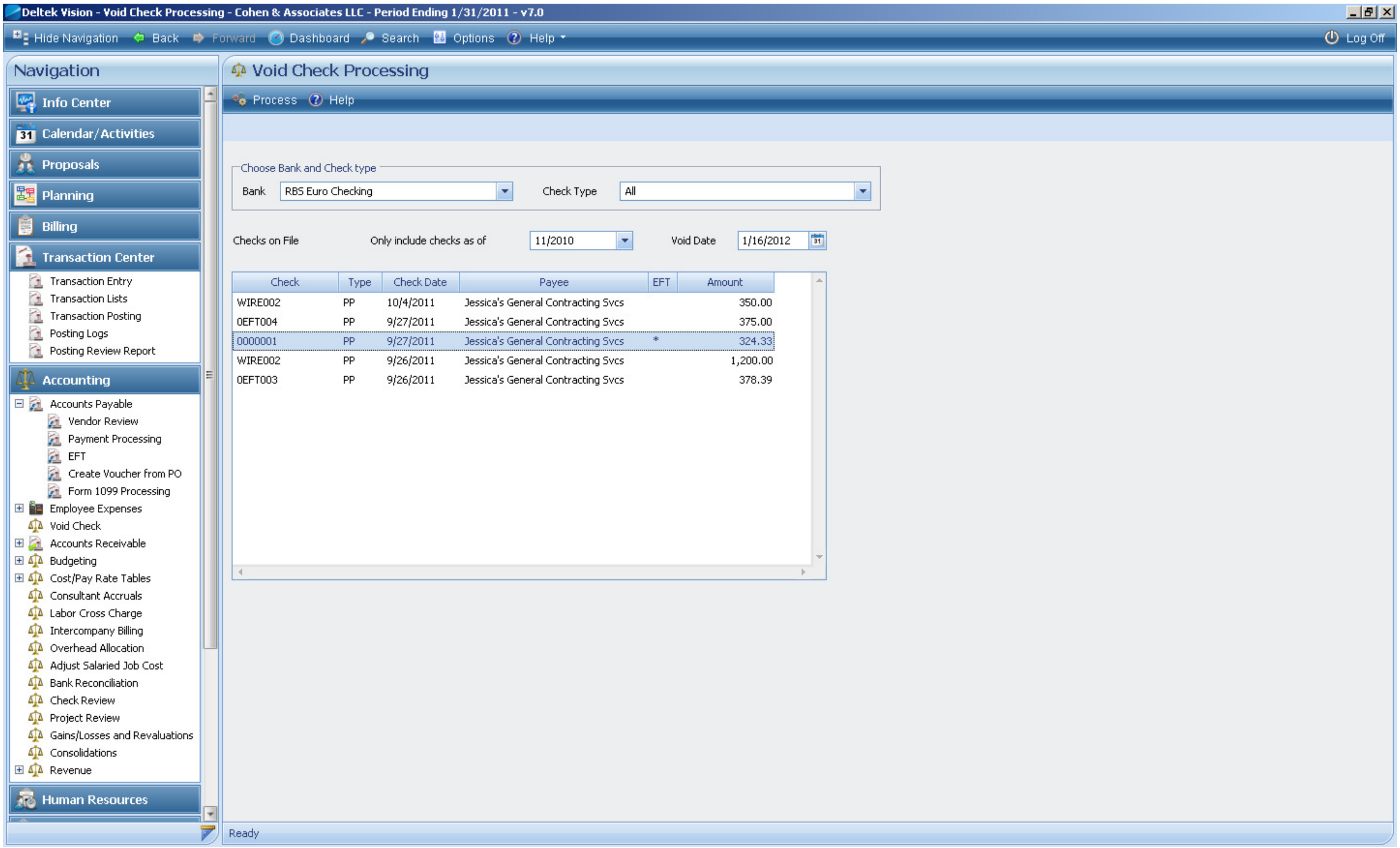
EFT Email Process



Emailed remittance



Void Check



Deltek Vision - Void Check Processing - Cohen & Associates LLC - Period Ending 1/31/2011 - v7.0
Hide Navigation
Back
Forward
Dashboard
Search
Options
Help
Log Off
Navigation
Info Center
Calendar/Activities
Proposals
Planning
Billing
Transaction Center
Transaction Entry
Transaction Lists
Transaction Posting
Posting Logs
Posting Review Report
Accounting
Accounts Payable
Vendor Review
Payment Processing
EFT
Create Voucher from PO
Form 1099 Processing
Employee Expenses
Void Check
Accounts Receivable
Budgeting
Cost/Pay Rate Tables
Consultant Accruals
Labor Cross Charge
Intercompany Billing
Overhead Allocation
Adjust Salaried Job Cost
Bank Reconciliation
Check Review
Project Review
Gains/Losses and Revaluations
Consolidations
Revenue
Human Resources
Void Check Processing
Process
Help
Choose Bank and Check type
Bank
RBS Euro Checking
Check Type
All
Checks on File
Only include checks as of
11/2010
Void Date
1/16/2012
Check
Type
Check Date
Payee
EFT
Amount
WIRE002
PP
10/4/2011
Jessica's General Contracting Svcs
350.00
0EFT004
PP
9/27/2011
Jessica's General Contracting Svcs
375.00
0000001
PP
9/27/2011
Jessica's General Contracting Svcs
*
324.33
WIRE002
PP
9/26/2011
Jessica's General Contracting Svcs
1,200.00
0EFT003
PP
9/26/2011
Jessica's General Contracting Svcs
378.39
Ready

Billing: Fee Revenue Allocation

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Feature Overview

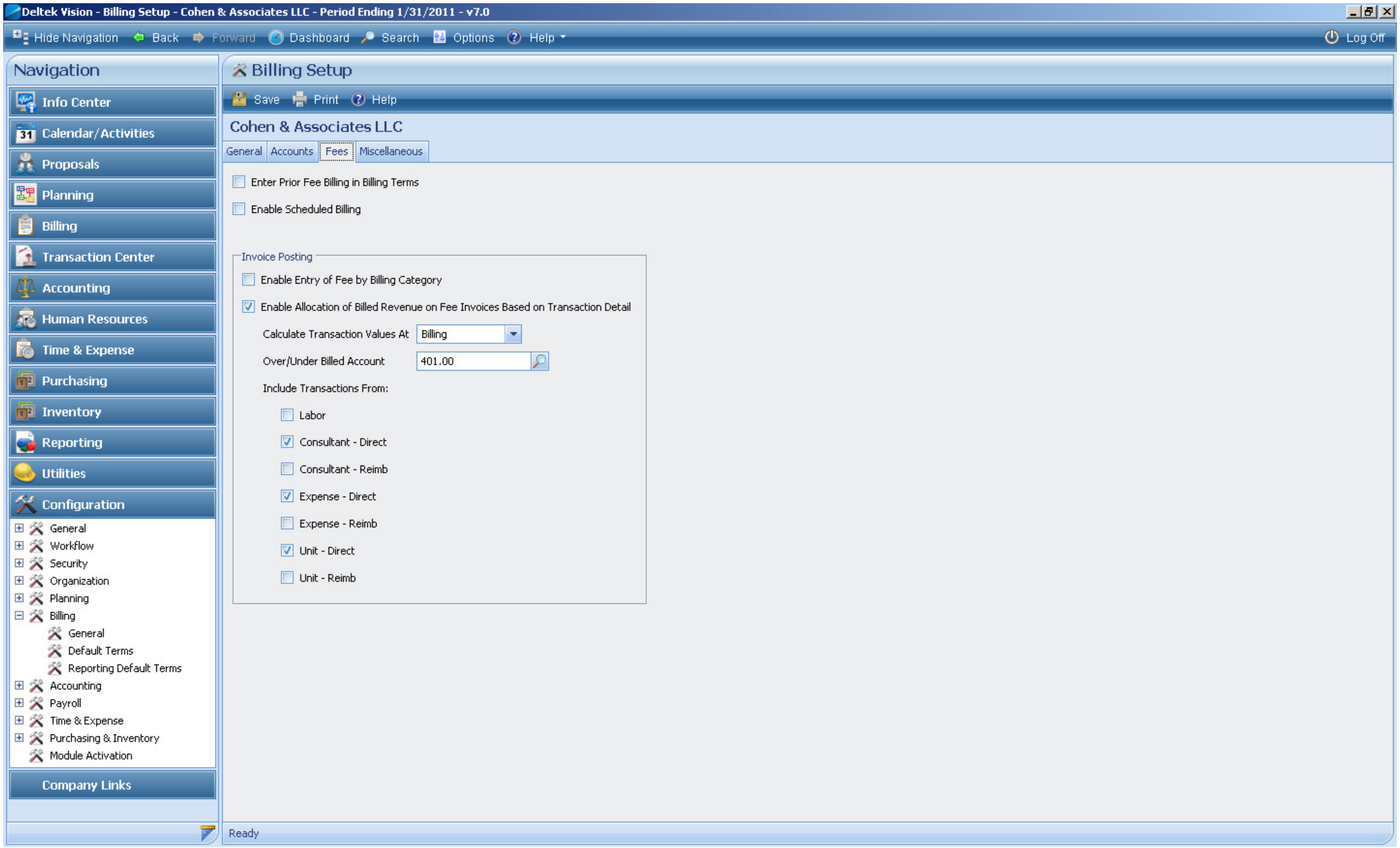
- **Who will use it**
  - FMS conversion clients
  - Clients with large percentages of fee based invoices

- **Why will they use it?**
  - Ability to automatically allocate revenue correctly between revenue accounts
  - More accurate reporting of profitability by revenue category
  - Required for accurate tracking of revenue by employee (employee realization)

Vision Areas Impacted

- Billing Configuration
- Accounting Company Configuration
- Billing Terms
- Interactive/Batch Billing
- Invoice Transaction Detail Report

Billing Configuration



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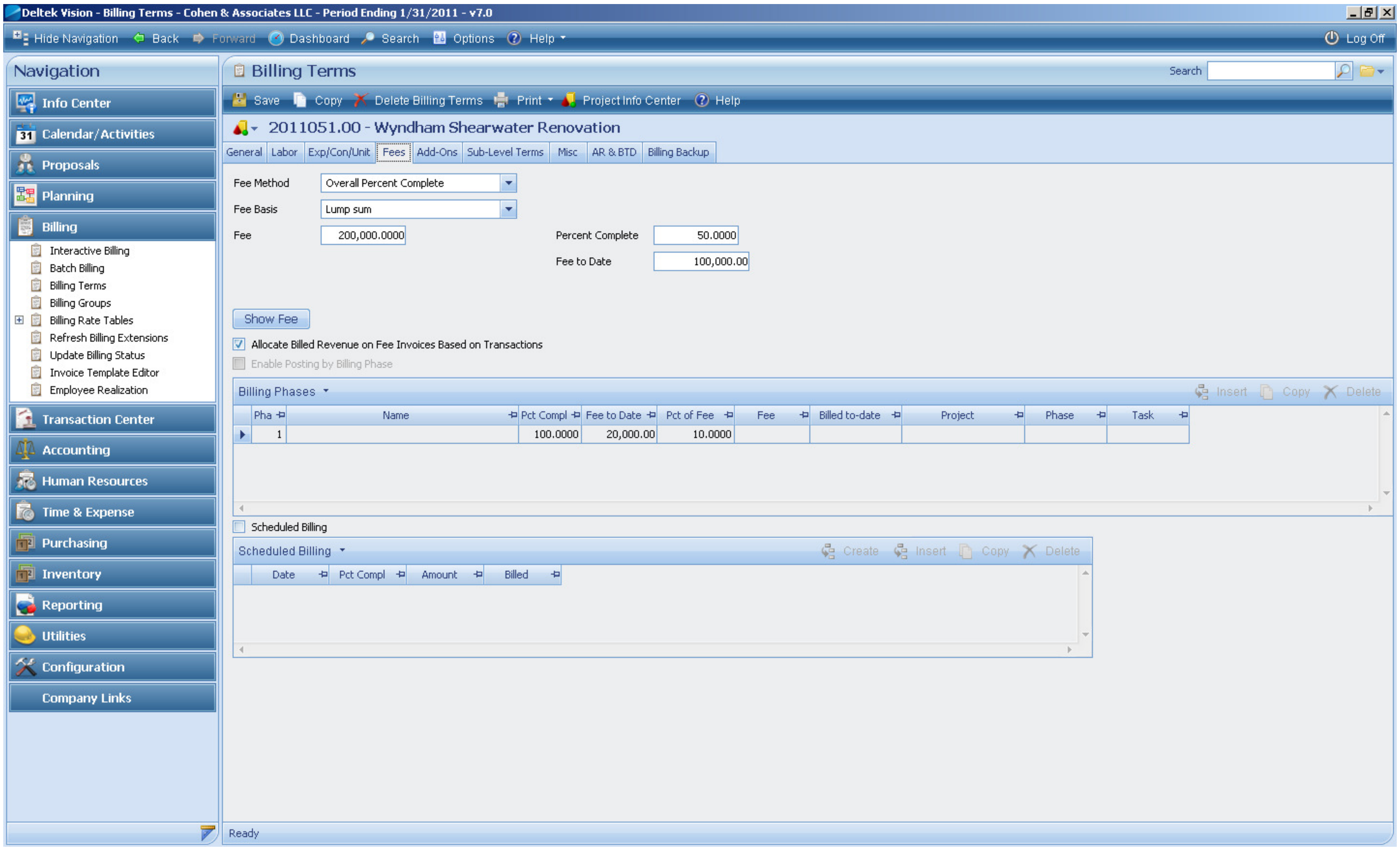
Billing Terms



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Employee Realization

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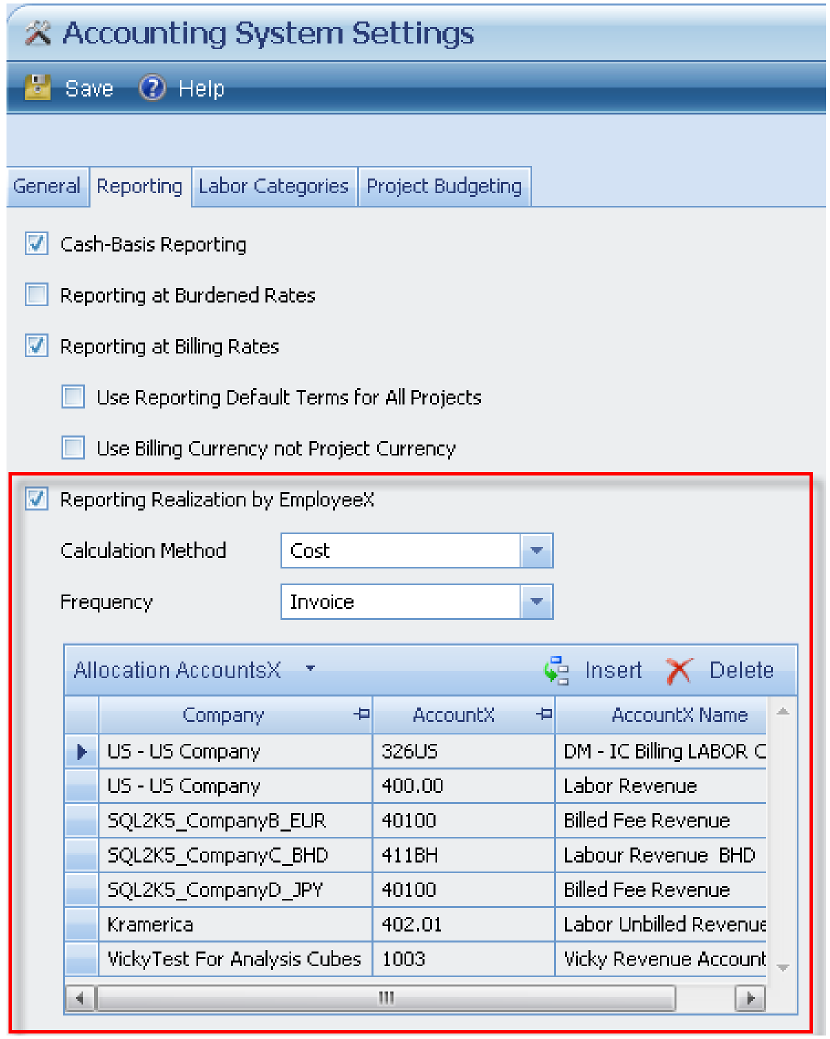
Why do this?

- Ability to see actual billed amounts by employee (rather than potential bill value)
- Ability to see a “profitability” by employee
- Some companies use the realization amounts when calculating bonuses.

How do we do this?

- Allow the user to select for this to run:
  - When Invoicing
  - Manually: By Period
- Screens allow customer to change allocation

Configuration\Accounting\System\Reporting



Only accounts assigned here will be used to allocate realization to time records.

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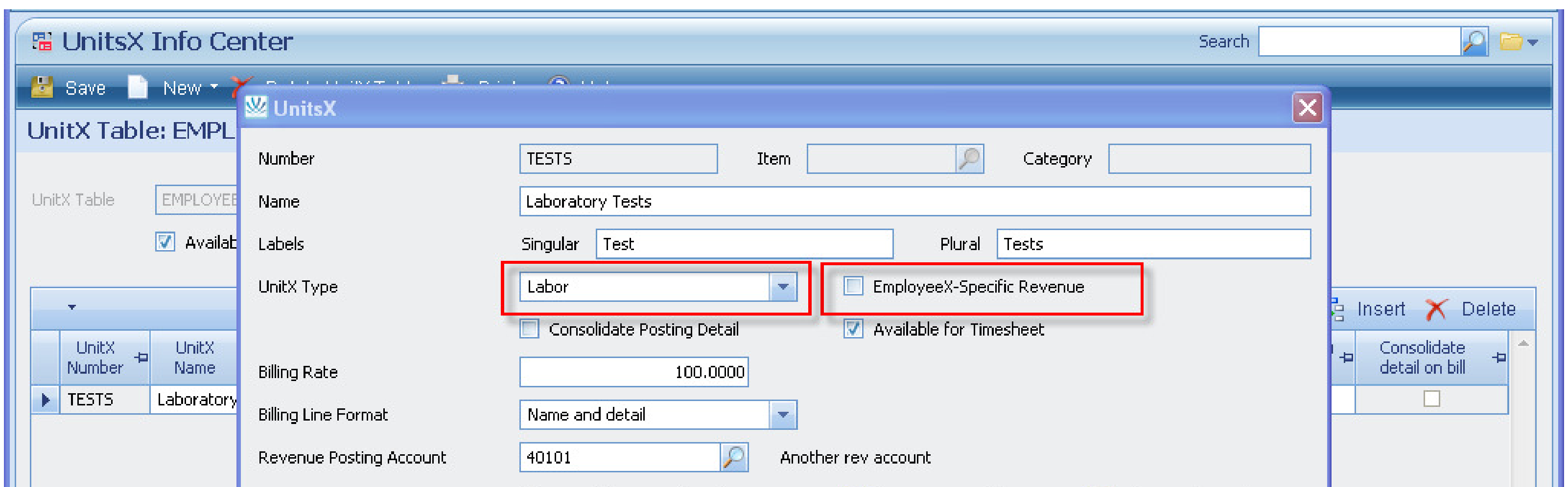
Options

- Calculation Methods
  - Cost
  - Billing
  - Hours

- Frequency
  - Invoicing
  - Periodic

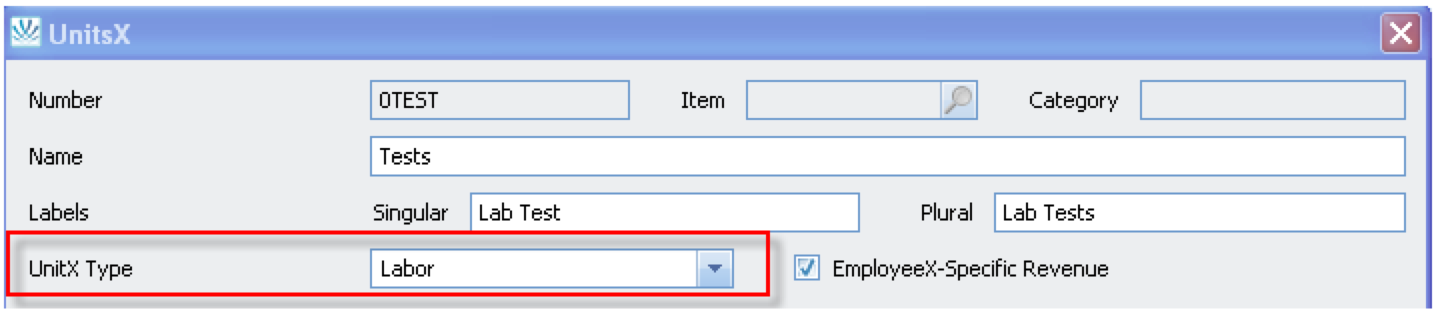
Another way to affect Realization: Units

- Vision allows for Units to be assigned to a specific employee.
- The employee receives the bill value for that unit.
- On Time and Material billing users must invoice their clients for Units (Tests, Expert Testimony, Travel Day, On Site, etc.) and cannot show the hours to complete the work on the invoice
- However, they want that Unit income applied back to a specific employee.
- Normally these units should have a zero cost but a bill rate. The cost is coming from the time records.

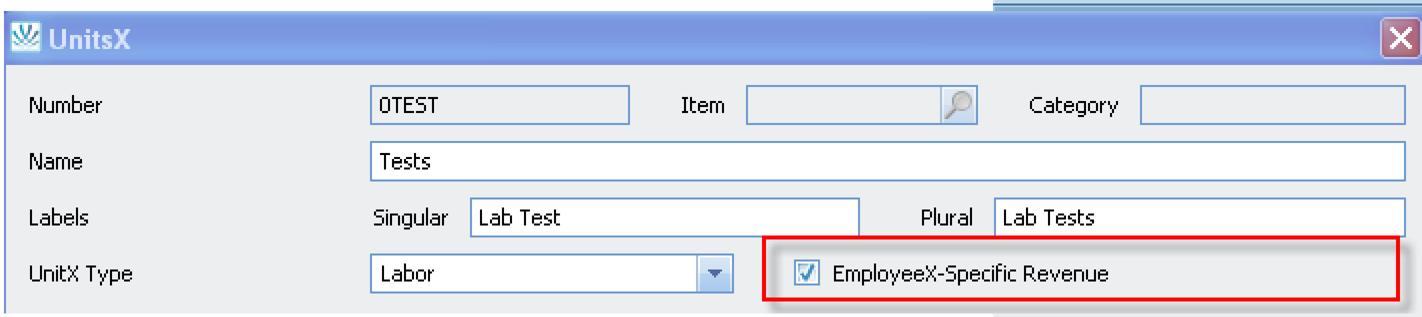


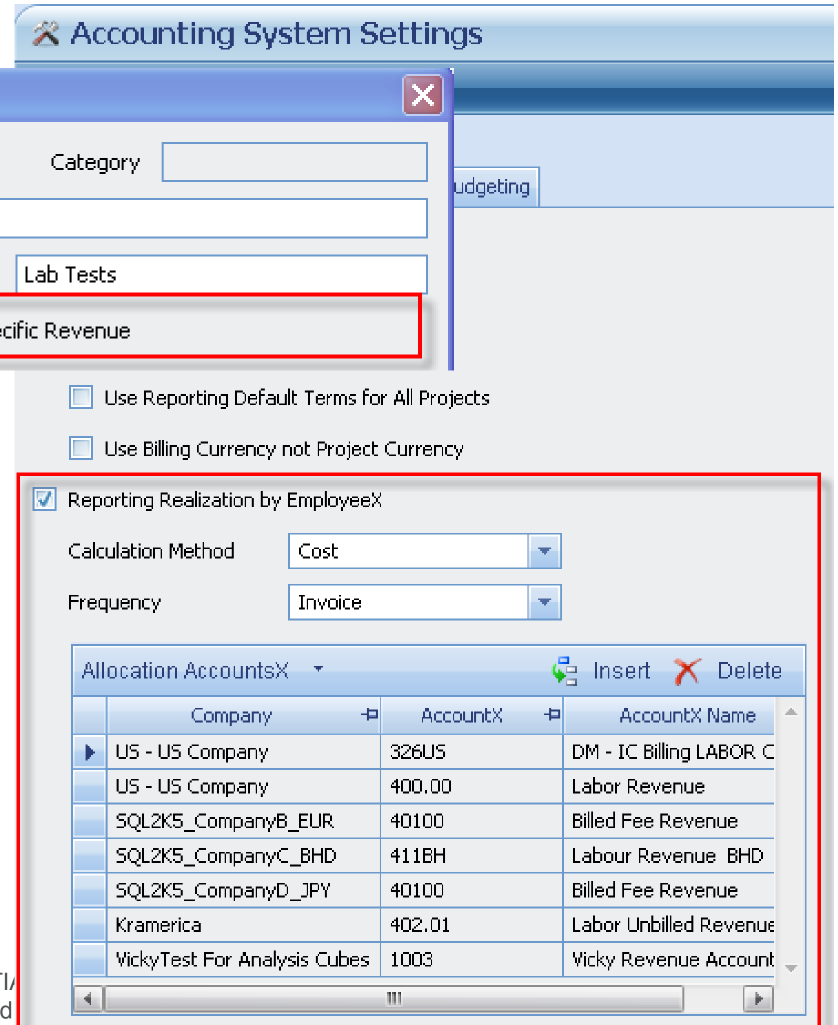
Unit Type

- Unit Type is a new feature
- It is used for reporting purposes only
- Customers can defined their own values for Type
- Unit Type in no way affects Realization calculations.



Employee Specific Revenue





- Employee Specific Units must be assigned to an employee (Transaction Center, Units on Time Sheets or Interactive Billing Unit Inserts)
- Employee Specific Revenue Units must use a Revenue account listed within Configuration.

Employee Units and Reports

Employee Labor Detail shows employee specific Units.

EmployeeX Labor Detail

Wednesday,

US - US Company

For the period 6/1/2009 - 6/30/2009

	Date	LaborCode Singular/ UnitX	Period	Regular Hours	Total Ovt Hrs	Total Hours	Total Billing	Total Realization
EmployeeX: 0A0001 Apple, William								
Project: 00000000.012 NEw project without billing terms								
Phase: 02 Phase 02								
Task: 0XYZ xyz task								
	5/27/2009	R4:00V:0N	06/2009	8.00		8.00	160.00	160.00
	5/27/2009	UnitX/UnitX Table	06/2009					1,000.00
	5/28/2009	R4:00V:0N	06/2009	8.00		8.00	160.00	160.00
	5/28/2009	UnitX/UnitX Table	06/2009					1,200.00
	5/29/2009	R4:00V:0N	06/2009	8.00		8.00	160.00	160.00
	5/29/2009	UnitX/UnitX Table	06/2009					1,400.00
Total for 0XYZ				**24.00**		**24.00**	**480.00**	**4,080.00**
Total for 02				**24.00**		**24.00**	**480.00**	**4,080.00**

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New Report: Unit Detail

UnitX Detail

Wednesday, August 03, 2011
8:11:00 AM

US - US Company

EmployeeX Number	EmployeeX Name	Period	UnitX Table	UnitX Number	UnitX Name	UnitX Quantity	UnitX Cost Rate	UnitX Bill Rate	UnitX Cost Amount	UnitX Bill Amount
Project Number: 00000000.012 NEw project without billing terms										
Phase Number: 02 Phase 02										
Task Number: 0XYZ xyz task										
0A0001	Apple, William	200906	TEST	0TEST	Tests	10.000		100.00		1,000.00
0A0001	Apple, William	200906	TEST	0TEST	Tests	12.000		100.00		1,200.00
0A0001	Apple, William	200906	TEST	0TEST	Tests	14.000		100.00		1,400.00
Total for 0XYZ						**36.000**				**3,600.00**
Total for 02						**36.000**				**3,600.00**
Total for 00000000.012						**36.000**				**3,600.00**
Final Totals						**36.000**				**3,600.00**

v7.0.000 (ADMIN) -

Page 1 of 1

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New Accounts Receivable Report

Invoice Transaction Detail

Wed

US - US Company

Date	LaborCode Singular /AccountX	EmployeeX/ Reference	Description	Hours/ UnitsX	Cost Amount	Billing Amount	Realization Amount	Billing Status
Project Number: 00000000.012 NEw project without billing terms								
Phase Number: 02 Phase 02								
Task Number: 0XYZ xyz task								
Invoice: 7								

	Total	Fees - PSR	Reimb&Consul	Taxes - PSR	Interest - P	Labor	Retainer - P	Add ons	Unit	Other
	3,800.00									3,800.00

Date	LaborCode Singular /AccountX	EmployeeX/ Reference	Description	Hours/ UnitsX	Cost Amount	Billing Amount	Realization Amount	Billing Status
Labor:								
1/1/1990	04:00G:0A	000001	Jones, Tom	5.00	100.00	1,000.00	58.82	F
5/29/2009	R4:00V:0N	0A0001	Apple, William	8.00	80.00		1,247.06	D
5/28/2009	R4:00V:0N	0A0001	Apple, William	8.00	80.00		1,247.06	D
5/27/2009	R4:00V:0N	0A0001	Apple, William	8.00	80.00		1,247.06	D
Total for Labor:				**29.00**	**340.00**	**1,000.00**	**3,800.00**	
Expenses:								
5/29/2009	0TEST	UN 2	Tests / 14.0 Lab Tests @ 0 14.0 Lab Tests	14.00		1,400.00		F
5/28/2009	0TEST	UN 2	Tests / 12.0 Lab Tests @ 0 12.0 Lab Tests	12.00		1,200.00		F
5/27/2009	0TEST	UN 2	Tests / 10.0 Lab Tests @ 0 10.0 Lab Tests	10.00		1,000.00		F
Total for Expenses:				**36.00**		**3,600.00**		
Total for 7					**340.00**	**4,600.00**	**3,800.00**	
Total for 0XYZ					**340.00**	**4,600.00**	**3,800.00**	
Total for 02					**340.00**	**4,600.00**	**3,800.00**	

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New columns on Time Analysis

Time Analysis

Wednesday, August 03, 2011
9:46:30 AM

US - US Company

As of 6/30/2009

	Total Hours	Direct Hours	Indirect Hours	Benefit	Provisional Billing Rate	Realization Hours	Realization Amount	Real Hrs over Total	Real Hrs Over Std-Ben	Real Hrs Over Std	Realization Over Standard
0A0001 Apple, William											
MTD	56	56			190.88	44	8,442	79	79	20	
YTD	539	491	48		190.88	479	91,400	89	89	37	

v7.0.000 (ADMIN) - * Ratios: F = Realization Hours / Total , G = Realization Hours / (Std - Benefit) , H = Realization Hours / Std, Std hours calculated as of 6/30/2009

Page 1 of 1

Realization Hours is calculated as Realization Amount divided by Provisional Billing Rate (from Employee Info Center)

New Ratios exist that use Realization Hours

Realization Amount will include inserted records from Interactive Billing and values from Employee Specific Units

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Miscellaneous

- After the feature is enabled new time records will have default Realization Amount = BILLEXT
- Converted records will have Realization Amount = 0.00
- Refresh Billing Extensions on unbilled records will update the Realization amount on those records
- Customers can enter Labor Adjustments or Historical Labor with only realization amounts if they want to adjust realization amounts for employees (Time Analysis Report).

- When Voiding Invoices Deleted and Written off records will revert from Final Deleted (O) and Final Written off (X) to Deleted (D) and Written Off (W) and display within Interactive Billing.
- Voiding an invoice will not reset realization amounts on time records when using BY INVOICE process. These will be recalculated when the next final invoice process occurs.

- When using BY INVOICE in configuration written off records are set to zero realization when Invoiced (Final Written Off status X).
- If an employee does not have rights to Realization within Roles and Configuration is set to BY INVOICE the process still runs when that employee creates an invoice (they just will not see the realization screen or any warning messages).
- When using BY PERIOD in configuration the written off records are set to zero realization when the BY PERIOD process is run.

- Credit Memo transactions will affect\reduce Realization (based on allocation accounts and time records available)

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Gains/Losses Support in Revenue Generation

What's Changed?

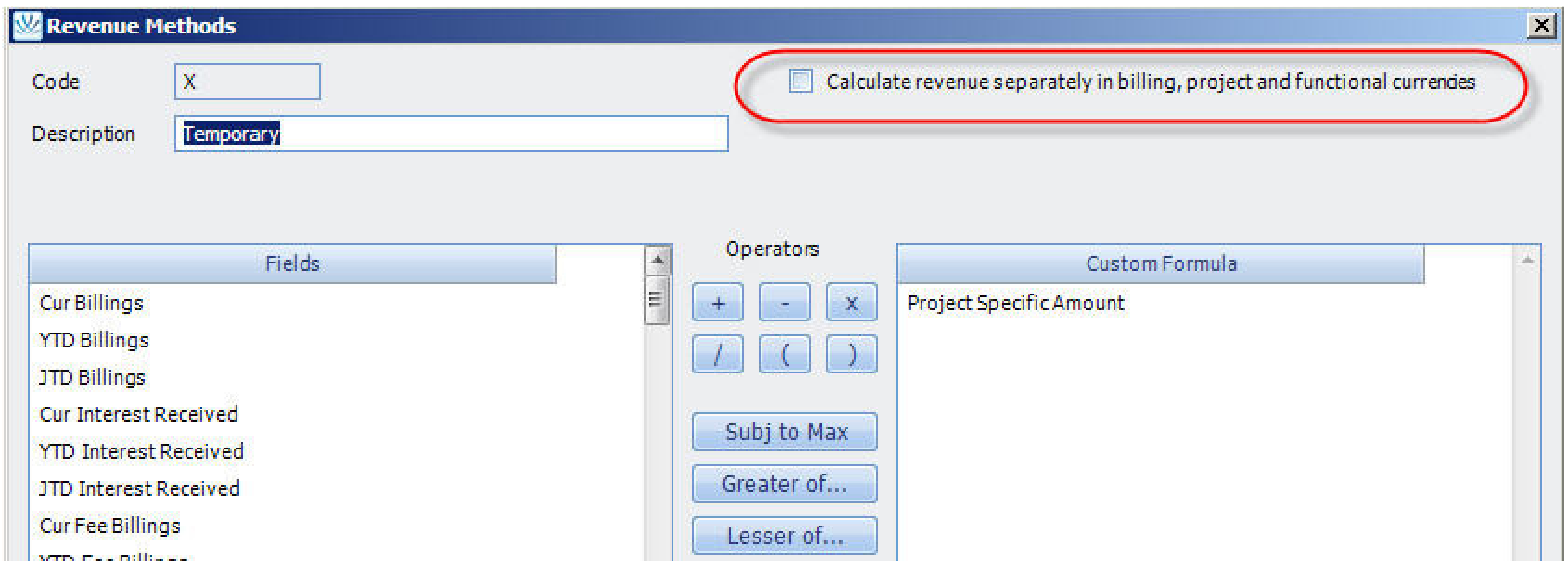
- Removed the Calculate Revenue Separately in Three Currencies option

- The Revenue Generation Process
  - Step 1 – Calculate Revenue
  - Step 2 – Analyze Unbilled Services
  - Step 3 – When Unbilled Services is Zero

- Gains Losses & Revaluation Report

Calculate Revenue Separately in Billing, Project, and Functional Currencies?

- This functionality has been removed from Vision
- It did not account for gains or losses on unbilled services
- User survey was conducted and results showed that users were not utilizing this functionality, and did not understand its purpose.



Revenue Generation Process

- Revenue is ALWAYS calculated in the Billing Currency. There has been no change in 7.0 regarding revenue calculations in the Billing Currency.

- Gains and Losses apply when the Billing Currency for a Project is different from the Functional Currency.
- Gains and Losses also apply when the Billing Currency of a project is different from the Project Currency.
  - In this presentation we are only dealing with the gains and losses entries to the Functional Currency.

- Step 1 – Calculate Revenue in the Billing Currency, and translate to the Functional Currency.
- Step 2 – Analyze Unbilled Services and adjust for gains and losses due to currency fluctuations.
- Step 3 – If Unbilled is Zero in the Billing Currency, adjust unbilled in the Functional Currency to Zero, and realize any gains or losses as Revenue.

Gains Losses & Revaluations Report

- The Gains Losses and Revaluations application does not calculate any adjustments to Unbilled Services, but it does display them in the report when the option is enabled:

Report Sections To Include

- [ ] Foreign Denominated Accounts
- [ ] Accounts Receivable
- [ ] Accounts Payable
- [x] Unbilled Services

Gains Losses and Revaluations Detail

Wednesday, January 18, 2012
3:36:50 PM

Europa Europe

For the period 01/2012

Bank/Invoice /Voucher	Project/ Vendor	Phase	Task	Account	Post Period	Post Seq	Trans. Type	Balance	Exchange Info	Calc. Functional Amount	Prior Functional Amount	Adjustment Amount
Unbilled Services												
Transaction Currency: USD												
				121.00	201201	65	LG			1,996.18		1,996.18
				121.00	201201	67	LG			1,458.91		1,458.91
				121.00	201201	72	LG			(3,455.09)		(3,455.09)
Total for [blank]												
Total for USD												
Total for Unbilled Services												

v7.0.100 (EUROPE) -

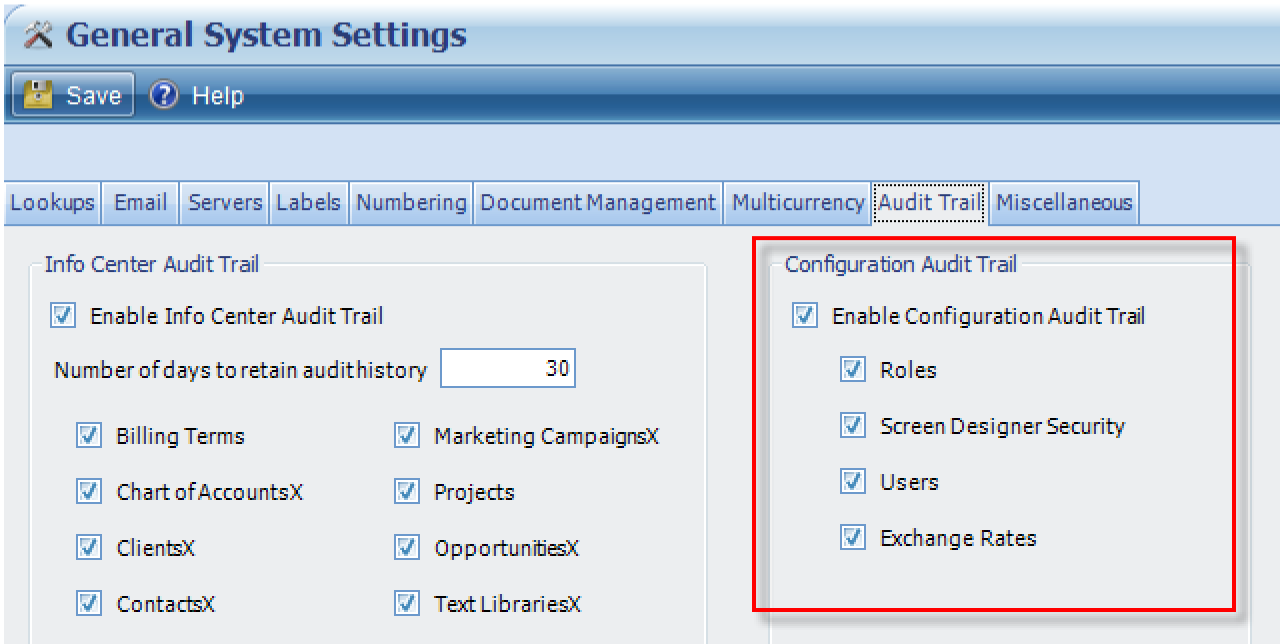
Page 1 of 1

Security features and Configuration Audit

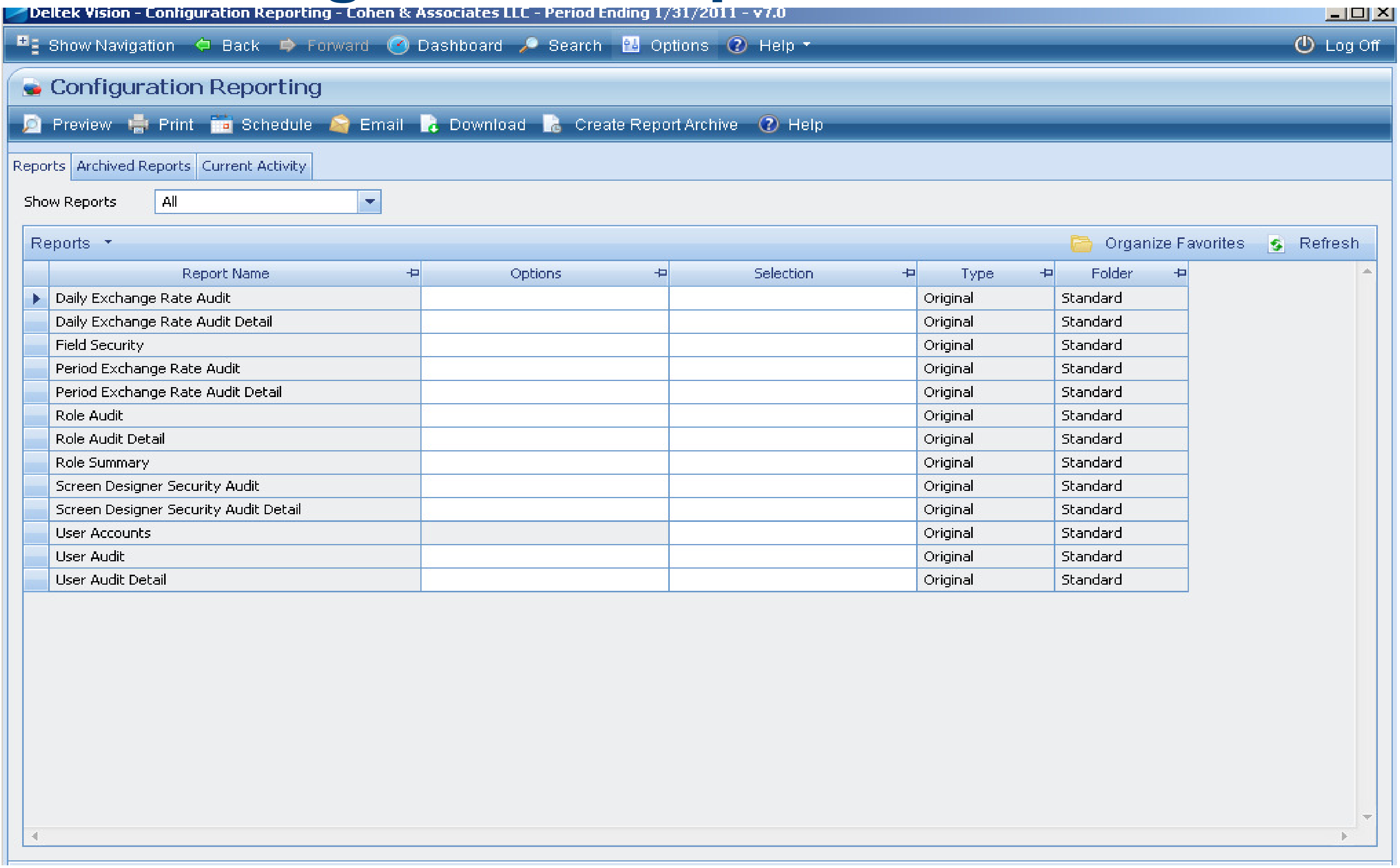
What have we got?

- New security reports and searches
- New “Self Service” checkbox
- New capability to see employees
- New auditing of specific configuration options

New Audit Trail Options



New Configuration Reports



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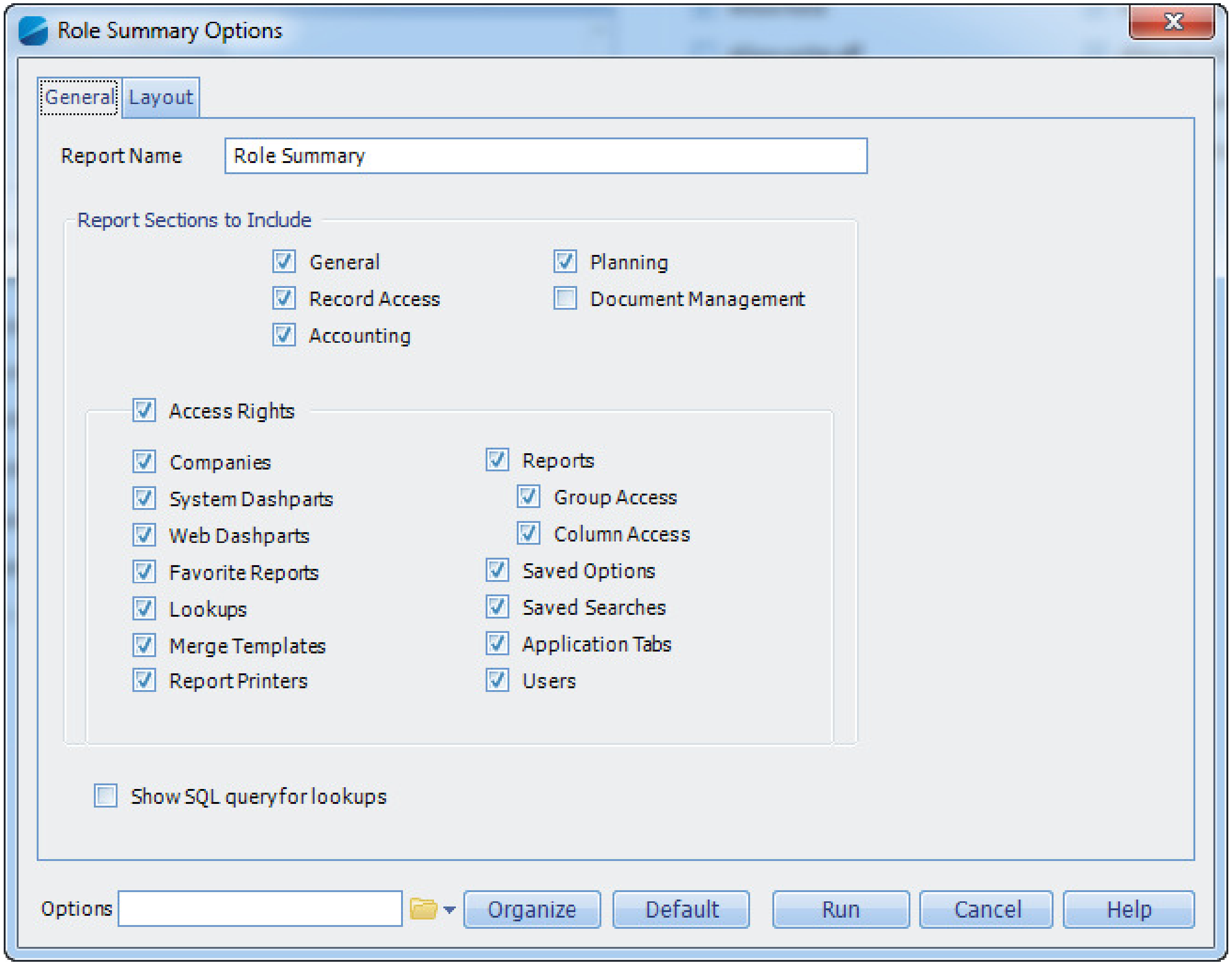
New ways to control report output



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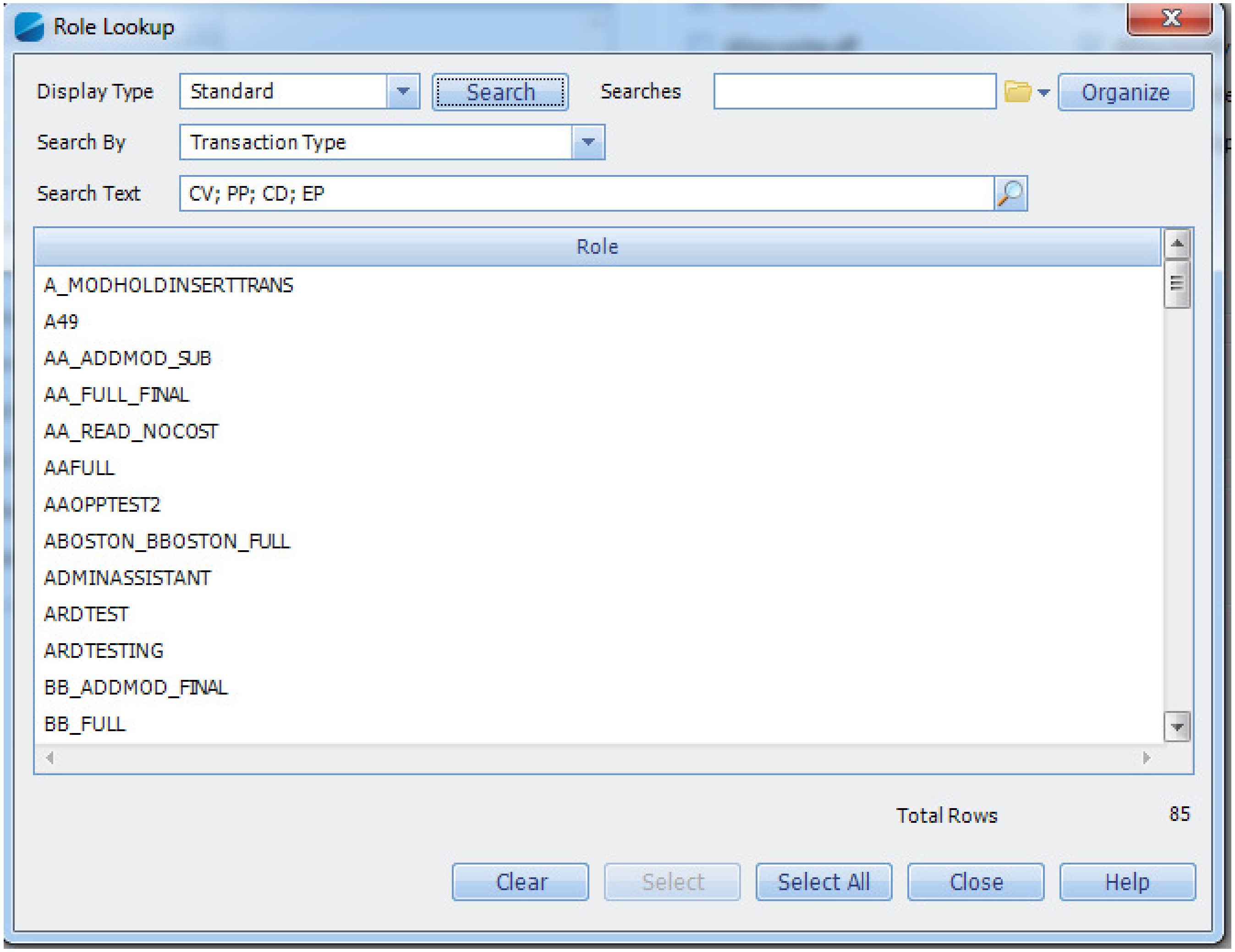
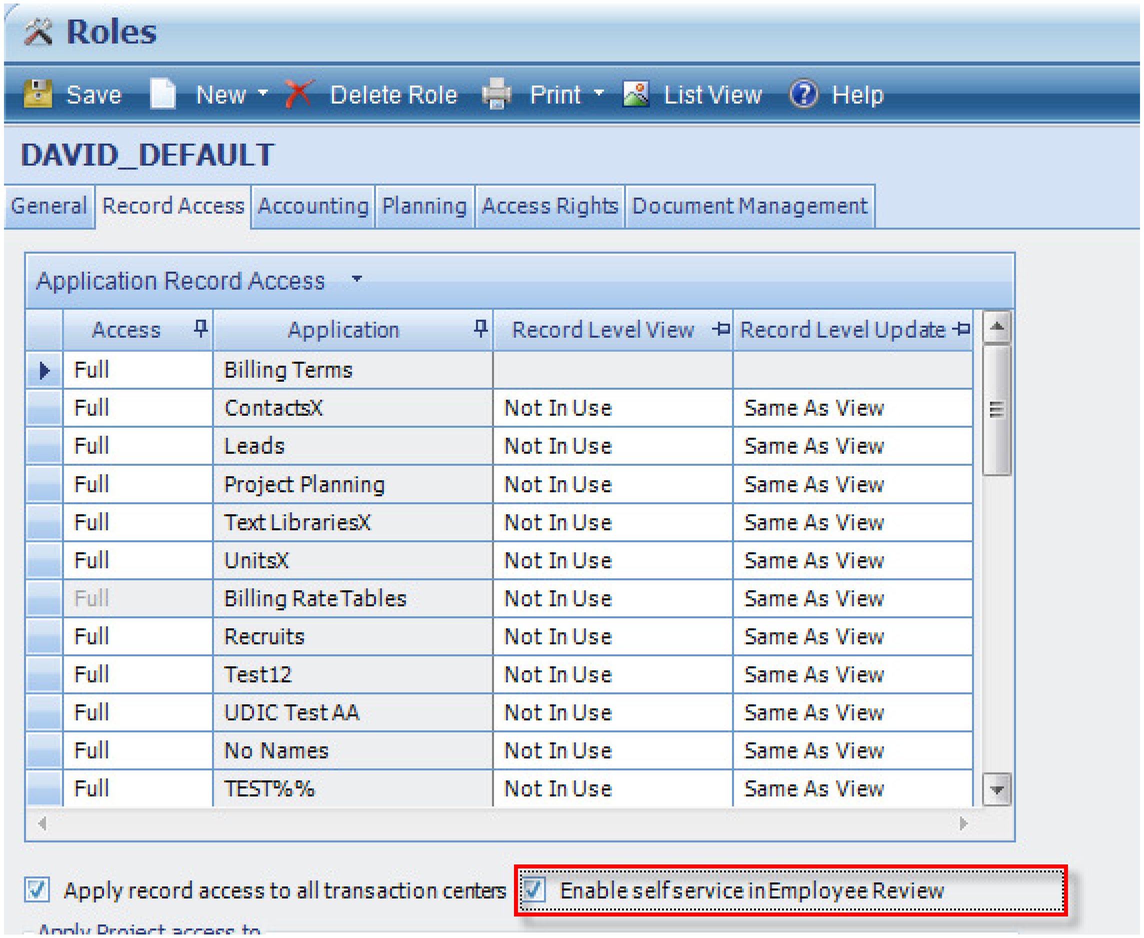
New ways to search for roles



New “Self Service” option



How it works now…..

- Employee Info Center\Employee Review:
  - Labor Amounts\Rates access still affects access to Employee Review
  - Converted users will not have box checked by default.
  - Employee Not Found message
- Human Resources\Employee Review
  - Does NOT use Labor Amounts\Rates access….uses only Self Service checkbox.

How it will work…..

- Labor Amounts\Rates access will not affect access to Employee Review
- If Self Service is checked then Employee Review menu option within Employee Info Center will be disabled for other employees (no more employee not found message).
- Converted users will have the box checked based on the following:
  - Labor Amounts\Rates = Full and access to Human Resources\Employee review is checked then leave the new checkbox UNCHECKED
  - Labor Amounts\Rates is NOT equal to Full and access to Human Resources\Employee review is checked then make the new checkbox be CHECKED
  - If access to the Human Resources\Employee Review is disabled then make the new checkbox be CHECKED

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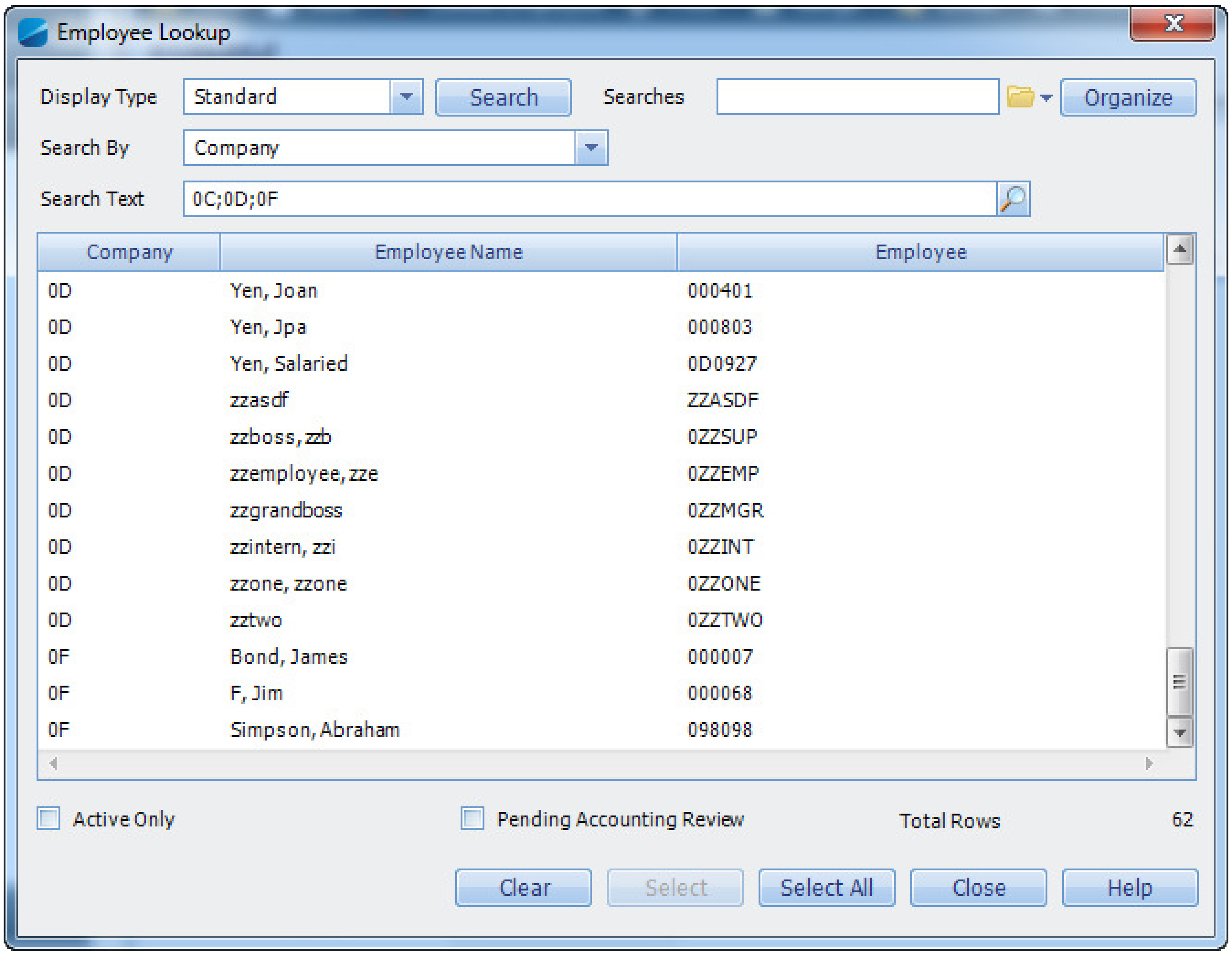
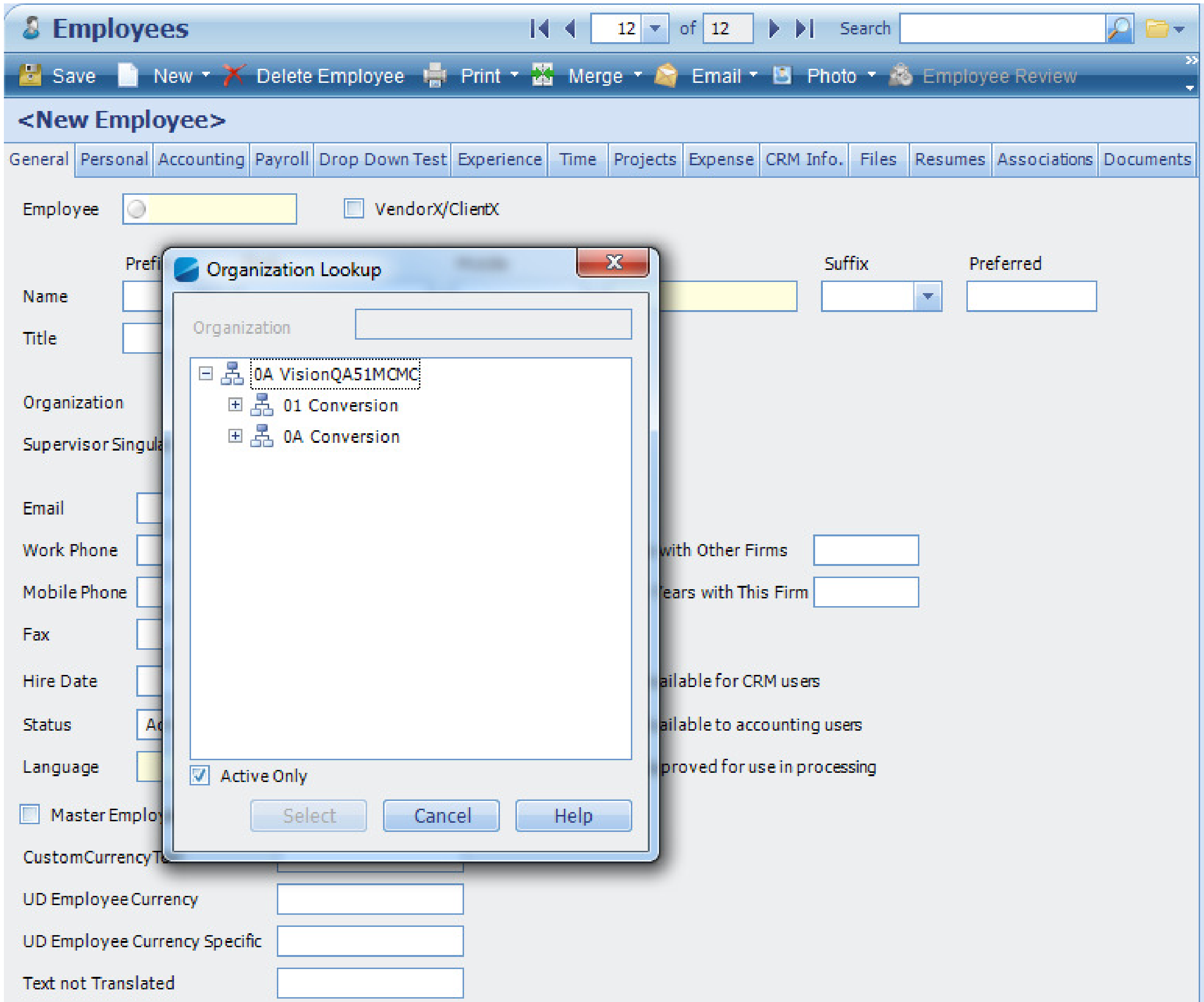
Ability to Access All Employees

- Access to employees within Employee Info Center is no longer limited by Company



Employees still must be created in their home company



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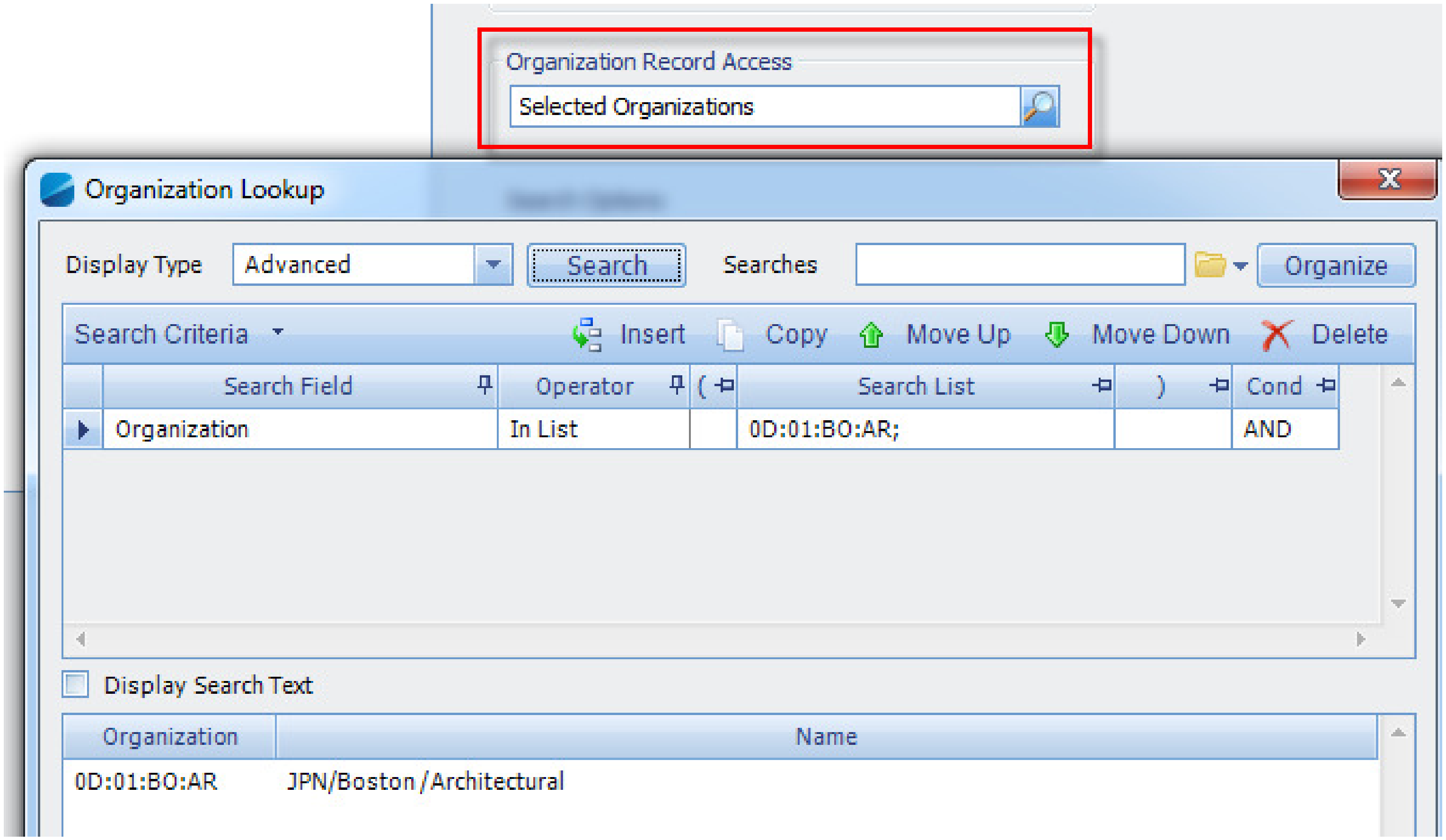
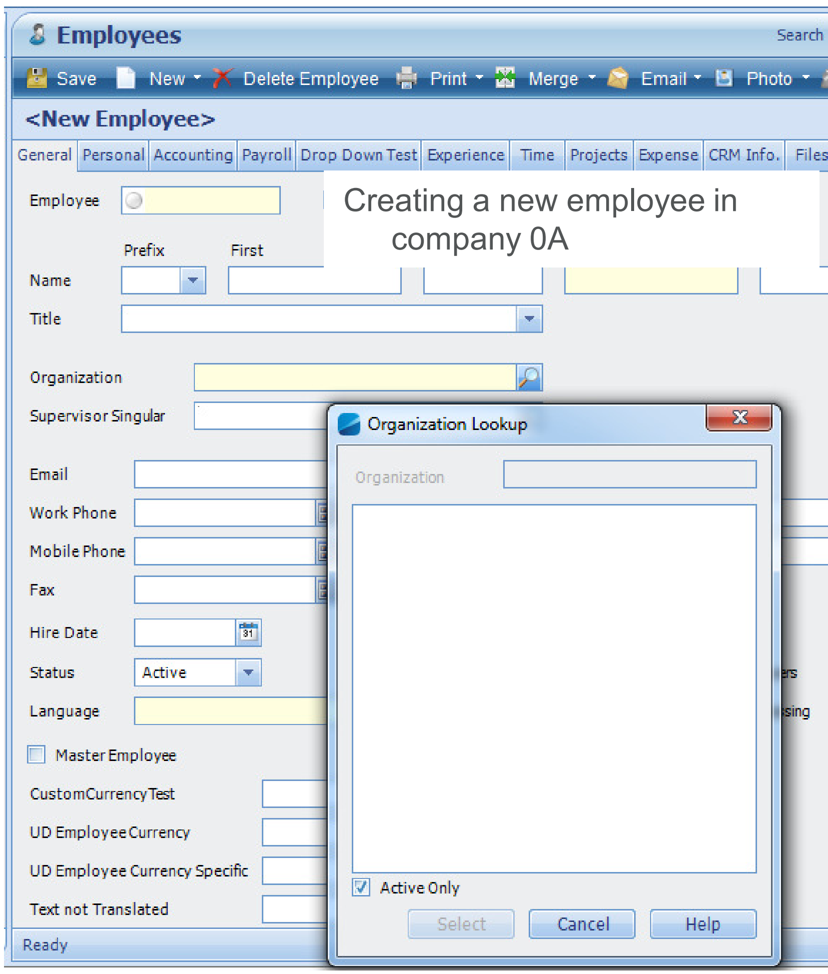
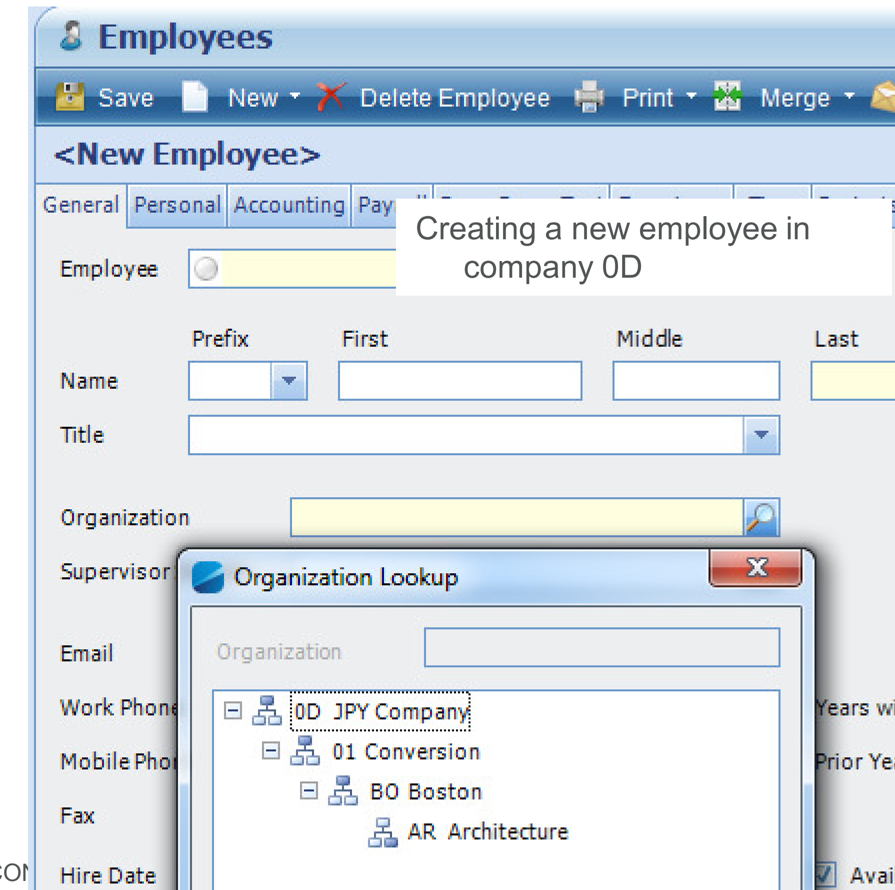
Role Organization Access and Employees



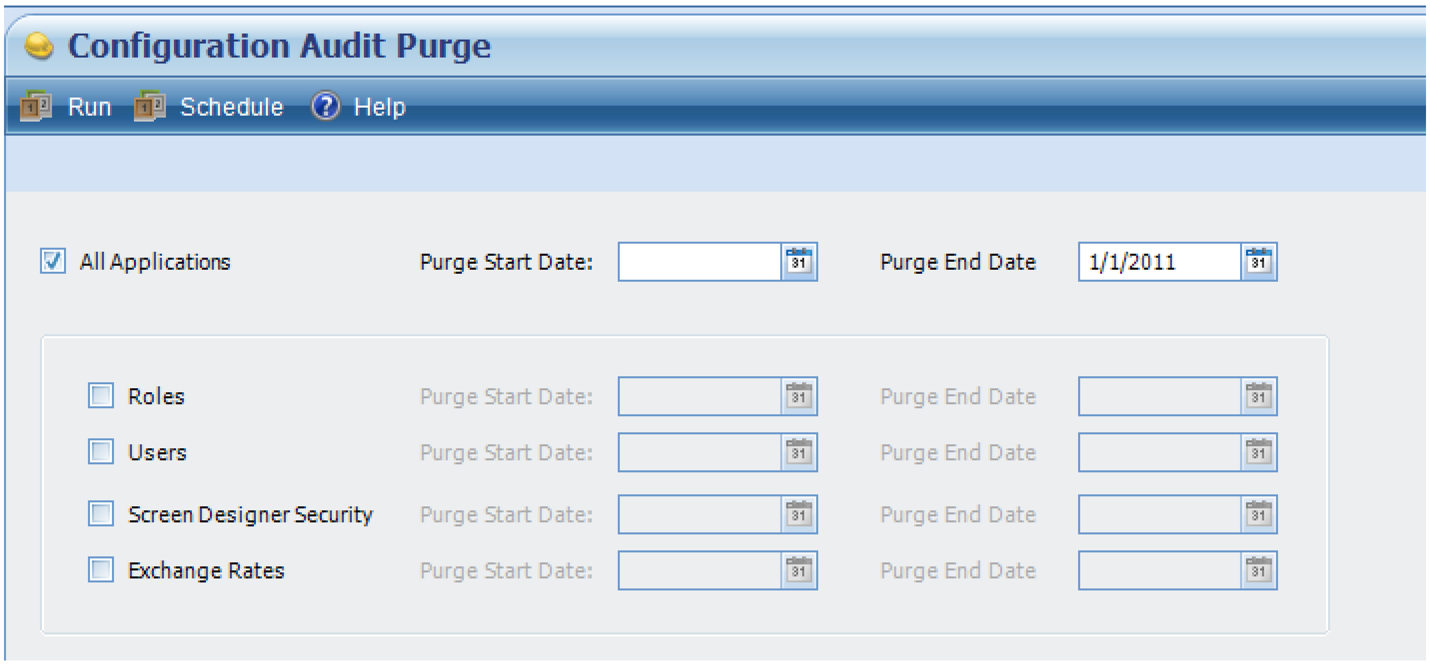
Limited Org Access

- I can still see all employees for all companies
- For Employees I can only create or assign org for my assigned Orgs (within the appropriate company)





Utilities\Advanced Utilities\Configuration Audit Purge



Planning: Generic Resources with Attributes

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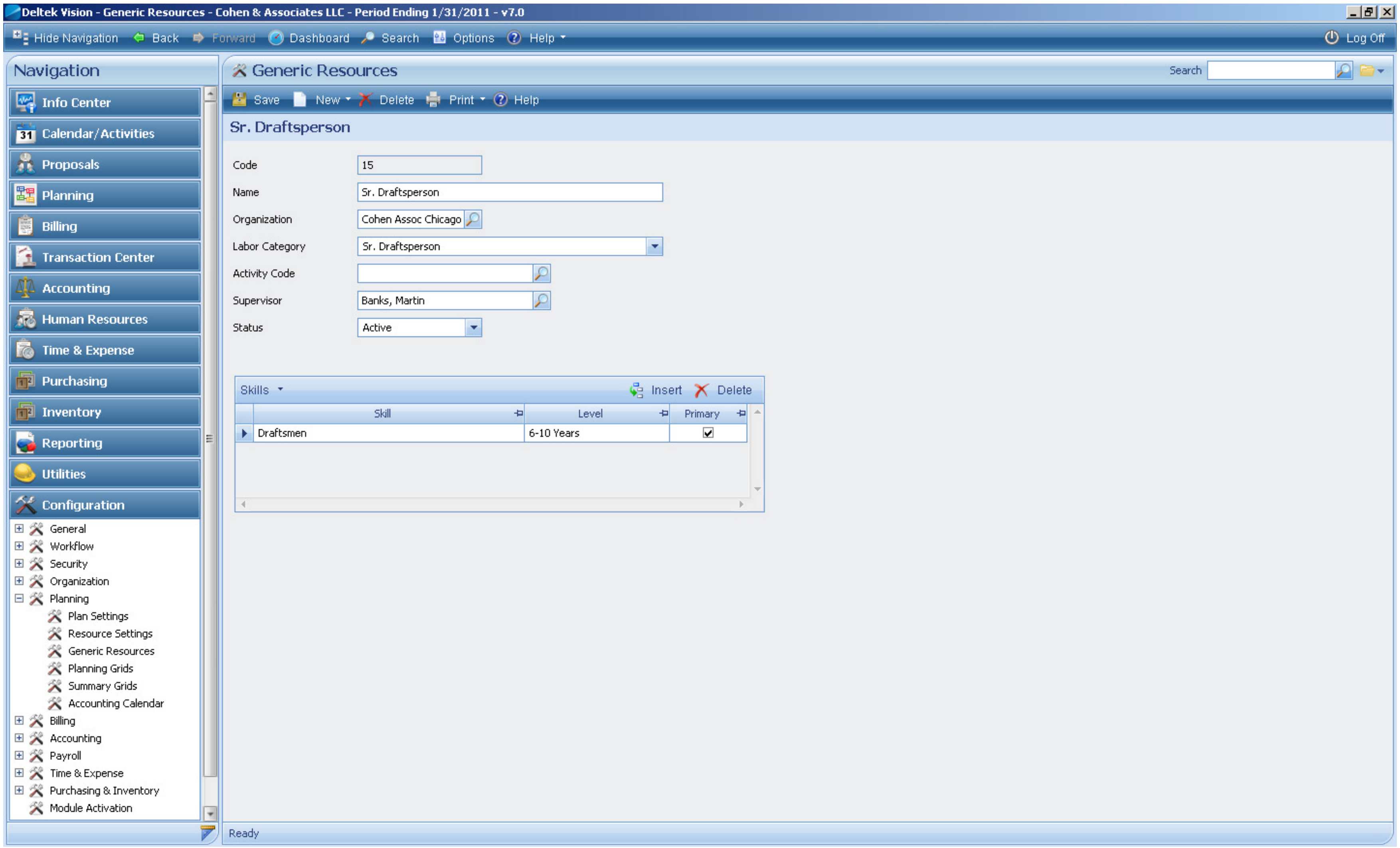
Feature Overview

- **Who will use it**
  - Larger firms using Resource Planning

- **Why will they use it?**
  - Ability to assign generic resources to office, skill sets, supervisors, etc. and have reports and resource management accurately reflect those attributes

Generic Resource Setup



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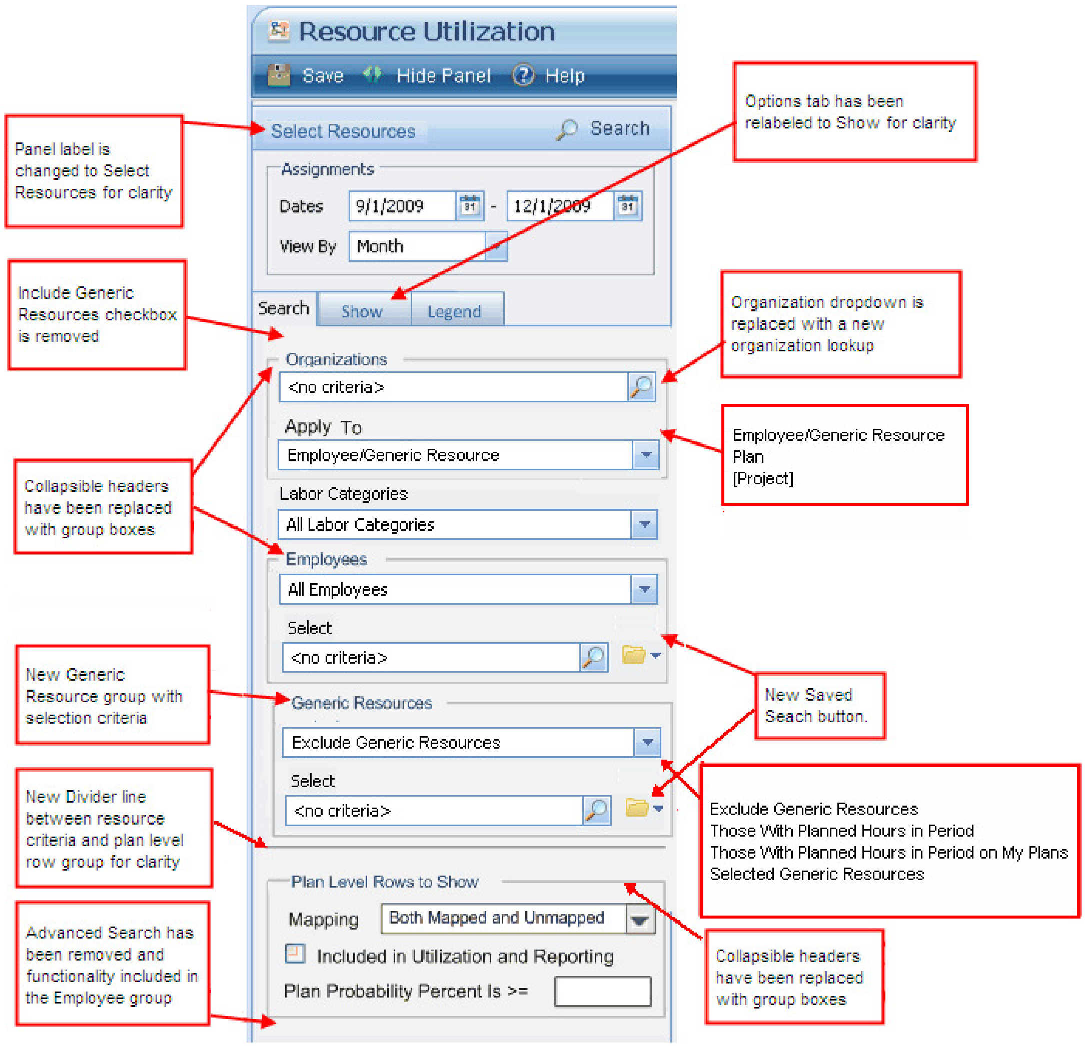
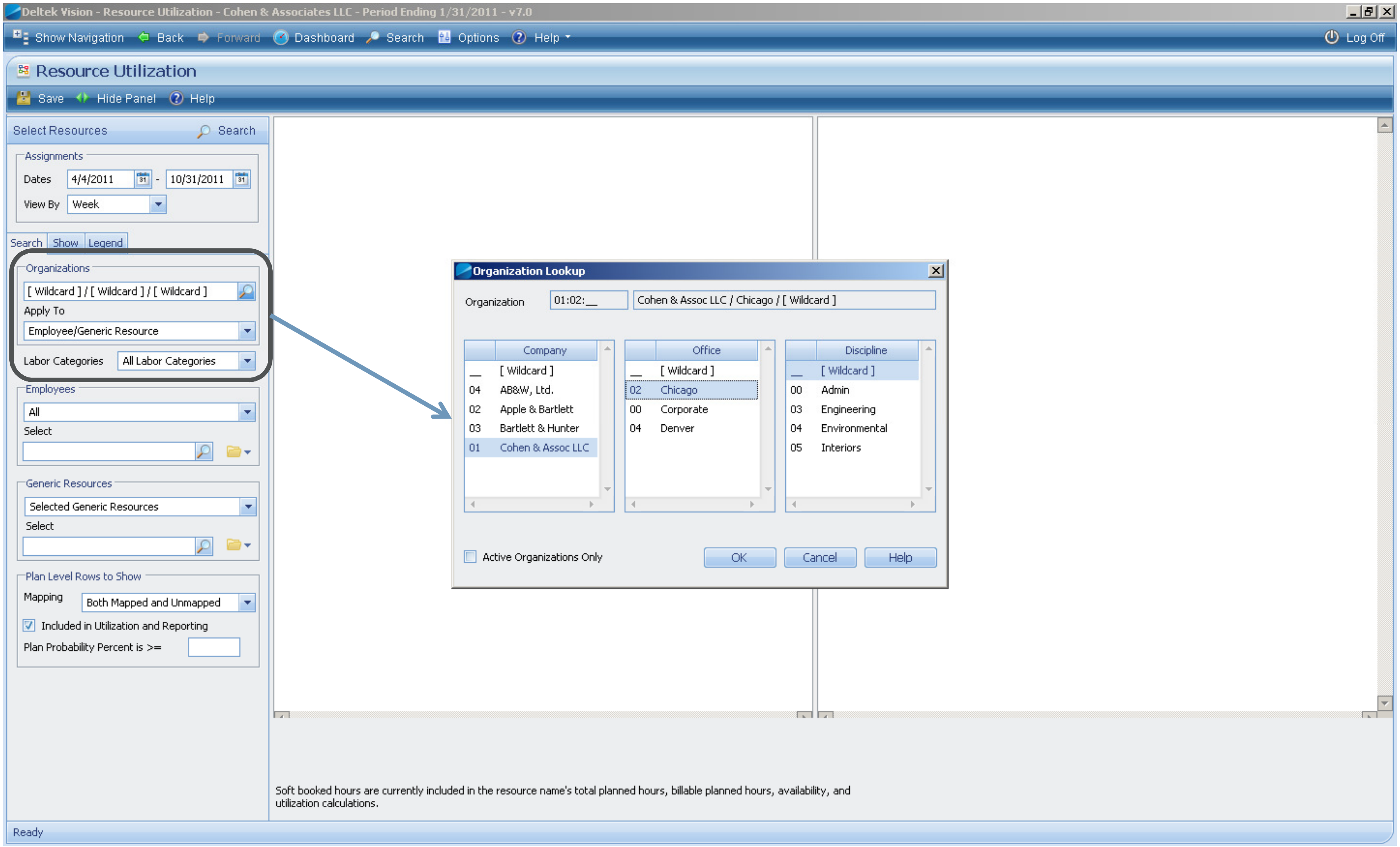
Resource Management



Organization Lookup



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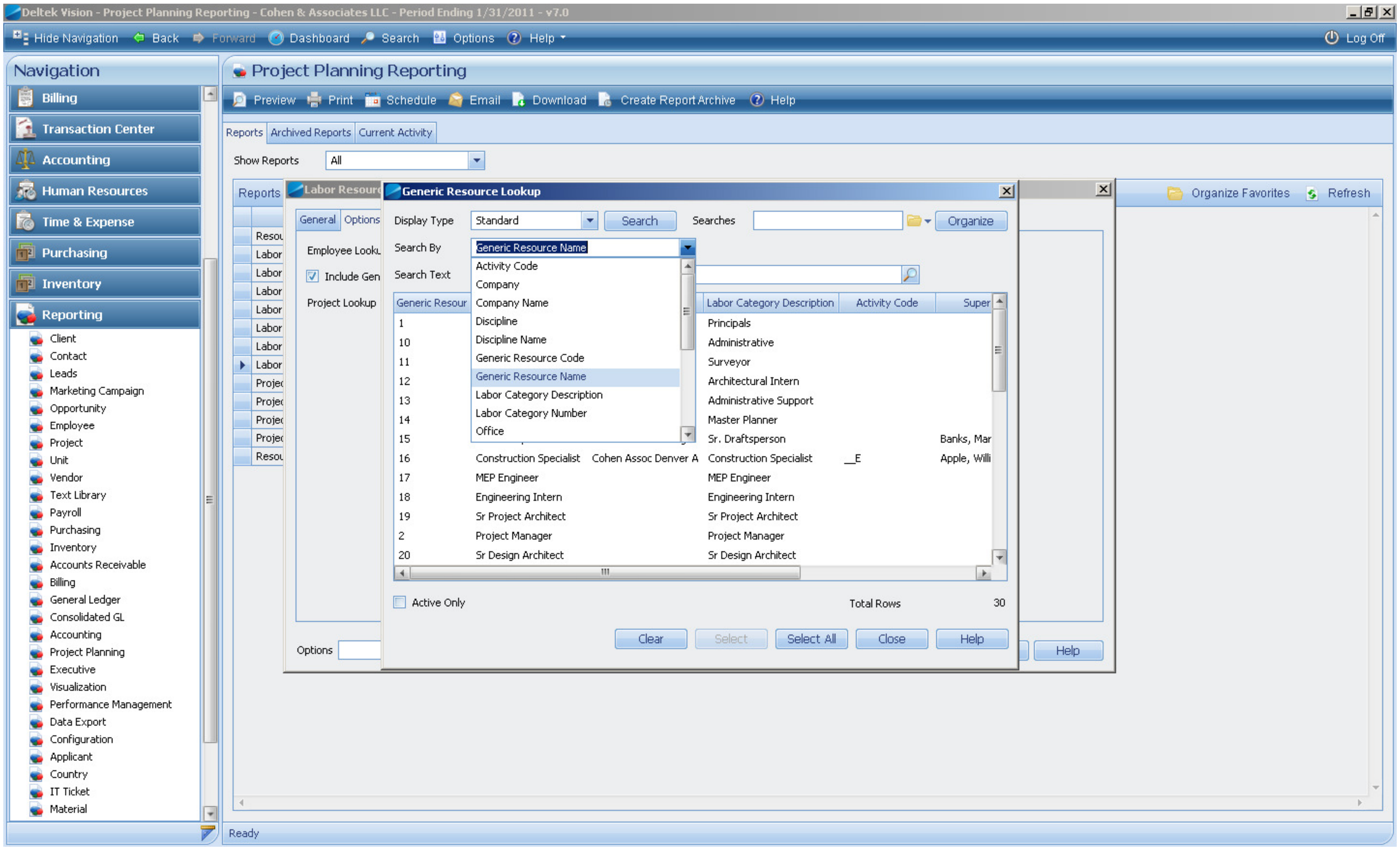
Generic Resource Search



Intercompany Invoice Access and Billing Rates

Agenda

- Why Do Customers Need Intercompany Invoice Access
- Review and Print Access to Intercompany Invoices
- Why Do Customers Need Flexible Intercompany Billing Terms
- Configuration / Setup for Intercompany Billing Terms
- Hierarchy of Intercompany Billing Terms

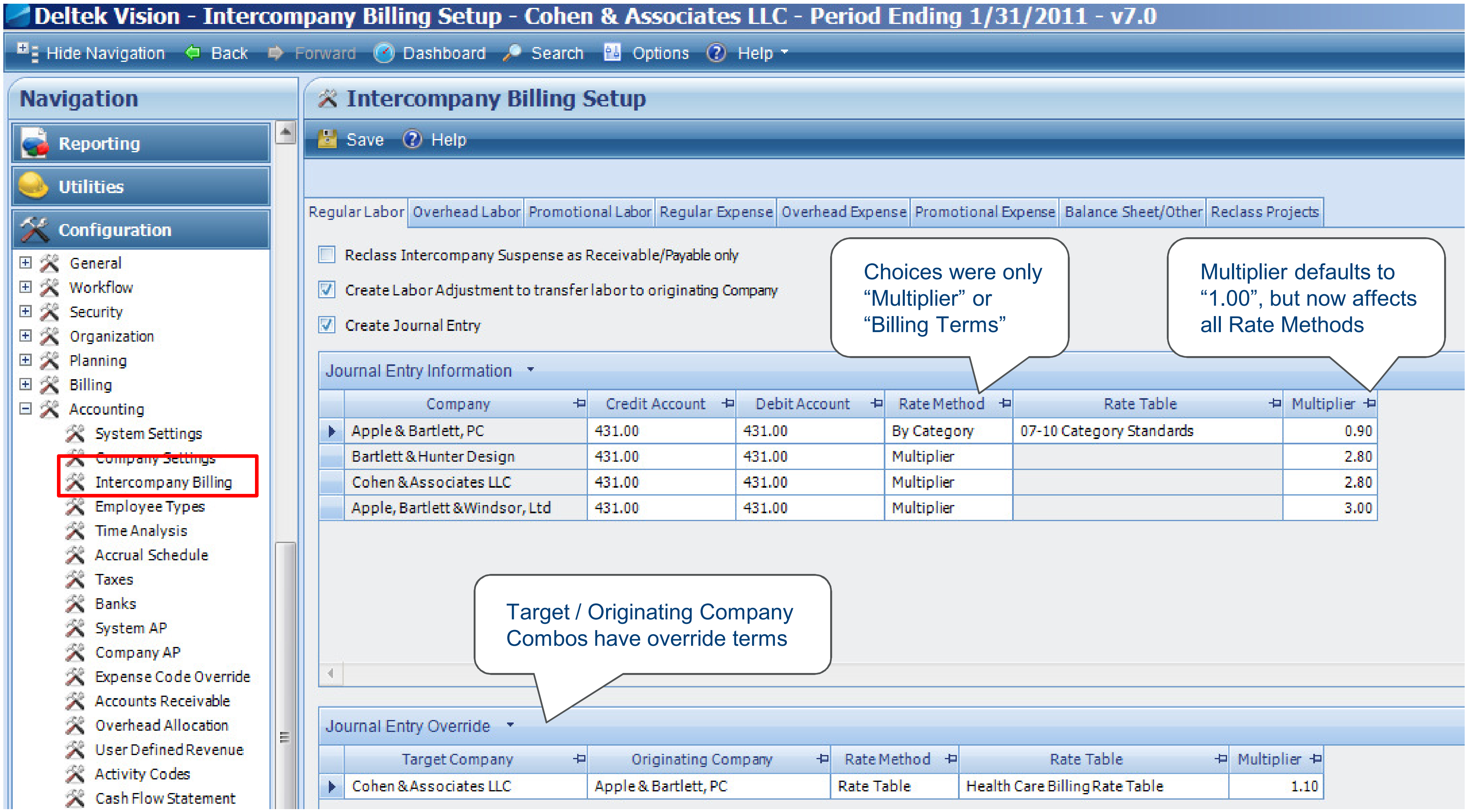
Need For Intercompany Invoicing Access

- Intercompany Invoices Were Not Available in Invoice Review or Project Review
- User Needed Intercompany Billing Access to Review or Print IC Invoices
- Customers Wanted Consistent Behavior For All Invoices

Need For Flexible Intercompany Billing Rates

- Previously, Direct Labor Had to Use Regular Billing Terms (“Retail Rates”) or a Multiplier. Overhead Labor Could Only Use a Single Multiplier
- Companies Have Different Cost Structures
  - So a multiplier of Retail Rates may be more appropriate
  - Each permutation of Companies may need different rates (A to B different than A to C)
- Flexibility Beyond “Multiplier of Cost” or “Retail Rate” For Critical or Particular Resources
- Overhead, Promotional and Balance Sheet Transactions Each Need Flexibility

Expanded Rate Methods For Intercompany Billing Setup



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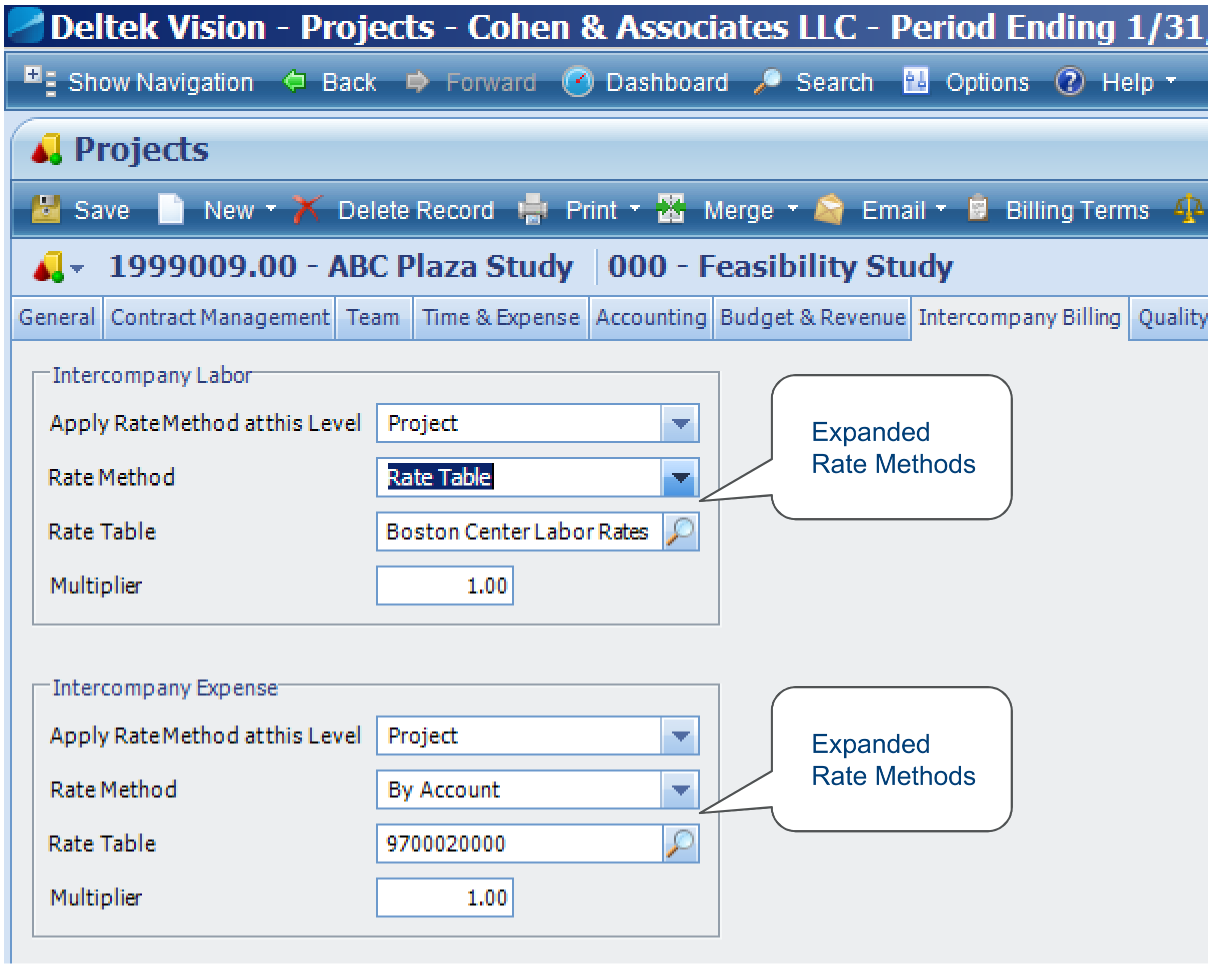
Project Info Center Overrides



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Hierarchy of IC Billing Terms

- Target Project Terms Are Dominate
  - If terms are found in Project Info Center for the WBS charged (“Target”), those terms are used
- Target / Originating Company Combo Has an Override
  - If terms are found on Journal Entry Override on Intercompany Billing Setup, those terms are used
- Target Company Has Terms
  - If Multiplier terms are found on Journal Entry Information on Intercompany Billing Setup, check Individual Org for Override Multiplier
    - If Individual Org Multiplier is non-zero, that multiplier is used
    - If Individual Org Multiplier is zero, JE Information multiplier is used
  - If non-Multiplier terms are found on Journal Entry Information on Intercompany Billing Setup, those terms are used

Vision Contract Management Basics

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Agenda

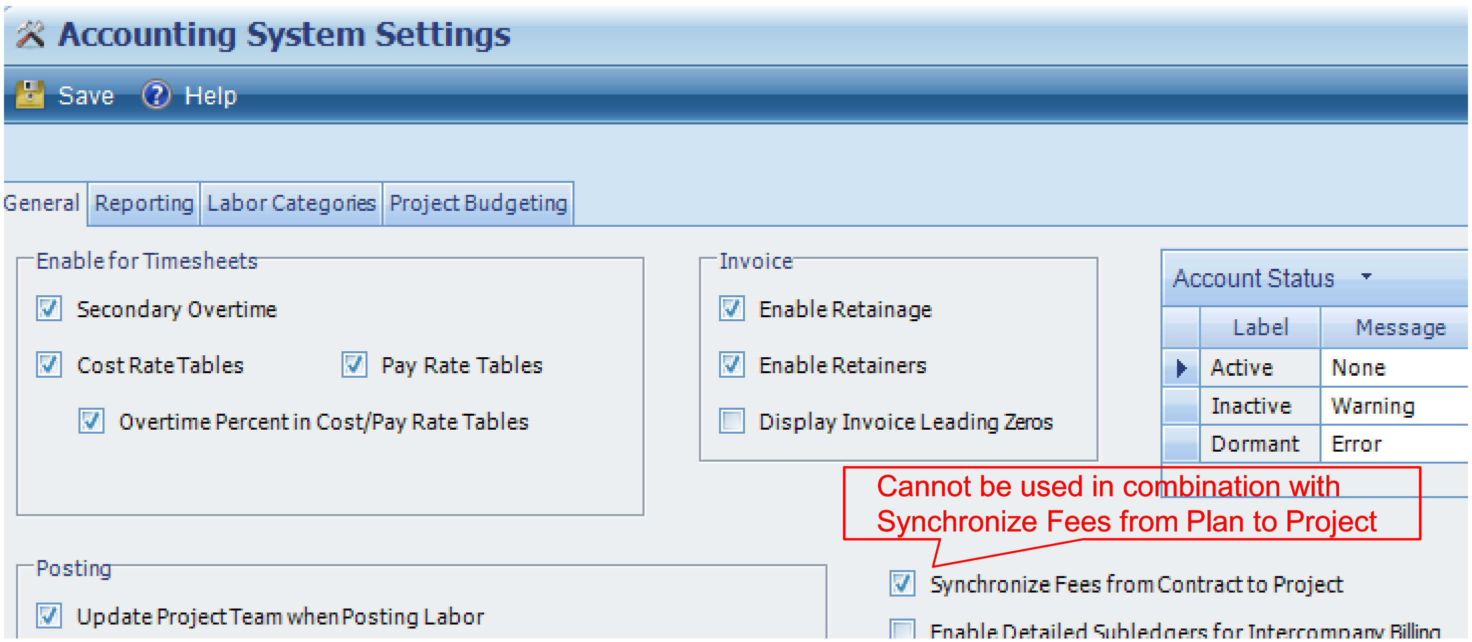
- Issues Contract Management Solves
- New and Added User Interface
- Options, Processing, Dependencies
- Impact on CRM, Accounting, Planning
- New Reporting Capabilities

Issues Contract Management Solves

- Deals with Contracts between Vision Customer and Their Clients
  - Not sub-contractor contract management
- Clarity in the Contract Negotiating Process
  - Brings transparency to the status and responsibilities
- Efficiency in coordinating many stakeholders
  - Sales, Finance, Project Managers and Clients all need consistency and well defined process
- Accuracy of Contract Administration
  - Integration throughout, one version of the truth
  - Documented contract values, with time metric
- Manage Sales Credits by Employee
  - Reporting to support incentives and accountability

New and Added User Interface

- A new 7.0 Feature, Not an Additional Module
  - Available to all Vision Core customers at no cost
  - Not available to “CRM only” customers
- Code Tables for Contract Status, Contract Type
- Accounting System Setting, Synchronize Fees from Contract to Project:



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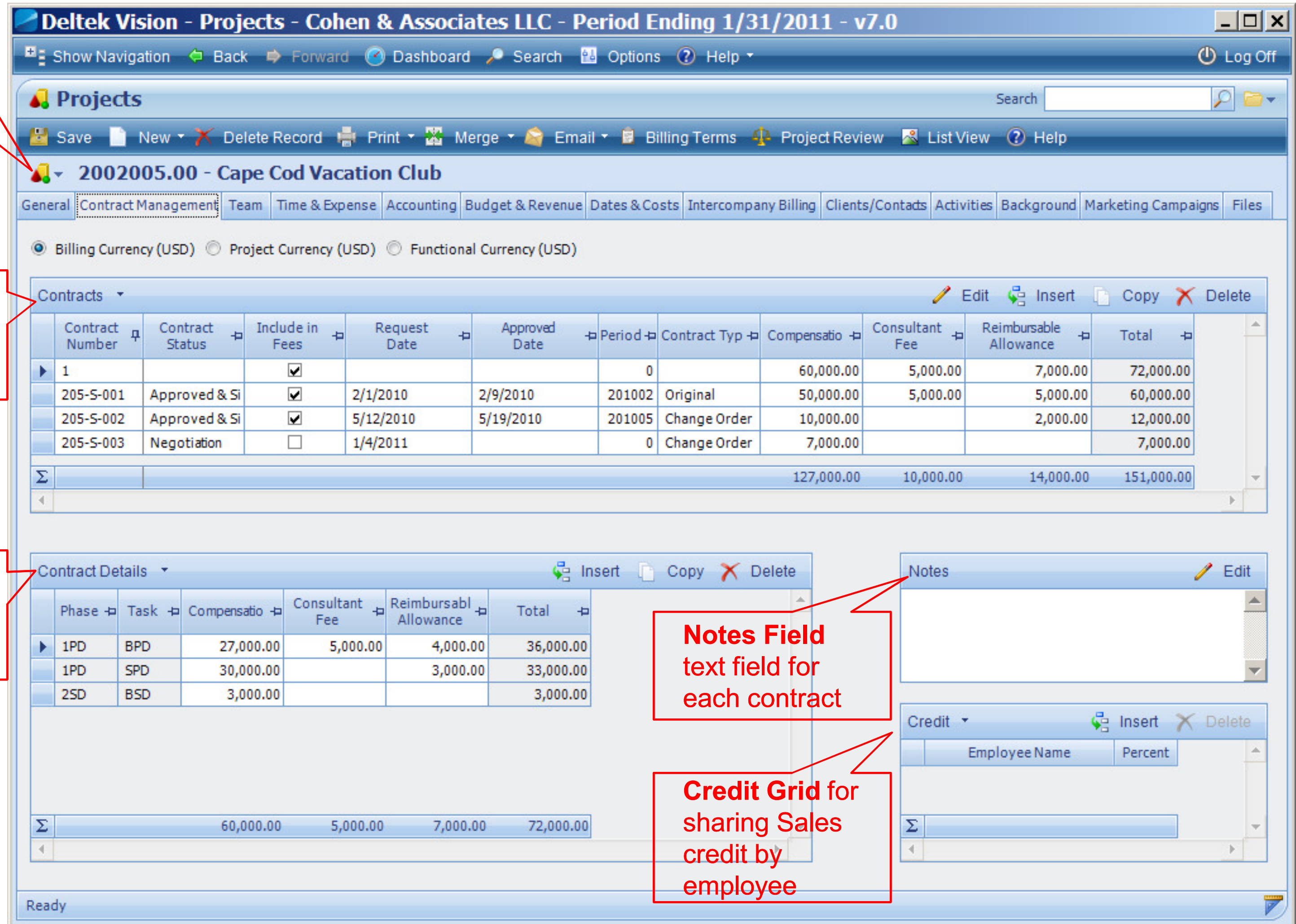
New and Added User Interface

- Grid Columns May be Re-Ordered, but Grids Cannot be Changed

Contract Management data is ONLY entered on the WBS1 record

Contracts Grid shows one row per contract

Contract Details Grid if WBS2 or WBS3 exists, Fee spread here



Notes Field text field for each contract

Credit Grid for sharing Sales credit by employee

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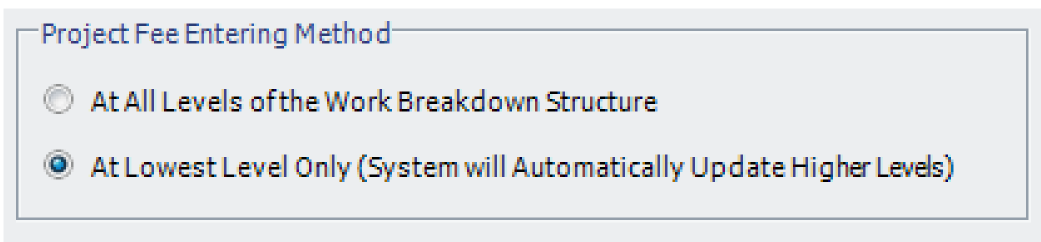
Options, Processing, Dependencies

- Contract Number is Entered at Project (WBS1) Level
  - Contract Number can be entered on multiple Projects (WBS1s)
- “Include In Fees” Field for Each Contract
  - Only appears if Synchronize Fees From Contracts to Projects
  - If Fee Entering Method is “At lowest Level Only”, requires Contract Amount to be distributed to any existing WBS2/WBS3



Options, Processing, Dependencies

- Period Field for each Contract
  - Useful for reporting Contracts for a period or range of periods
  - Useful for reporting Sales Credits for a period or range of periods
  - Useful for Revenue Generation calculations

- Contract Details for WBS2/WBS3
  - Must be completed for any Contracts checked “Include in Fee” (when system Fee Entering Method is at lowest level)

- Notes and Credit Grids are Optional
  - Sales Credits may add up to more than 100%

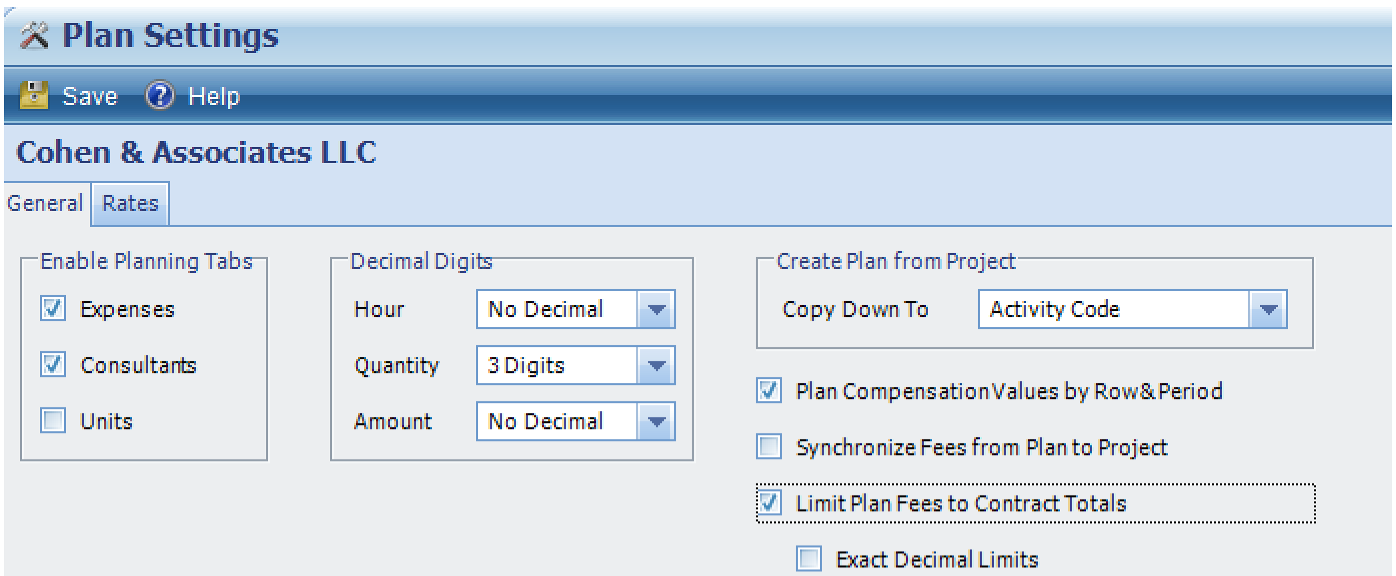
Impact on Accounting

- Option to Synchronize Fees From Contracts to Projects
  - Cannot be used if Synchronize Fees from Plan to Projects is used
  - Initially can setup Contracts for all existing Fee Amounts on the Budget & Revenue Tab – but be careful and have a backup. Also, depending on the size of your database this can take a long time to run.

- Revenue Generation – Contract Compensation values are available for User Defined Revenue
  - Only uses Contracts with period equal or less than “Current Period”
  - If using “Sync Fees from Contract to Projects”, only checked “Include in Fees” Contract Values are used

Impact on Planning

- New Plan Setting: “Limit Plan Fees to Contract Totals”
  - If “Plan Compensation by Row & Period” is off, Analysis Tab’s Compensation values are compared to WBS1 Contract values.
  - If “Plan Compensation by Row & Period” is on, Labor Tab’s Planned Compensation is compared to Contract Values at all WBS levels
  - At “Save”, this is only a calculation and comparison, no fields are updated – but the Save will be prevented if Plan Fees > Contract Totals



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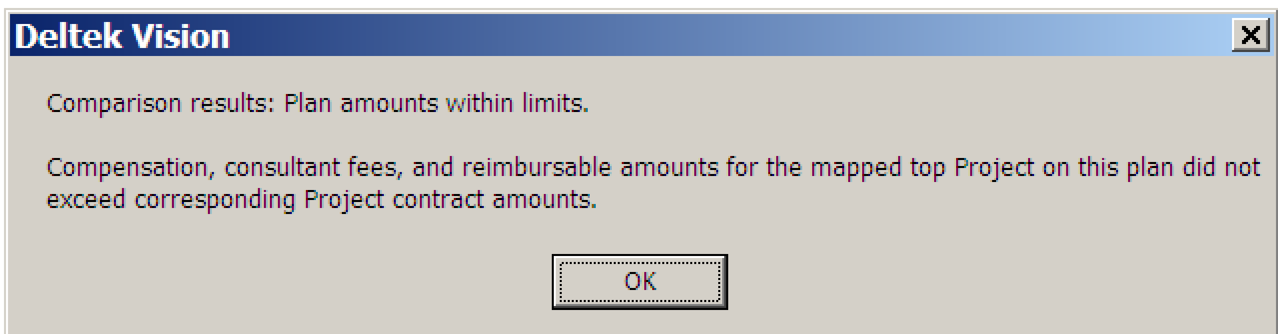
Impact on Planning – con’t

- New Action: “Compare Compensation to Contract”
  - If “Plan Compensation by Row & Period” is off, Analysis Tab’s Compensation values are compared to WBS1 Contract values.
  - If “Plan Compensation by Row & Period” is on, Labor Tab’s Planned Compensation is compared to Contract Values at all mapped WBS levels
  - This Action is only a calculation and comparison, no fields are updated



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New Reporting Capabilities

- Contract Management Report – in Project Reporting

Contract Management by Contract

1 of 1 100% Find

Contract Management by Contract

Monday, January 16, 201
10:24:59 AM

Cohen & Associates LLC — Contracts for 06/2009 through 01/2011 — Reported in Billing Currency

	Contract Status	Request Date	Approved Date	Period	Contract Type	Contract Compensation	Contract Consultant Fee	Contract Reimb. Allowance	Total Contract
Contract Number: 205-S-001						50,000.00	5,000.00	5,000.00	60,000.00
Project Number: 2002005.00 Cape Cod Vacation Club	Approved & Signed	2/1/2010	2/9/2010	02/2010	Original	50,000.00	5,000.00	5,000.00	60,000.00
Phase Number: 1PD Preliminary Design						50,000.00	5,000.00	5,000.00	60,000.00
Task Number: BPD Boston Preliminary Design						20,000.00	5,000.00	2,000.00	27,000.00
Task Number: SPD San Fransisco Preliminary Design						30,000.00		3,000.00	33,000.00
Contract Number: 205-S-002						10,000.00		2,000.00	12,000.00
Project Number: 2002005.00 Cape Cod Vacation Club	Approved & Signed	5/12/2010	5/19/2010	05/2010	Change Order	10,000.00		2,000.00	12,000.00
Phase Number: 1PD Preliminary Design						7,000.00		2,000.00	9,000.00
Task Number: BPD Boston Preliminary Design						7,000.00		2,000.00	9,000.00
Phase Number: 2SD Schematic Design						3,000.00			3,000.00
Task Number: BSD Boston Schematic Design						3,000.00			3,000.00

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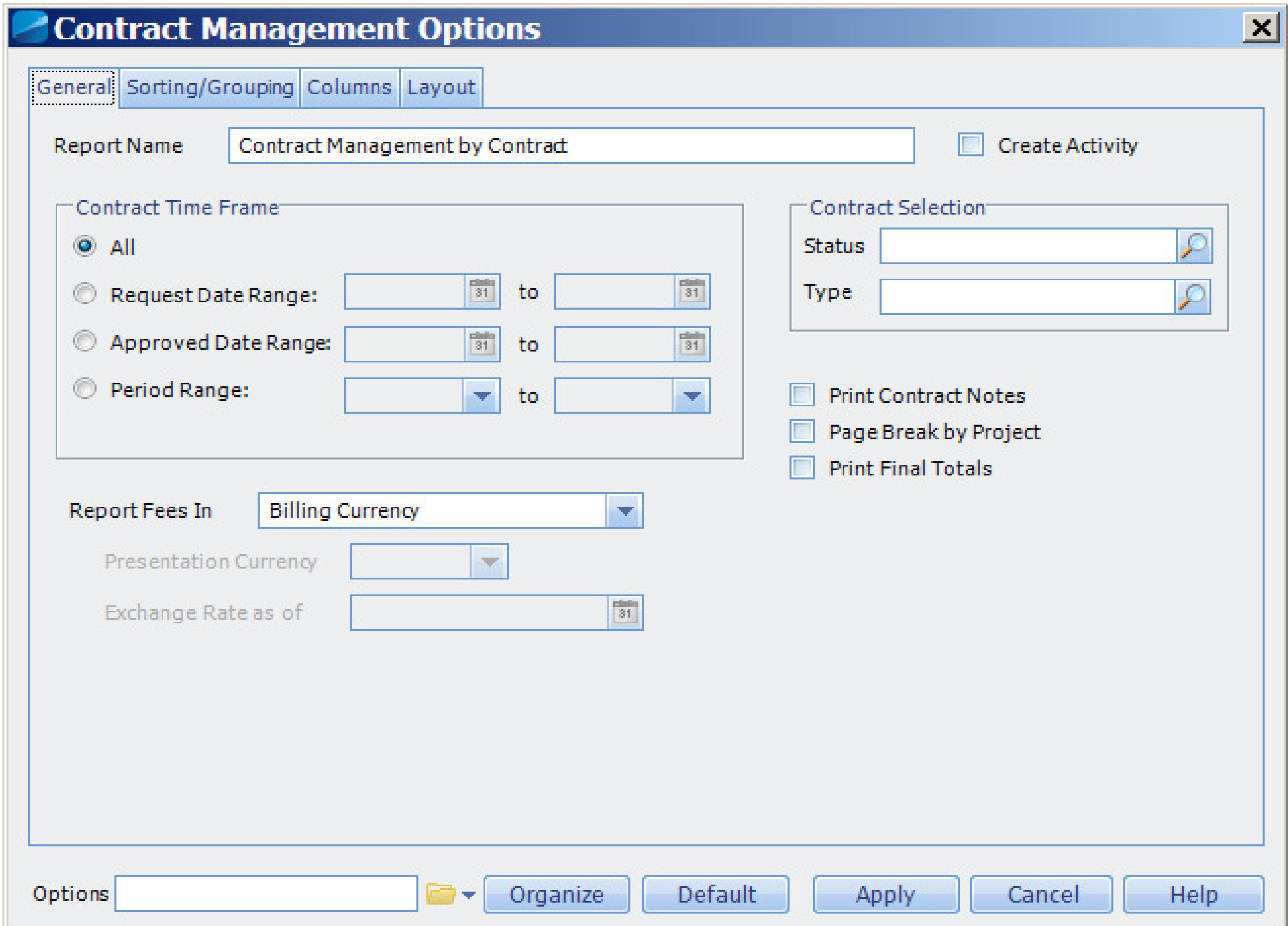
New Reporting Capabilities

- This Report CAN report into the future, beyond Current Period



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New Reporting Capabilities

- Sales Credit Report – in Employee Reporting

Sales Credit

1 of 1 100% Find

Sales Credit

Cohen & Associates LLC | Report

	Approved Date	Contract Period	Total Contract	Sales Credit Percent	Contract Sales Amount
Employee: 00002 Bartlett, James					
Contract Number/Type: 205-S-001 Original					
Project: 2002005.00 Cape Cod Vacation Club					
	2/9/2010	02/2010	60,000.00	20.00	12,000.00
Employee: 00003 Cohen, Grace					
Contract Number/Type: 205-S-001 Original					
Project: 2002005.00 Cape Cod Vacation Club					
	2/9/2010	02/2010	60,000.00	80.00	48,000.00
Contract Number/Type: 205-S-002 Change Order					
Project: 2002005.00 Cape Cod Vacation Club					
	5/19/2010	05/2010	12,000.00	100.00	12,000.00
Contract Number/Type: 205-S-003 Change Order					
Project: 2002005.00 Cape Cod Vacation Club					
	1/13/2012	0	7,000.00	100.00	7,000.00
Total for 00003			**79,000.00**		**67,000.00**

v7.0.100 (ADMIN) -

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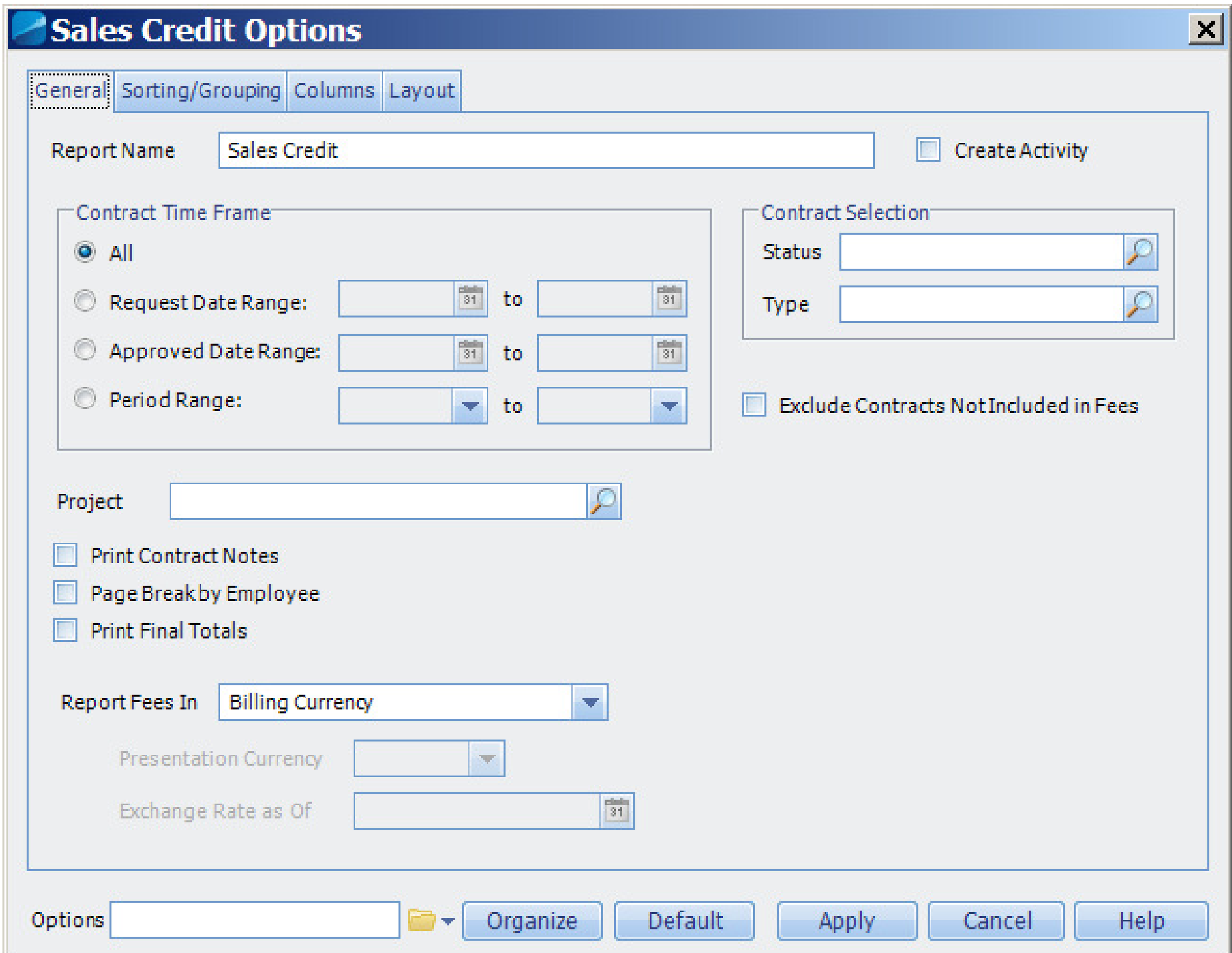
New Reporting Capabilities

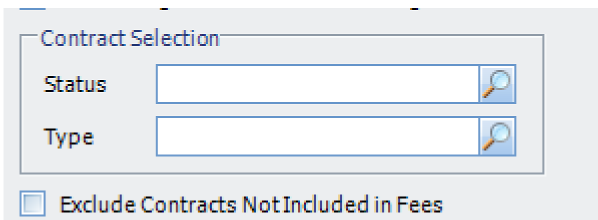
- This Report CAN report into the future, beyond Current Period



New Reporting Capabilities

- New Contract Compensation Columns and Contract Backlog added to
  - Project Earnings Report
  - Office Earnings Report
  - Project Summary Report

- New Contract Selections Added to Those Same Reports' Options



- Metrics Added to Project Visualization

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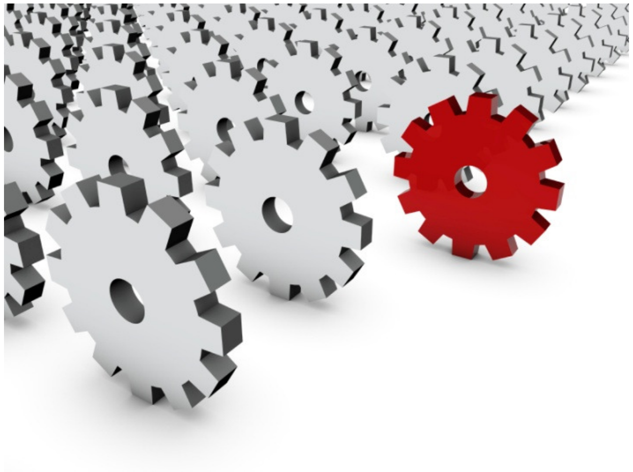
User Defined Info Centers

Agenda

- What are User Defined Info Centers (UDICs)?
- Use Cases
- Creating, Configuring and Designing a New UDIC
- Supported Functionality

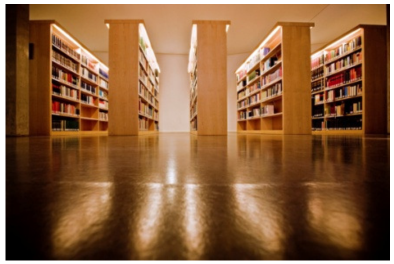
UDICs…

- Are custom info centers built for your unique needs without custom coding.
- Appear to be standard info centers to the typical user.
- Enable you to extend Vision rather than creating separate systems.
- Are configured just like other info centers.

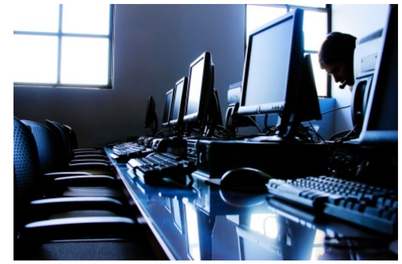


The Possibilities are Endless…


Country

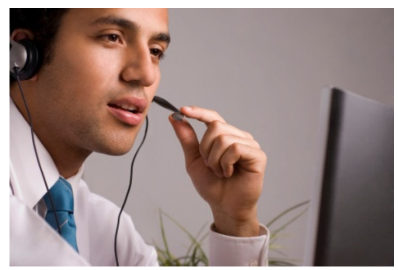

Company Library


Recruiting


Training Requests


Offsite Storage


Funding

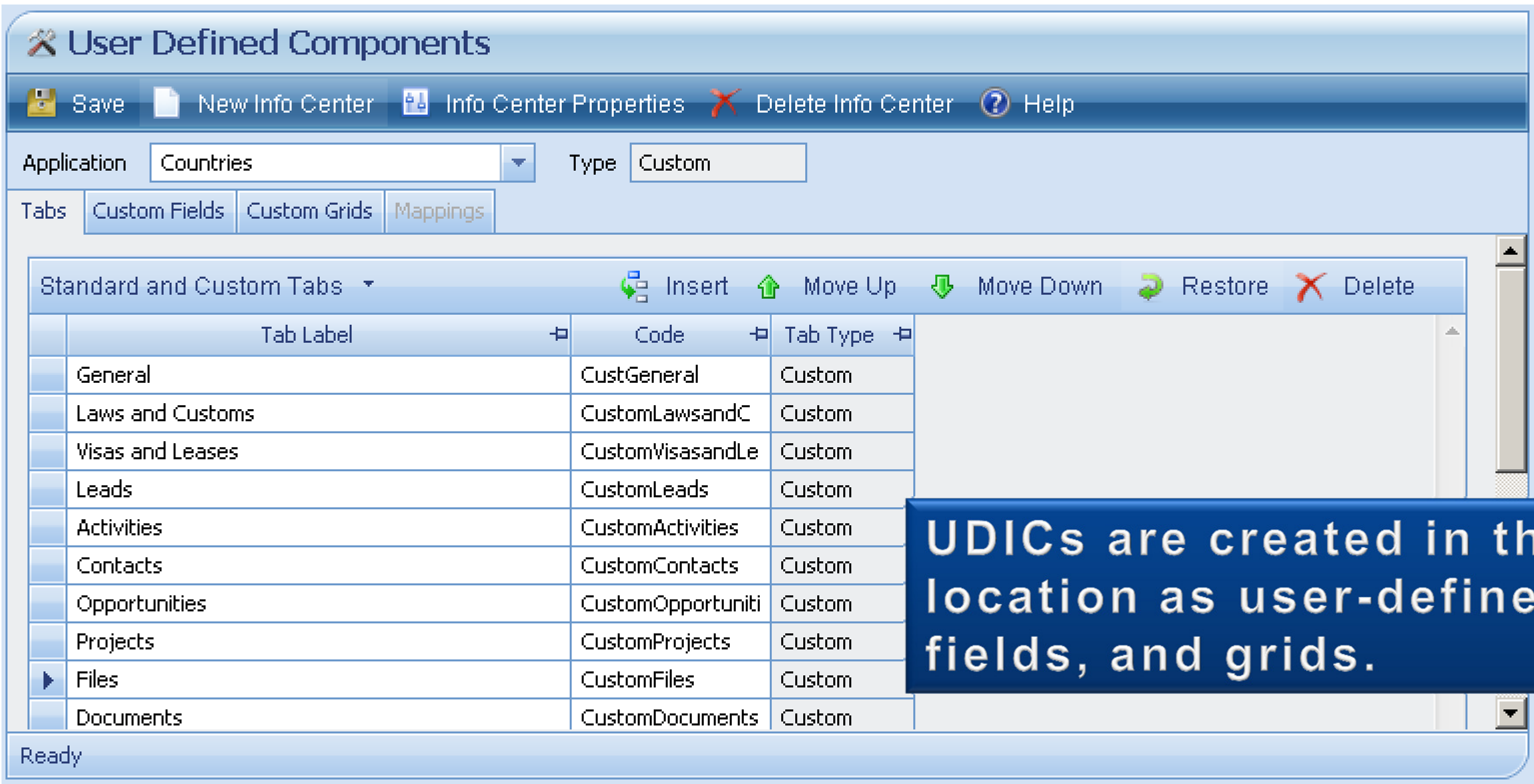

IT Service Requests


Company Store

Steps to Create a UDIC

1. Carefully plan what you will create.
   a. What information do you really need to track?
   b. What will people actually populate?
   c. Who will use it and how?
   d. How will you roll it out?
2. Create the UDIC (including tabs, fields, and grids) in User Defined Components.
3. Design the UDIC in the Screen Designer.
4. Create saved searches, options, and report favorites.
5. Create workflows.
6. Set access in Security Roles.
7. Create help documentation and enter the URL in User Defined Components.
8. Train and roll out.

Creating a New UDIC



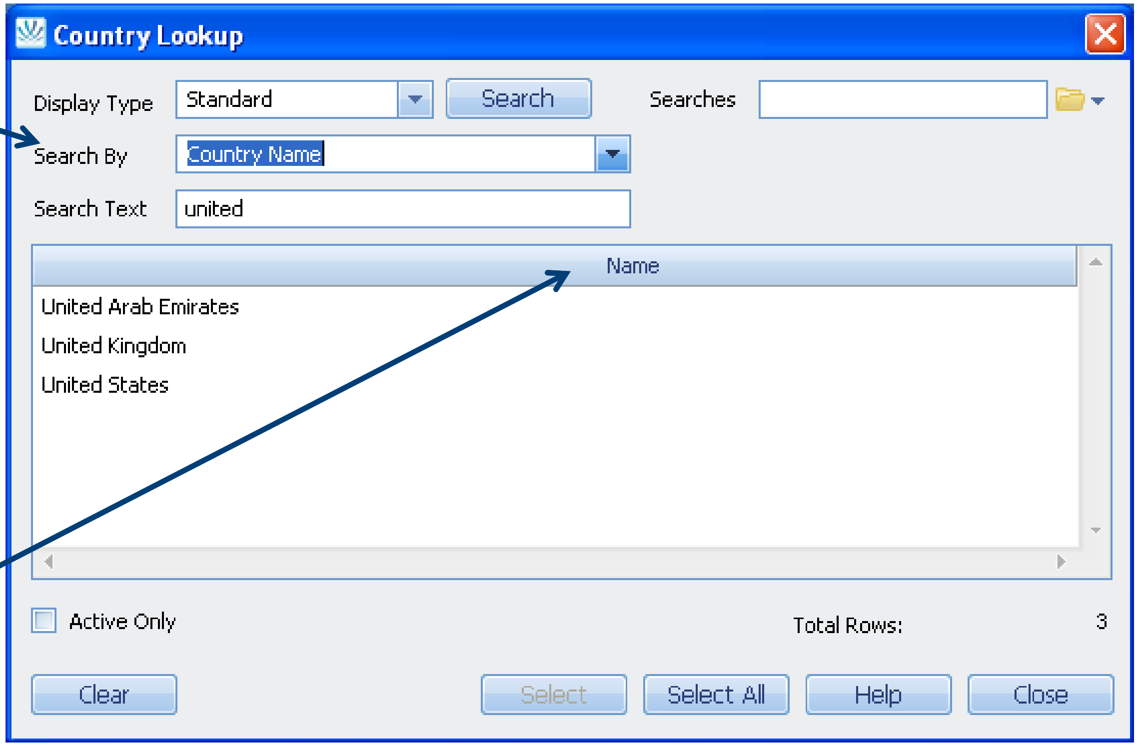
UDICs are created in the same location as user-defined tabs, fields, and grids.

Configuring the UDIC

- **New field types:**
  - Name (Maximum 3)
  - Record ID (Number)
  - Lookups to UDICs
- **New grid types:**
  - Activities
  - Files

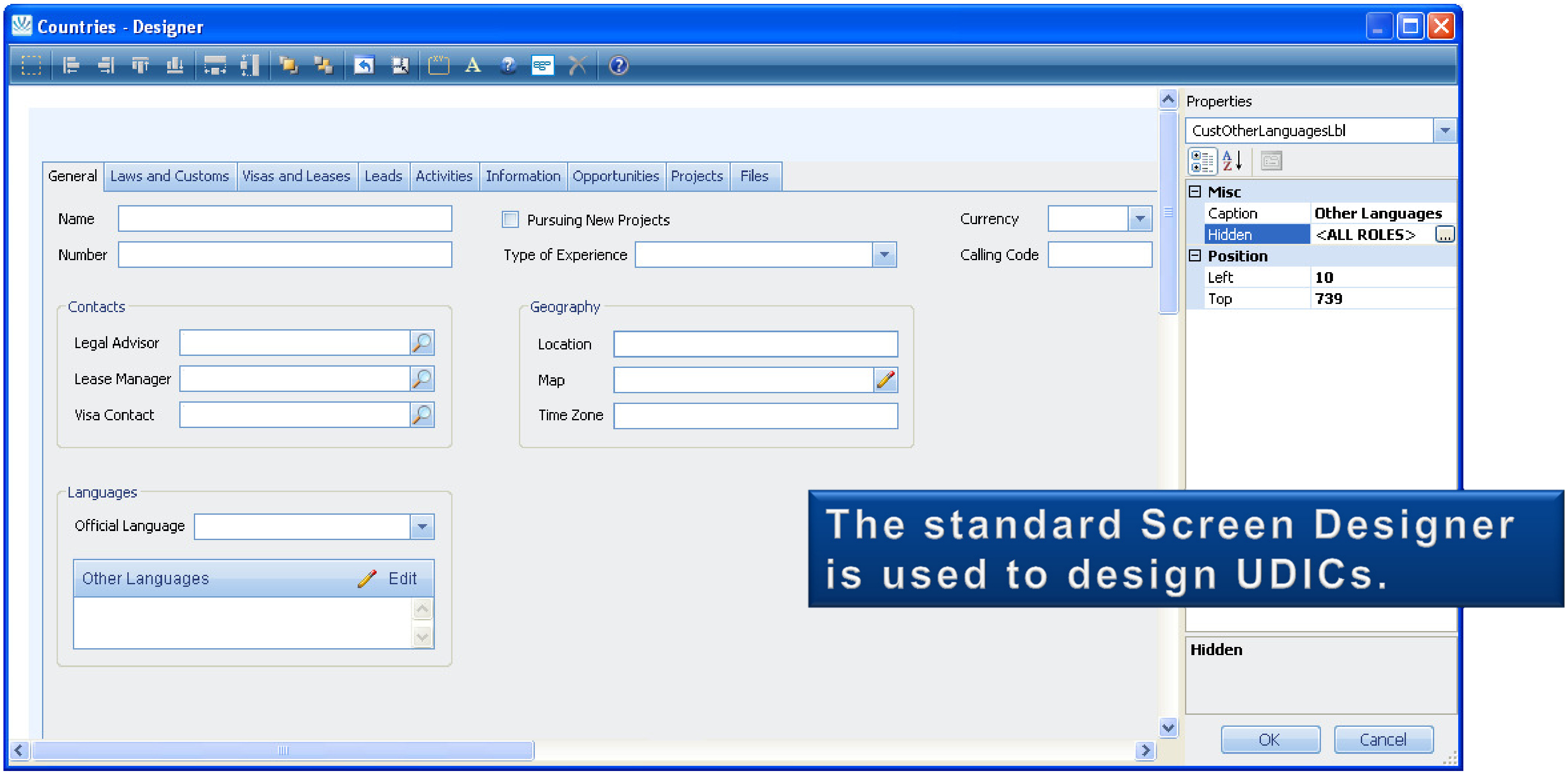
New User Defined Field Properties

Standard Search By
Which fields should be searched?



Display in Result List
Which fields should be included in the search results in the lookup dialog?

Designing the UDIC



June 21, 2012

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What's Supported?

- Workflow
- Auditing
- Auto-numbering
- Reports: List, Summary, and Audit
- Activities
- Dashboard

What's Not Supported (yet)?

- Merge Templates
- Custom Proposals
- Analysis Cubes
- Integrated Help

VPM – Analysis Cubes

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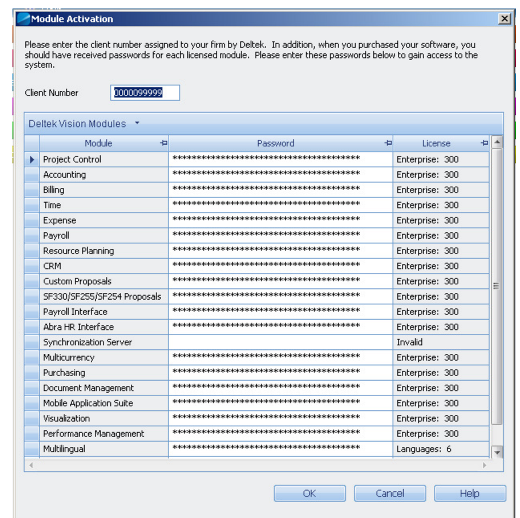
Analysis Cubes in Vision 7.0

- Licensing changes
  - Pre-7.0 cubes available as a part of core
  - 7.0 cube enhancements only available to VPM customers
- Excel can still be used to consume analysis cube data as well as the VPM dashboard tool
- Module activation for VPM required to access 7.0 related cube enhancements
- Visualization still a part of VPM (no changes in Vision 7.0)



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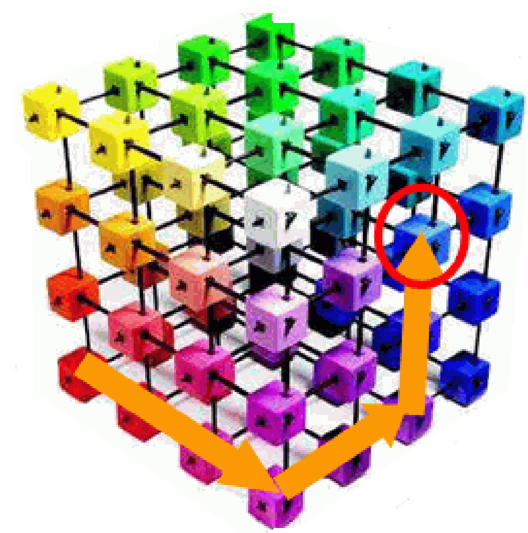
Key Enhancements

- Configurability
- Key performance indicators
- Calculated measures
- Multi-currency
- Drill-Through actions
- Massive expansion of available measures
  - Planning
  - Accounts receivable aging / DSO
  - CRM
  - Contract Management
  - Time Analysis



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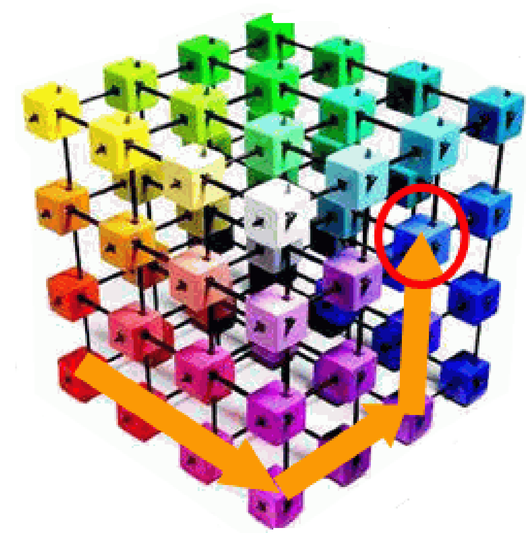
Key Exclusions

- Multi-lingual (coming in SP1)
- User Defined Info Centers



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