

Forward Velocity Webinar

Presented by Full Sail Partners



Agenda

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



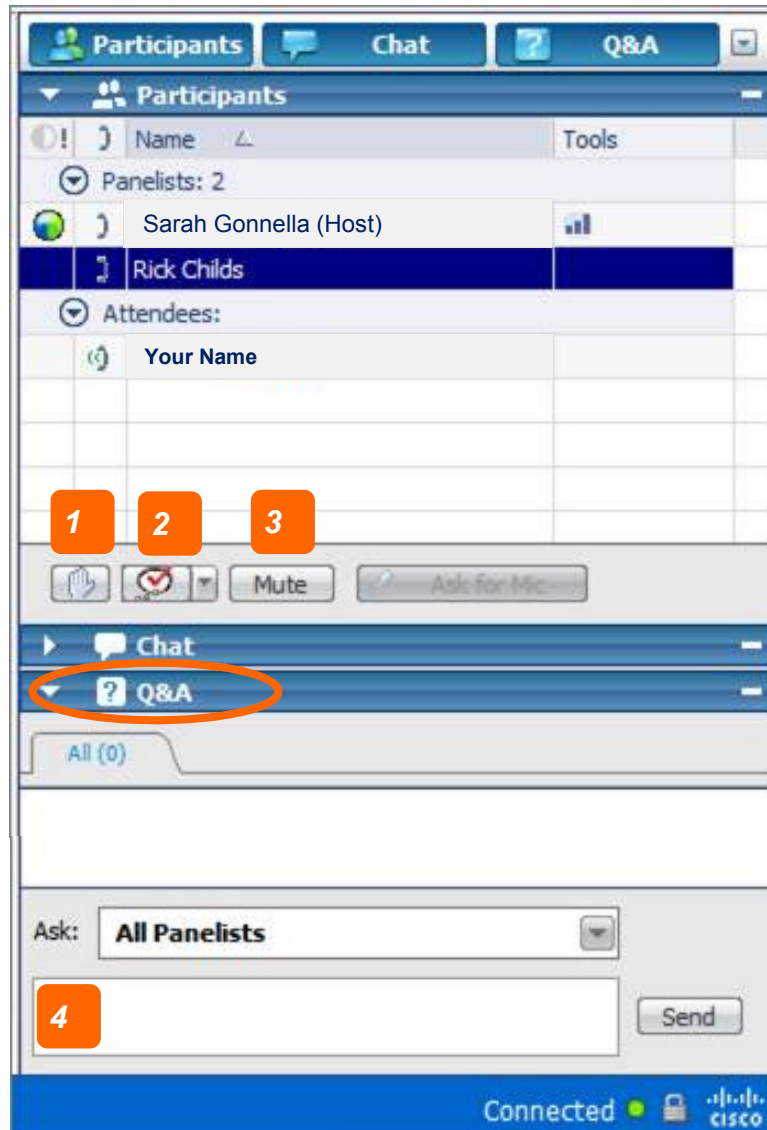
WebEx Instructions

Instructions:

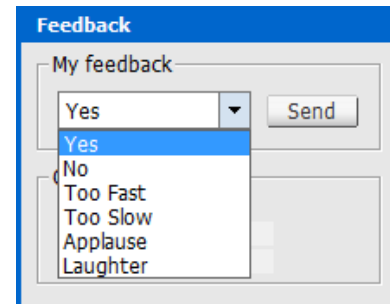
- 1. Call 1-650-479-3207**, you will be prompted to enter the meeting number, you will then be prompted to enter your attendee number, **please wait until the you have heard all of the instructions before entering your attendee number.** The meeting number and your attendee number can be found on the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



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

Basic Items

Deltek Know more.
Do more.™

The background of the slide is a dark blue gradient. Overlaid on this are several overlapping, semi-transparent geometric shapes in various shades of blue, creating a layered, architectural effect. These shapes include triangles and polygons that form a sense of depth and movement, primarily concentrated in the lower half of the slide.

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 [Link](#)

Required

Locked [Link](#)

Disabled

Buttons

Normal

Active

Pressed

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

Display Settings

Forms | Menus | Grids | Navigation

Use Default Values

Background

Gradient:

Hue

Saturation %

Luminance %

Foreground

Text Color:

Red

Green

Blue

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

Settings

Display Settings

Forms | Menus | Grids | Navigation

Title

Menu Item Active Item Menu Item Disabled Item

Context

Tab Item Selected Disabled

Menu Item

Active Item

Menu Item

Display Settings

Forms | Menus | Grids | Navigation

Use Default Values

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

Background

Gradient:

Hue

Saturation %

Luminance %

Solid Color:

Red

Green

Blue

Border Color:

Red

Green

Blue

Foreground

Text Color:

Red

Green

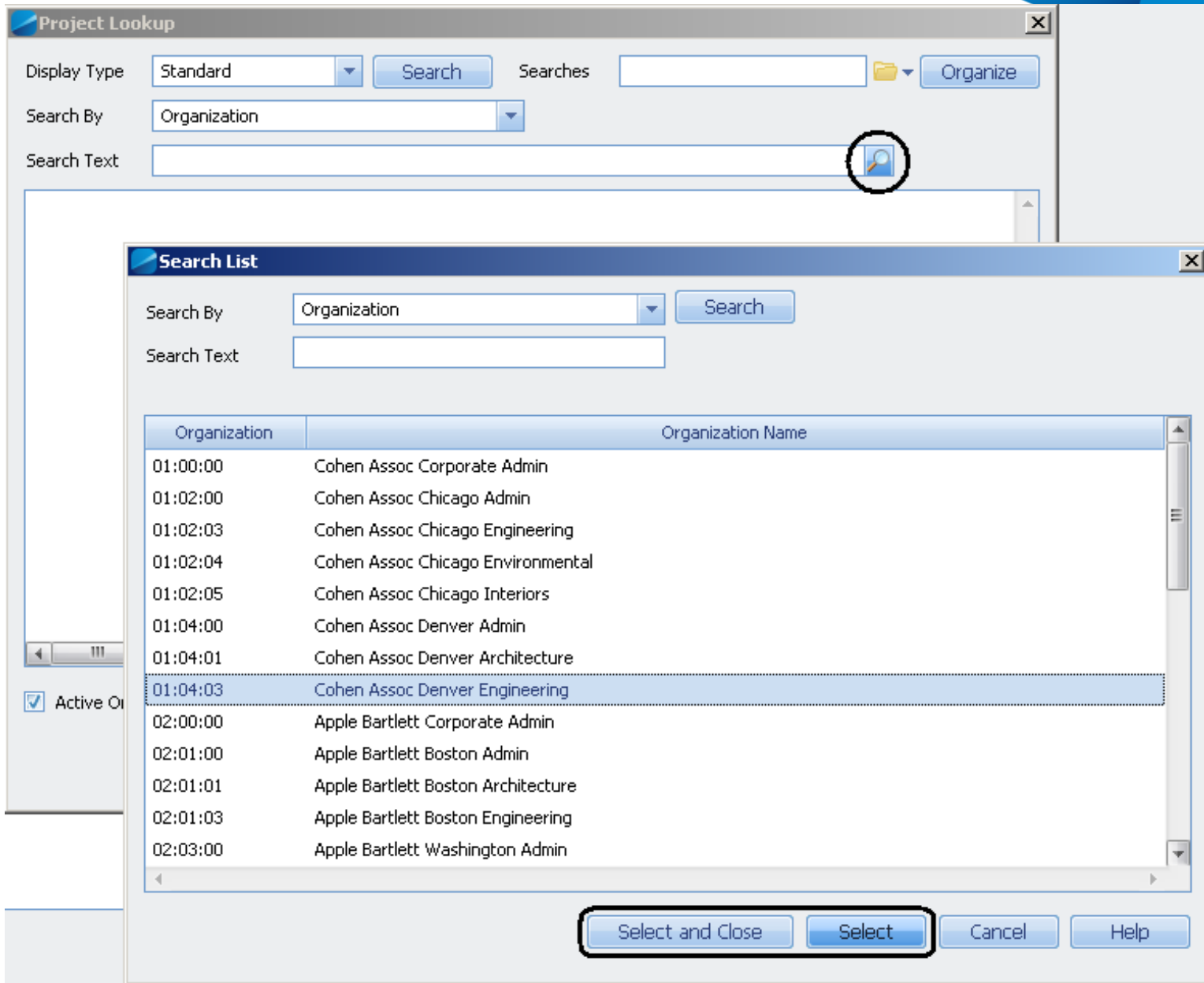
Blue

Settings



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





Pinning in Smart Grids

- **Who will use them**
 - All users

- **Why?**
 - Usability

Pinning in Smart Grids

Employees ▾ Select Fields

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

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	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

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

Vendor Info Center

The screenshot displays the 'Vendor Info Center' interface for 'Jessica's General Contracting Svcs'. The 'Accounting' tab is active, showing various fields for vendor information. A red box highlights the 'Remittance' and 'EFT Email' fields, which are set to 'Email Remittance' and 'jtiwari@deltekdev.com' respectively. Other visible fields include 'Type' (Consultant), 'Payment Terms' (30), 'Bank ID' (19248576), 'Account Number' (388767-134586), and 'Account Type' (Checking). The interface also includes a navigation sidebar on the left and a status bar at the bottom.

Employee Info Center

Deltek Vision - Employees - Cohen & Associates LLC - Period Ending 1/31/2011 - v7.0

Hide Navigation Back Forward Dashboard Search Options Help Log Off

Navigation

Info Center

- Applicants
- Clients
- Contacts
- Countries
- Leads
- Marketing Campaigns
- Opportunities
- Employees
- Projects
- Units
- Vendors
- Text Libraries
- Accounts
- IT Tickets

31 Calendar/Activities

Proposals

Planning

Billing

Transaction Center

Accounting

Human Resources

Time & Expense

Purchasing

Inventory

Reporting

Utilities

Configuration

Company Links

Employees Search

Save New Delete Employee Print Merge Email Photo Employee Review List View Help

Jessica R. Bowen

General Recruiting Mileage Personal Accounting Payroll Holiday / Sickness Holiday / Sickness Approval Human Resources VIP Interface Experience Professional Development Time Expense Projects CRM Info. Files

Rate OT Pct OT-2 Pct Type
 Job Cost 830.7700 100.00 100.00 Salary Employee Type Employee
 Use total hours as standard on Time Analysis Labor Category Senior Architect
 Target Ratio Utilization Ratio 87.50

Benefit Accruals Insert Copy Delete

Benefit Accrual Code	Use Schedule	Schedule	Hours Per Year	Change Date	Has Maximum	Maximum	Has Carry Over Limit	Carry Over Limit
Sick - Cohen	<input type="checkbox"/>			12/31/2099	System		System	
Vacation - Cohen	<input type="checkbox"/>		192.00	1/1/2012	System		System	

Direct Deposit Insert Copy Delete

Account Type	Se	Bank ID	Account Number	Status	Payroll Method	Payroll Amount	Payroll Percent	Expense Repayments Method	Expense Repayments Amount	Expense R
Checking	1	00988776	78656-98765	Active	Remainder			Remainder		

Provisional Rates

	Rate	OT Pct	OT-2 Pct
Cost	20.7693	100.00	100.00
Billing	84.0000	100.00	100.00

Direct Deposit Remittance

- Email Expense
- Email Payroll

Ready

Payment Processing, Printing

Deltek Vision - Check Printing And Numbering - Cohen & Associates LLC - Period Ending 1/31/2011 - v7.0

Navigation: Info Center, Calendar/Activities, Proposals, Planning, Billing, Transaction Center, Accounting, Human Resources

Check Printing And Numbering

A/P Payment Processing Run Number 769

Bank	Description	Printed	Assigned
1014000	BayBank General Checking	No	No
1016000	BayBank2 General Checking	No	No

Bank	Payee	Amount	Sequenc	EFT	Check	Email Remittance	Memo
1014000	Toshiba America Information Syste	2,900.00	1				
1014000	Petrochem	1,500.00	2				
1014000	Brockman Engineering Contractors	3,000.00	3				
1014000	Jacks Disposal	1,825.00	4				
1014000	Jessica's General Contracting Svcs	1,500.00	5	*			
Σ		10,725.00					

Print Checks dialog box: Deltek Vision will now print the checks. Do not show message again. [OK] [Help]

Payment Processing, Printing

Deltek Vision - Check Printing And Numbering - Cohen & Associates LLC - Period Ending 1/31/2011 - v7.0

Navigation: Info Center, Calendar/Activities, Proposals, Planning, Billing, Transaction Center, Accounting, Human Resources

Check Printing And Numbering

A/P Payment Processing Run Number 769

Bank	Description	Printed	Assigned
1014000	BayBank General Checking	No	No
1016000	BayBank2 General Checking	No	No

Print EFTs

Deltek Vision will now print the EFTs

Do not show message again

OK Help

Bank	Payee	Amount	Sequenc	EFT	Check	Email Remittance	Memo
1014000	Toshiba America Information Syste	2,900.00	1				
1014000	Petrochem						
1014000	Brockman Engineering Contractors						
1014000	Jacks Disposal						
1014000	Jessica's General Contracting Svcs						
Σ		10,725.00					

Ready

EFT Numbering

Deltek Vision - Check Printing And Numbering - Cohen & Associates LLC - Period Ending 1/31/2011 - v7.0

Hide Navigation Back Forward Dashboard Search Options Help Log Off

Navigation

- Info Center
- 31 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

Check Printing And Numbering

Check Margins Open Email Post Schedule Delete Run Help

A/P Payment Processing Run Number 769

Bank	Description	Printed	Assigned
1014000	BayBank General Checking	Yes	Yes
1016000	BayBank2 General Checking	No	No

Preview Checks Print Checks Assign Numbers Print Remit Print File Copy Edit Memo Export to Text

Bank	Payee	Amount	Sequenc	EFT	Check	Email Remittance	Memo
1014000	Toshiba America Information Syste	2,900.00	1		0089075		
1014000	Petrochem	1,500.00	2		0089076		
1014000	Brockman Engineering Contractors	3,000.00	3		0089077		
1014000	Jacks Disposal	1,825.00	4		0089078		
1014000	Jessica's General Contracting Svcs	1,500.00	5	*	EFT0001	*	
Σ		10,725.00					

Ready

EFT Email Process

The screenshot shows the 'Check Printing And Numbering' window with the 'A/P Payment Processing' section active. A table lists banks and payees:

Bank	Description	Fr
1014000	BayBank General Checking	Ye
1016000	BayBank2 General Checking	Nc

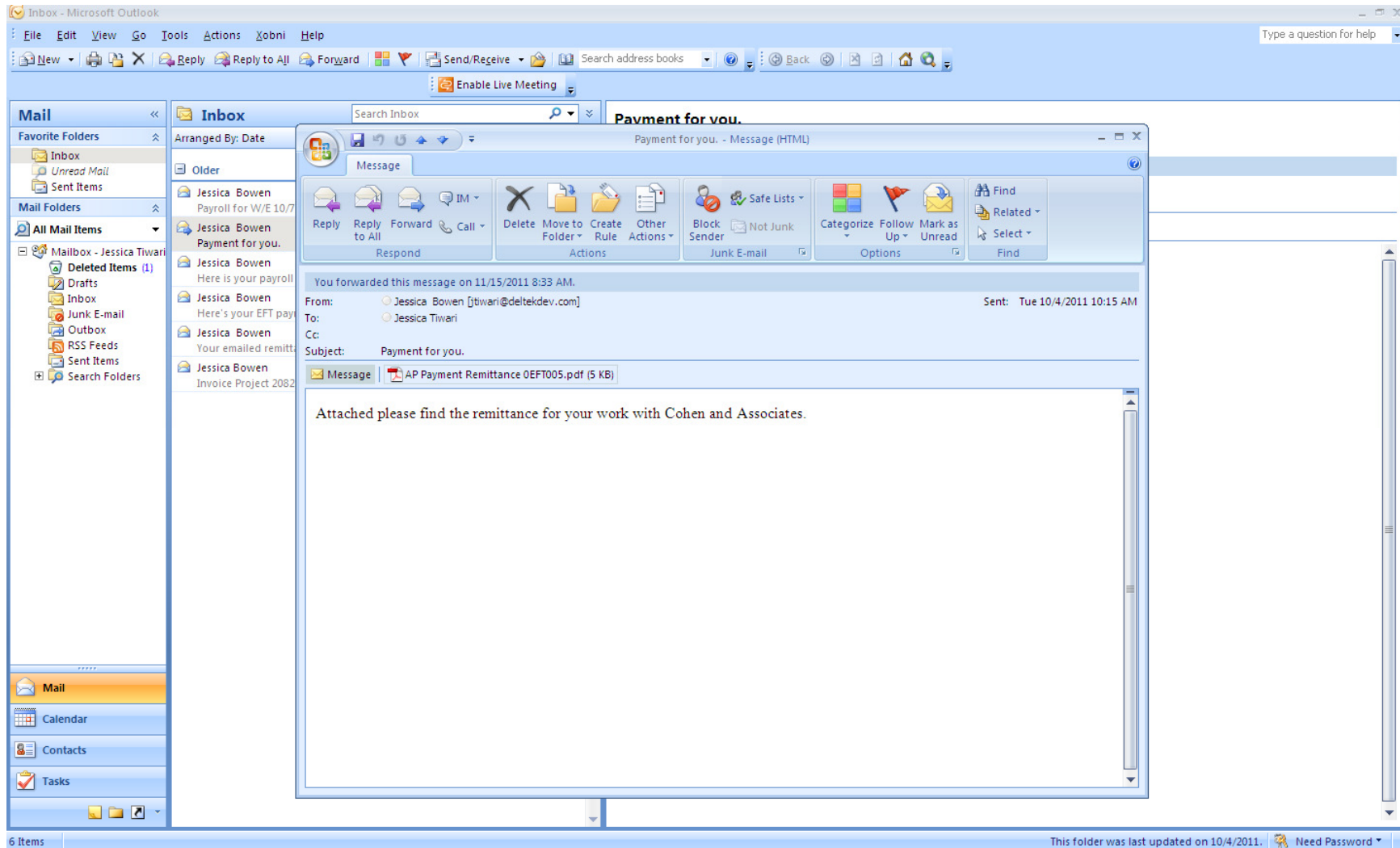
Bank	Payee	Amount
1014000	Toshiba America Information Syste	2,9
1014000	Petrochem	1,5
1014000	Brockman Engineering Contractors	3,0
1014000	Jacks Disposal	1,8
1014000	Jessica's General Contracting Svcs	1,5

The 'Email EFT Remittance' dialog box is open, showing the following fields:

- Subject / Message Options: [] Organize Default
- To: EFT Email Recipients
- CC: []
- BCC: []
- Subject: [] Insert Field
- Message: [] Insert Field Edit

Buttons at the bottom of the dialog: Schedule, Preview, Send, Cancel, Help.

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
- 31 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
DEFT004	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
DEFT003	PP	9/26/2011	Jessica's General Contracting Svcs		378.39

Ready

Billing: Fee Revenue Allocation

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The background of the slide is a dark blue gradient. In the lower half, there are several overlapping, semi-transparent blue geometric shapes, including triangles and polygons, that create a layered, architectural effect. The shapes are in various shades of blue, from light to dark, and are arranged in a way that suggests depth and movement.

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

The screenshot shows the 'Billing Setup' configuration window for 'Cohen & Associates LLC'. The window title is 'Deltek Vision - Billing Setup - Cohen & Associates LLC - Period Ending 1/31/2011 - v7.0'. The interface includes a navigation pane on the left with categories like Info Center, Calendar/Activities, Proposals, Planning, Billing, Transaction Center, Accounting, Human Resources, Time & Expense, Purchasing, Inventory, Reporting, Utilities, Configuration, and Company Links. The main area is titled 'Billing Setup' and has tabs for 'General', 'Accounts', 'Fees', and 'Miscellaneous'. The 'Fees' tab is active, showing options to 'Enter Prior Fee Billing in Billing Terms' and 'Enable Scheduled Billing'. A section titled 'Invoice Posting' contains several checkboxes: 'Enable Entry of Fee by Billing Category' (unchecked), 'Enable Allocation of Billed Revenue on Fee Invoices Based on Transaction Detail' (checked), 'Calculate Transaction Values At' (set to 'Billing'), 'Over/Under Billed Account' (set to '401.00'), and 'Include Transactions From:' with sub-options for Labor, Consultant - Direct (checked), Consultant - Reimb (unchecked), Expense - Direct (checked), Expense - Reimb (unchecked), Unit - Direct (checked), and Unit - Reimb (unchecked). The status bar at the bottom indicates 'Ready'.

Billing Terms

Deltek Vision - Billing Terms - Cohen & Associates LLC - Period Ending 1/31/2011 - v7.0

Hide Navigation Back Forward Dashboard Search Options Help Log Off

Navigation

- Info Center
- 31 Calendar/Activities
- Proposals
- Planning
- Billing**
 - Interactive Billing
 - Batch Billing
 - Billing Terms
 - Billing Groups
 - Billing Rate Tables
 - Refresh Billing Extensions
 - Update Billing Status
 - Invoice Template Editor
 - Employee Realization
- Transaction Center
- Accounting
- Human Resources
- Time & Expense
- Purchasing
- Inventory
- Reporting
- Utilities
- Configuration
- Company Links

Billing Terms Search

Save Copy Delete Billing Terms Print Project Info Center Help

2011051.00 - Wyndham Shearwater Renovation

General Labor Exp/Con/Unit **Fees** Add-Ons Sub-Level Terms Misc AR & BTD Billing Backup

Fee Method Overall Percent Complete

Fee Basis Lump sum

Fee 200,000.0000 Percent Complete 50.0000

Fee to Date 100,000.00

Show Fee

Allocate Billed Revenue on Fee Invoices Based on Transactions

Enable Posting by Billing Phase

Billing Phases

Pha	Name	Pct Compl	Fee to Date	Pct of Fee	Fee	Billed to-date	Project	Phase	Task
1		100.0000	20,000.00	10.0000					

Scheduled Billing

Scheduled Billing

Date	Pct Compl	Amount	Billed
------	-----------	--------	--------

Ready

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

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The specifications, functionality and schedules described reflect Deltek's current estimates, may change without notice, and do not constitute obligations of Deltek.

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Configuration\Accounting\System\Reporting

Accounting System Settings

Save Help

General Reporting Labor Categories Project Budgeting

Cash-Basis Reporting

Reporting at Burdened Rates

Reporting at Billing Rates

Use Reporting Default Terms for All Projects

Use Billing Currency not Project Currency

Reporting Realization by EmployeeX

Calculation Method: Cost

Frequency: Invoice

Company	AccountX	AccountX Name
US - US Company	326US	DM - IC Billing LABOR C
US - US Company	400.00	Labor Revenue
SQL2K5_CompanyB_EUR	40100	Billed Fee Revenue
SQL2K5_CompanyC_BHD	411BH	Labour Revenue BHD
SQL2K5_CompanyD_JPY	40100	Billed Fee Revenue
Kramerica	402.01	Labor Unbilled Revenue
VickyTest For Analysis Cubes	1003	Vicky Revenue Account

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

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.

The screenshot displays the 'UnitsX Info Center' application window. A 'UnitsX' dialog box is open, showing the configuration for a unit. The 'UnitX Type' dropdown is set to 'Labor' and is highlighted with a red box. The 'EmployeeX-Specific Revenue' checkbox is also highlighted with a red box. Other fields include 'Number' (TESTS), 'Name' (Laboratory Tests), 'Labels' (Singular: Test, Plural: Tests), 'Billing Rate' (100.0000), and 'Revenue Posting Account' (40101). The background shows a table with columns for 'UnitX Number' and 'UnitX Name', with one row containing 'TESTS' and 'Laboratory'.

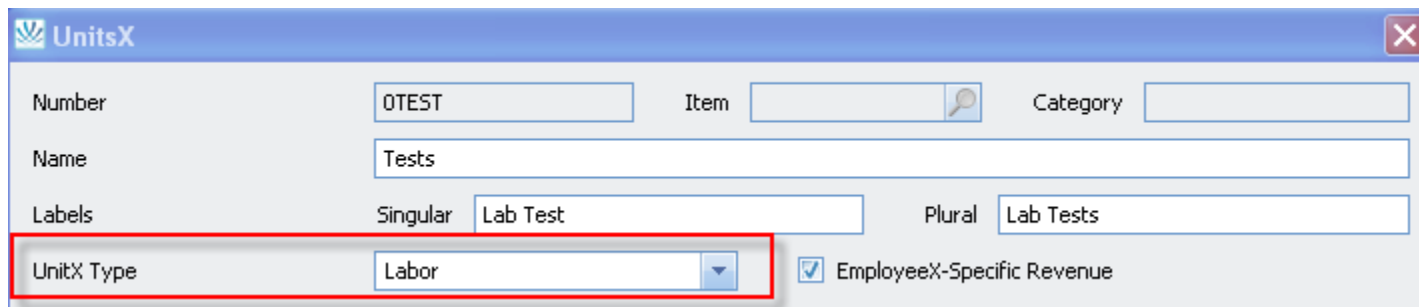
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Unit Type

- 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.



The screenshot shows a software window titled "UnitsX" with a close button in the top right corner. The window contains a form with the following fields:

- Number:** A text box containing "0TEST".
- Item:** A text box with a magnifying glass icon.
- Category:** A text box.
- Name:** A text box containing "Tests".
- Labels:** Two text boxes. The first is labeled "Singular" and contains "Lab Test". The second is labeled "Plural" and contains "Lab Tests".
- UnitX Type:** A dropdown menu with "Labor" selected. This field is highlighted with a red rectangular border.
- EmployeeX-Specific Revenue:** A checkbox that is checked.

Employee Specific Revenue

UnitsX

Number: O TEST Item: Category:

Name: Tests

Labels: Singular: Lab Test Plural: Lab Tests

UnitX Type: Labor

EmployeeX-Specific Revenue

Accounting System Settings

Use Reporting Default Terms for All Projects

Use Billing Currency not Project Currency

Reporting Realization by EmployeeX

Calculation Method: Cost

Frequency: Invoice

Company	AccountX	AccountX Name
US - US Company	326US	DM - IC Billing LABOR C
US - US Company	400.00	Labor Revenue
SQL2K5_CompanyB_EUR	40100	Billed Fee Revenue
SQL2K5_CompanyC_BHD	411BH	Labour Revenue BHD
SQL2K5_CompanyD_JPY	40100	Billed Fee Revenue
Kramerica	402.01	Labor Unbilled Revenue
VickyTest For Analysis Cubes	1003	Vicky Revenue Account

- 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	OTEST	Tests	10.000		100.00		1,000.00
0A0001	Apple, William	200906	TEST	OTEST	Tests	12.000		100.00		1,200.00
0A0001	Apple, William	200906	TEST	OTEST	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

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: 0000000.012 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	
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		0A,0001			Apple, William		8.00	80.00		1,247.06 D
5/28/2009	R4:00V:0N		0A,0001			Apple, William		8.00	80.00		1,247.06 D
5/27/2009	R4:00V:0N		0A,0001			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

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

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)

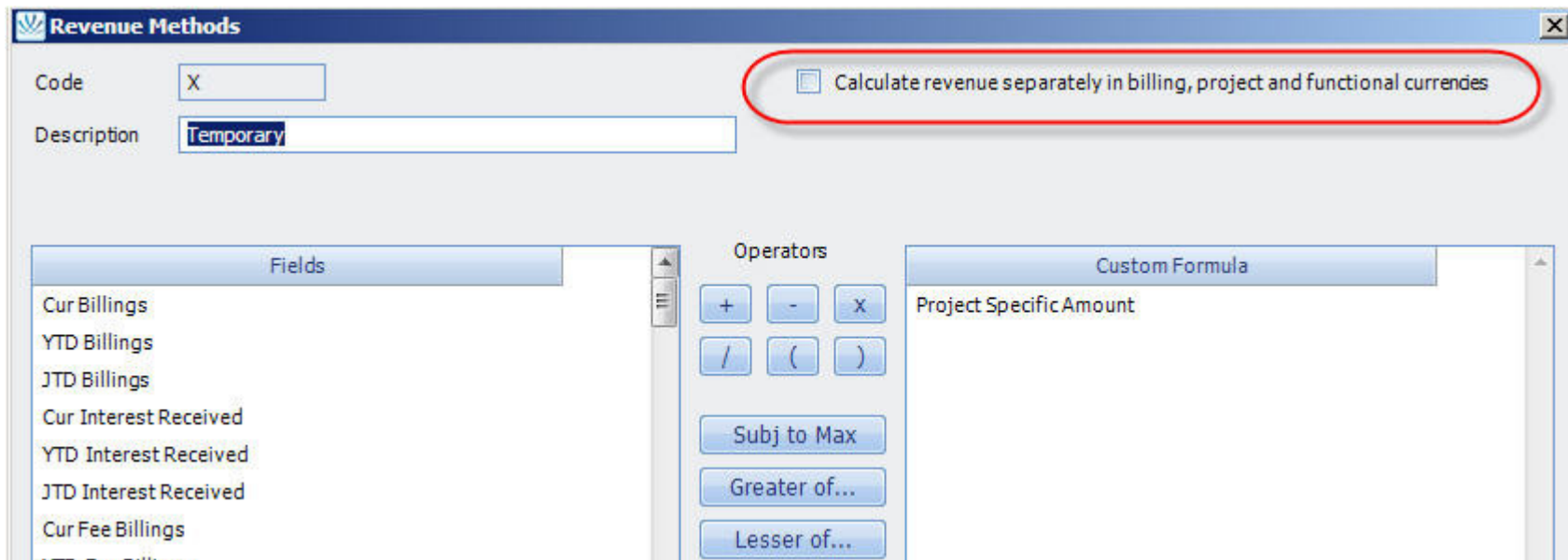
Gains/Losses Support in Revenue Generation

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

Unbilled Services

Gains Losses and Revaluations Detail

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

Europa Europe

For the period 01/2012

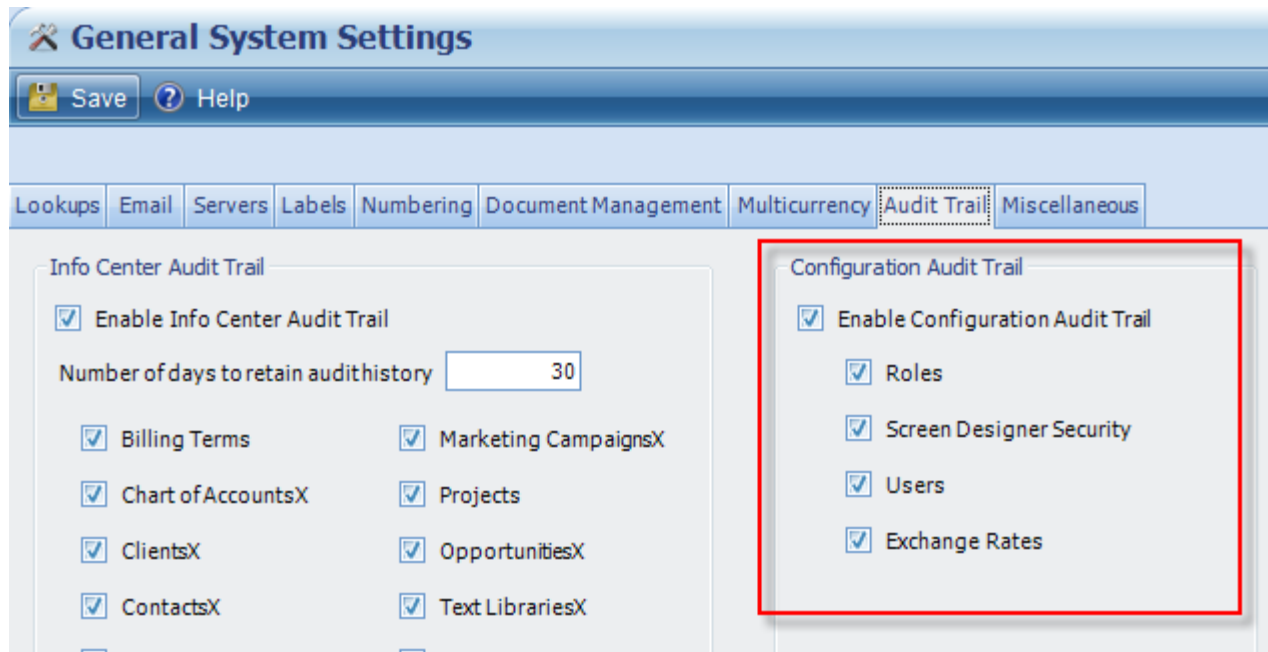
Bank/Invoice /Voucher	Project/ Vendor	Phase	Task	Account	Post Period	Post Seq	Trans. Type	Balance	Exchange Info	Calc. Functional Amount	Prior Functional Amount	Adjustment Amount
Unbilled Services												
Transaction Currency: USD												
				121.00	201201	65	LG			1,996.18		1,996.18
				121.00	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												

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

Deltek Vision - Configuration Reporting - Cohen & Associates LLC - Period Ending 1/31/2011 - v7.0

Show Navigation Back Forward Dashboard Search Options Help Log Off

Configuration Reporting

Preview Print Schedule Email Download Create Report Archive Help

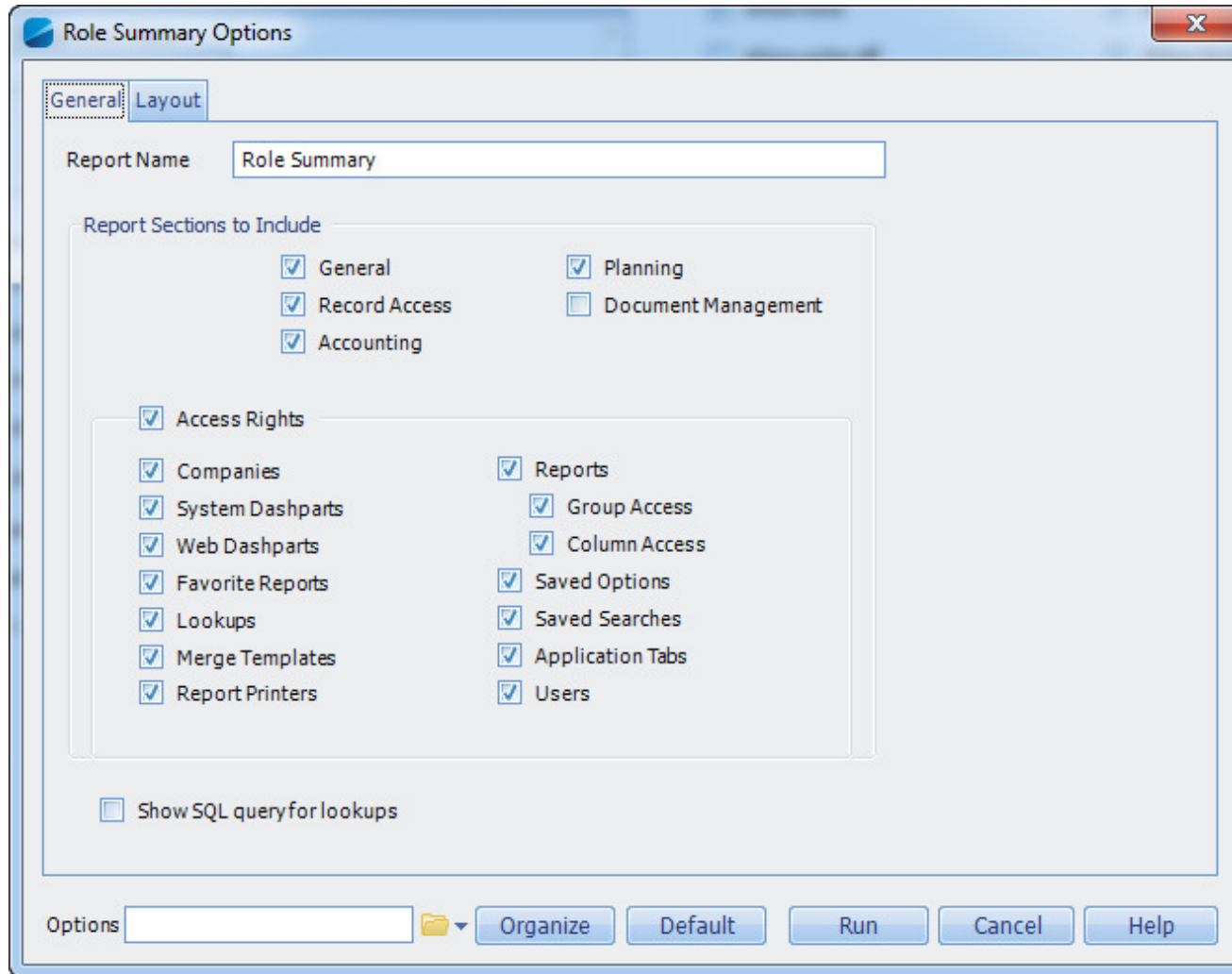
Reports Archived Reports Current Activity

Show Reports All

Report Name	Options	Selection	Type	Folder
Daily Exchange Rate Audit			Original	Standard
Daily Exchange Rate Audit Detail			Original	Standard
Field Security			Original	Standard
Period Exchange Rate Audit			Original	Standard
Period Exchange Rate Audit Detail			Original	Standard
Role Audit			Original	Standard
Role Audit Detail			Original	Standard
Role Summary			Original	Standard
Screen Designer Security Audit			Original	Standard
Screen Designer Security Audit Detail			Original	Standard
User Accounts			Original	Standard
User Audit			Original	Standard
User Audit Detail			Original	Standard

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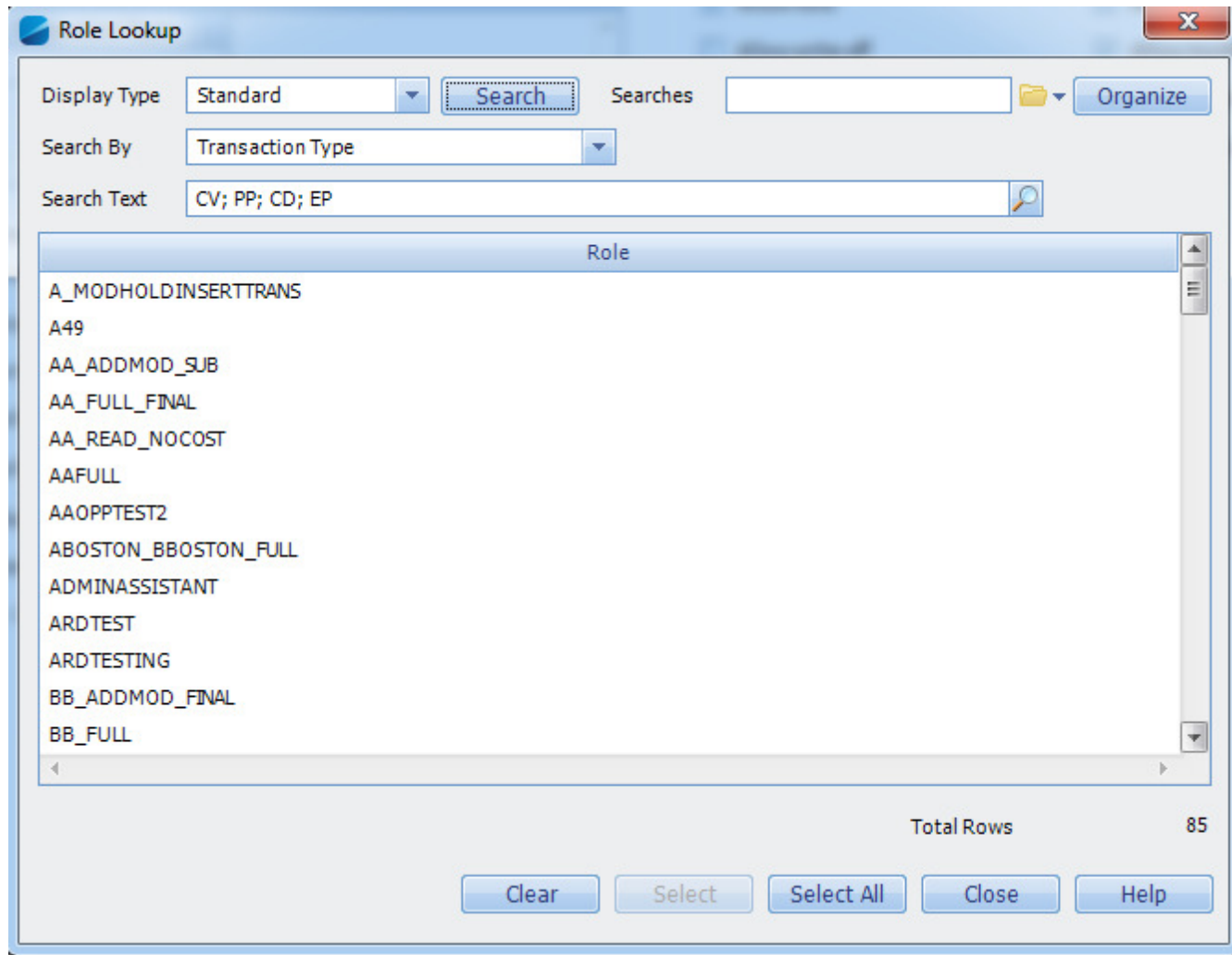
New ways to control report output



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New ways to search for roles



New “Self Service” option

The screenshot shows the 'Roles' configuration window for 'DAVID_DEFAULT'. The 'Record Access' tab is active, displaying a table of application record access settings. Below the table, there are two checkboxes: 'Apply record access to all transaction centers' and 'Enable self service in Employee Review'. The second checkbox is highlighted with a red dashed border.

Access	Application	Record Level View	Record Level Update
Full	Billing Terms		
Full	ContactsX	Not In Use	Same As View
Full	Leads	Not In Use	Same As View
Full	Project Planning	Not In Use	Same As View
Full	Text LibrariesX	Not In Use	Same As View
Full	UnitsX	Not In Use	Same As View
Full	Billing Rate Tables	Not In Use	Same As View
Full	Recruits	Not In Use	Same As View
Full	Test12	Not In Use	Same As View
Full	UDIC Test AA	Not In Use	Same As View
Full	No Names	Not In Use	Same As View
Full	TEST%%	Not In Use	Same As View

Apply record access to all transaction centers Enable self service in Employee Review

How it works now.....

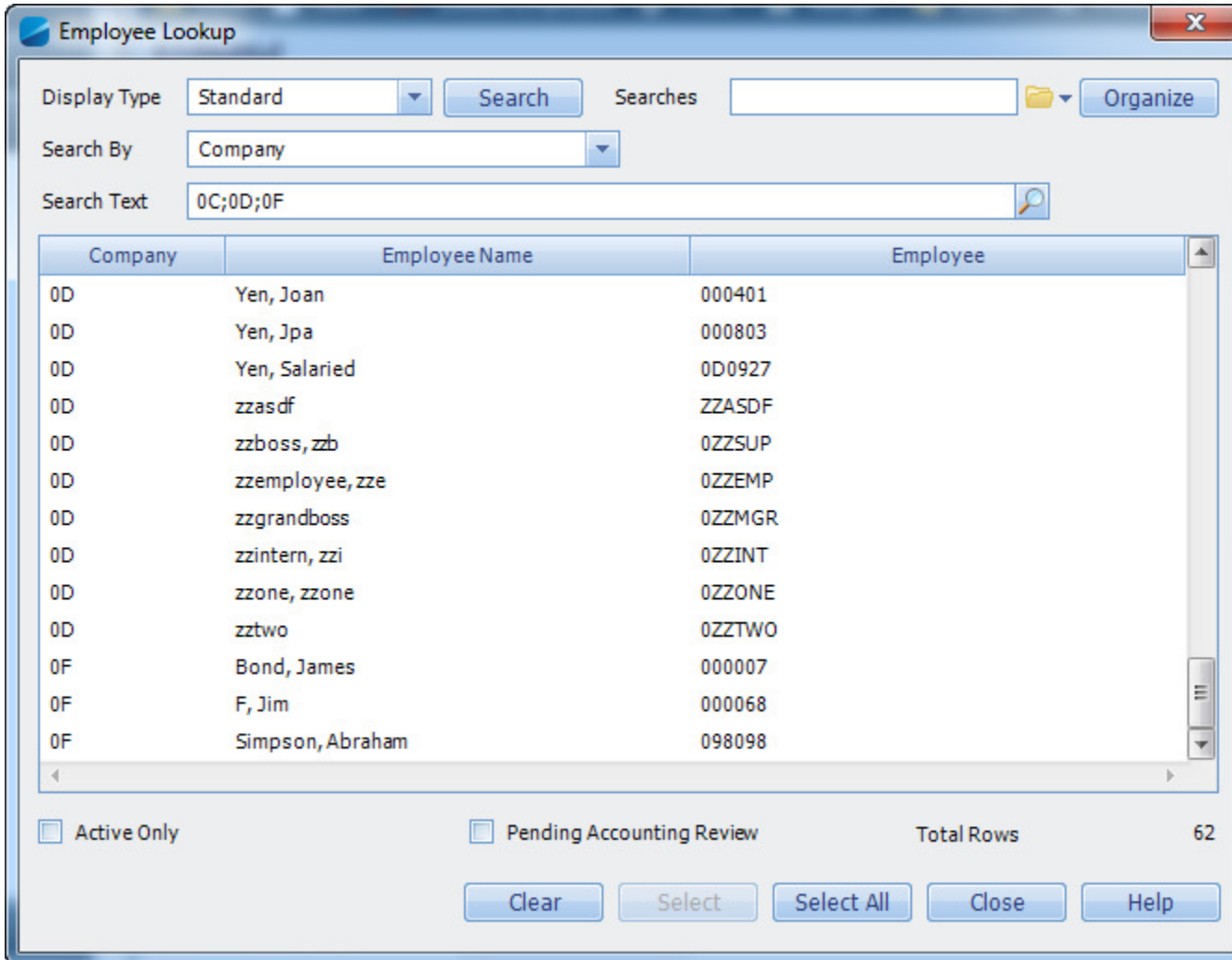
- Employee Info Center\Employee Review:
 - Labor Amounts\Rates access still affects access to Employee Review
 - Converted users will not have box checked by default.
 - Employee Not Found message
- Human Resources\Employee Review
 - Does NOT use Labor Amounts\Rates access....uses only Self Service checkbox.

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

Ability to Access All Employees

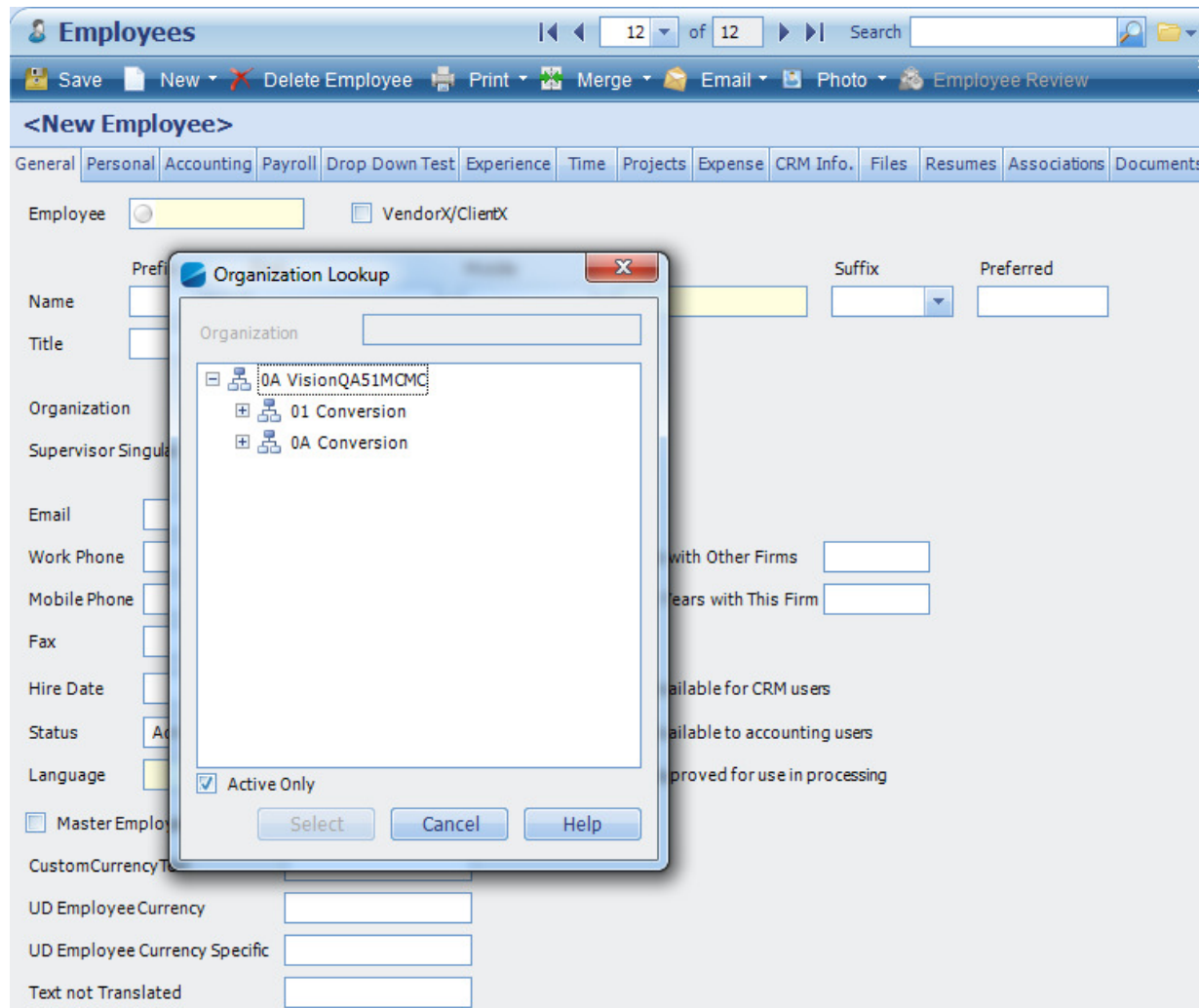
- Access to employees within Employee Info Center is no longer limited by Company



The screenshot shows the 'Employee Lookup' application window. The window title is 'Employee Lookup'. The interface includes a 'Display Type' dropdown set to 'Standard', a 'Search' button, a 'Searches' field, and an 'Organize' button. The 'Search By' dropdown is set to 'Company', and the 'Search Text' field contains '0C;0D;0F'. Below the search controls is a table with three columns: 'Company', 'Employee Name', and 'Employee'. The table lists 15 employees, with 12 from company '0D' and 3 from company '0F'. At the bottom of the window, there are checkboxes for 'Active Only' and 'Pending Accounting Review', a 'Total Rows' indicator showing '62', and buttons for 'Clear', 'Select', 'Select All', 'Close', and 'Help'.

Company	Employee Name	Employee
0D	Yen, Joan	000401
0D	Yen, Jpa	000803
0D	Yen, Salaried	0D0927
0D	zzasdf	ZZASDF
0D	zzboss, zzb	0ZZSUP
0D	zzemployee, zze	0ZZEMP
0D	zzgrandboss	0ZZMGR
0D	zzintern, zzi	0ZZINT
0D	zzone, zzone	0ZZONE
0D	zztwo	0ZZTWO
0F	Bond, James	000007
0F	F, Jim	000068
0F	Simpson, Abraham	098098

Employees still must be created in their home company



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Role Organization Access and Employees

Organization Record Access

Selected Organizations

Organization Lookup

Display Type: Advanced Search Searches Organize

Search Criteria

Search Field	Operator	Search List	Cond
Organization	In List	0D:01:BO:AR;	AND

Display Search Text

Organization	Name
0D:01:BO:AR	JPN/Boston /Architectural

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)

The screenshot shows the 'Employees' application interface. The main window is titled '<New Employee>' and has tabs for General, Personal, Accounting, Payroll, Drop Down Test, Experience, Time, Projects, Expense, CRM Info, and Files. The 'Accounting' tab is selected. A text box above the form says 'Creating a new employee in company 0A'. The form includes fields for Employee ID, Name (Prefix, First, Middle, Last), Title, Organization, Supervisor Singular, Email, Work Phone, Mobile Phone, Fax, Hire Date, Status (Active), and Language. There are also checkboxes for Master Employee, CustomCurrencyTest, UD Employee Currency, UD Employee Currency Specific, and Text not Translated. An 'Organization Lookup' dialog box is open in the foreground, showing a search interface for organizations with a 'Select' button and a 'Cancel' button.

The screenshot shows the 'Employees' application interface. The main window is titled '<New Employee>' and has tabs for General, Personal, Accounting, Payroll, Drop Down Test, Experience, Time, Projects, Expense, CRM Info, and Files. The 'Accounting' tab is selected. A text box above the form says 'Creating a new employee in company 0D'. The form includes fields for Employee ID, Name (Prefix, First, Middle, Last), Title, Organization, Supervisor Singular, Email, Work Phone, Mobile Phone, Fax, Hire Date, Status (Active), and Language. There are also checkboxes for Master Employee, CustomCurrencyTest, UD Employee Currency, UD Employee Currency Specific, and Text not Translated. An 'Organization Lookup' dialog box is open in the foreground, showing a search interface for organizations with a tree view. The tree view shows a hierarchy of organizations: '0D JPY Company' (selected), '01 Conversion', 'BO Boston', and 'AR Architecture'. There are 'Select' and 'Cancel' buttons at the bottom of the dialog box.

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Utilities\Advanced Utilities\Configuration Audit Purge

The screenshot shows a software window titled "Configuration Audit Purge". At the top, there is a menu bar with "Run", "Schedule", and "Help" options. Below the menu bar, there are several configuration options:

- All Applications: Purge Start Date: [empty] [31], Purge End Date: 1/1/2011 [31]
- Roles: Purge Start Date: [empty] [31], Purge End Date: [empty] [31]
- Users: Purge Start Date: [empty] [31], Purge End Date: [empty] [31]
- Screen Designer Security: Purge Start Date: [empty] [31], Purge End Date: [empty] [31]
- Exchange Rates: Purge Start Date: [empty] [31], Purge End Date: [empty] [31]

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

Deltek Vision - Generic Resources - Cohen & Associates LLC - Period Ending 1/31/2011 - v7.0

Navigation: Hide Navigation, Back, Forward, Dashboard, Search, Options, Help, Log Off

Generic Resources

Sr. Draftsperson

Code: 15

Name: Sr. Draftsperson

Organization: Cohen Assoc Chicago

Labor Category: Sr. Draftsperson

Activity Code:

Supervisor: Banks, Martin

Status: Active

Skill	Level	Primary
Draftsmen	6-10 Years	<input checked="" type="checkbox"/>

Resource Management

The screenshot shows the 'Resource Utilization' interface with several callout boxes pointing to specific changes:

- Panel label is changed to Select Resources for clarity**: Points to the 'Select Resources' header.
- Options tab has been relabeled to Show for clarity**: Points to the 'Show' button.
- Include Generic Resources checkbox is removed**: Points to the 'Exclude Generic Resources' dropdown.
- Organization dropdown is replaced with a new organization lookup**: Points to the 'Organizations' search field.
- Employee/Generic Resource Plan [Project]**: Points to the 'Apply To' dropdown.
- Collapsible headers have been replaced with group boxes**: Points to the 'Organizations' and 'Employees' section headers.
- New Generic Resource group with selection criteria**: Points to the 'Generic Resources' section.
- New Divider line between resource criteria and plan level row group for clarity**: Points to the horizontal line between the 'Generic Resources' and 'Plan Level Rows to Show' sections.
- Advanced Search has been removed and functionality included in the Employee group**: Points to the 'Employees' section.
- New Saved Search button**: Points to the search icon in the 'Generic Resources' section.
- Exclude Generic Resources Those With Planned Hours in Period Those With Planned Hours in Period on My Plans Selected Generic Resources**: Points to the 'Select' dropdown in the 'Generic Resources' section.
- Collapsible headers have been replaced with group boxes**: Points to the 'Plan Level Rows to Show' section header.

Organization Lookup

Deltek Vision - Resource Utilization - Cohen & Associates LLC - Period Ending 1/31/2011 - v7.0

Resource Utilization

Select Resources

Assignments

Dates: 4/4/2011 - 10/31/2011

View By: Week

Organizations: [Wildcard] / [Wildcard] / [Wildcard]

Apply To: Employee/Generic Resource

Labor Categories: All Labor Categories

Employees: All

Generic Resources: Selected Generic Resources

Plan Level Rows to Show: Mapping: Both Mapped and Unmapped

Included in Utilization and Reporting

Plan Probability Percent is >=

Organization: 01:02:___ Cohen & Assoc LLC / Chicago / [Wildcard]

Company	Office	Discipline
[Wildcard]	[Wildcard]	[Wildcard]
04 AB&W, Ltd.	02 Chicago	00 Admin
02 Apple & Bartlett	00 Corporate	03 Engineering
03 Bartlett & Hunter	04 Denver	04 Environmental
01 Cohen & Assoc LLC		05 Interiors

Active Organizations Only

OK Cancel Help

Soft booked hours are currently included in the resource name's total planned hours, billable planned hours, availability, and utilization calculations.

Generic Resource Search

The screenshot shows the 'Generic Resource Lookup' dialog box in the Deltek Vision software. The dialog has a 'Search By' dropdown set to 'Generic Resource Name' and a 'Search Text' field. Below the search fields is a list of resources with the following columns: 'Generic Resour', 'Company Name', 'Discipline', 'Activity Code', and 'Super'. The list contains 30 rows of data, including roles like 'Construction Specialist', 'MEP Engineer', and 'Engineering Intern'. At the bottom of the dialog, there is an 'Active Only' checkbox (which is unchecked) and a 'Total Rows' indicator showing 30. Buttons for 'Clear', 'Select', 'Select All', 'Close', and 'Help' are located at the bottom of the dialog.

Generic Resour	Company Name	Discipline	Activity Code	Super
1		Principals		
10		Administrative		
11		Surveyor		
12		Architectural Intern		
13		Administrative Support		
14		Master Planner		
15		Sr. Draftsperson		Banks, Mar
16	Construction Specialist Cohen Assoc Denver A	Construction Specialist	_E	Apple, Willi
17	MEP Engineer	MEP Engineer		
18	Engineering Intern	Engineering Intern		
19	Sr Project Architect	Sr Project Architect		
2	Project Manager	Project Manager		
20	Sr Design Architect	Sr Design Architect		

Intercompany Invoice Access and Billing Rates

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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

Deltek Vision - Intercompany Billing Setup - Cohen & Associates LLC - Period Ending 1/31/2011 - v7.0

Hide Navigation Back Forward Dashboard Search Options Help

Navigation

- Reporting
- Utilities
- Configuration**
 - General
 - Workflow
 - Security
 - Organization
 - Planning
 - Billing
 - Accounting
 - System Settings
 - Company Settings**
 - Intercompany Billing**
 - Employee Types
 - Time Analysis
 - Accrual Schedule
 - Taxes
 - Banks
 - System AP
 - Company AP
 - Expense Code Override
 - Accounts Receivable
 - Overhead Allocation
 - User Defined Revenue
 - Activity Codes
 - Cash Flow Statement

Intercompany Billing Setup

Save Help

Regular Labor Overhead Labor Promotional Labor Regular Expense Overhead Expense Promotional Expense Balance Sheet/Other Reclass Projects

Reclass Intercompany Suspense as Receivable/Payable only

Create Labor Adjustment to transfer labor to originating Company

Create Journal Entry

Choices were only "Multiplier" or "Billing Terms"

Multiplier defaults to "1.00", but now affects all Rate Methods

Journal Entry Information

Company	Credit Account	Debit Account	Rate Method	Rate Table	Multiplier
Apple & Bartlett, PC	431.00	431.00	By Category	07-10 Category Standards	0.90
Bartlett & Hunter Design	431.00	431.00	Multiplier		2.80
Cohen & Associates LLC	431.00	431.00	Multiplier		2.80
Apple, Bartlett & Windsor, Ltd	431.00	431.00	Multiplier		3.00

Target / Originating Company Combos have override terms

Journal Entry Override

Target Company	Originating Company	Rate Method	Rate Table	Multiplier
Cohen & Associates LLC	Apple & Bartlett, PC	Rate Table	Health Care Billing Rate Table	1.10

Project Info Center Overrides

The screenshot displays the Deltek Vision software interface for project management. The title bar reads "Deltek Vision - Projects - Cohen & Associates LLC - Period Ending 1/31". Below the title bar is a navigation menu with options: Show Navigation, Back, Forward, Dashboard, Search, Options, and Help. The main header area shows "Projects" and a toolbar with icons for Save, New, Delete Record, Print, Merge, Email, and Billing Terms. The current project is identified as "1999009.00 - ABC Plaza Study | 000 - Feasibility Study". A tabbed interface is visible with tabs for General, Contract Management, Team, Time & Expense, Accounting, Budget & Revenue, Intercompany Billing, and Quality. The "Intercompany Labor" section is active, showing the following settings: "Apply RateMethod at this Level" set to "Project", "Rate Method" set to "Rate Table", "Rate Table" set to "Boston Center Labor Rates", and "Multiplier" set to "1.00". A callout box labeled "Expanded Rate Methods" points to the "Rate Method" dropdown. Below this, the "Intercompany Expense" section is visible with settings: "Apply RateMethod at this Level" set to "Project", "Rate Method" set to "By Account", "Rate Table" set to "9700020000", and "Multiplier" set to "1.00". A second callout box labeled "Expanded Rate Methods" points to the "Rate Method" dropdown in this section.

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:

The screenshot displays the 'Accounting System Settings' window with the 'Project Budgeting' tab selected. The interface includes a 'Save' button and a 'Help' icon. The settings are organized into several sections:

- Enable for Timesheets:** Includes checkboxes for 'Secondary Overtime', 'Cost Rate Tables', 'Pay Rate Tables', and 'Overtime Percent in Cost/Pay Rate Tables'.
- Invoice:** Includes checkboxes for 'Enable Retainage', 'Enable Retainers', and 'Display Invoice Leading Zeros'.
- Account Status:** A table with columns 'Label' and 'Message'.

Label	Message
Active	None
Inactive	Warning
Dormant	Error
- Posting:** Includes a checkbox for 'Update Project Team when Posting Labor'.
- Other Settings:** Includes a checkbox for 'Synchronize Fees from Contract to Project' and 'Enable Detailed Subledgers for Intercompany Billing'.

A red callout box points to the 'Synchronize Fees from Contract to Project' checkbox with the text: "Cannot be used in combination with Synchronize Fees from Plan to Project".

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

Deltek Vision - Projects - Cohen & Associates LLC - Period Ending 1/31/2011 - v7.0

Projects

2002005.00 - Cape Cod Vacation Club

General | **Contract Management** | Team | Time & Expense | Accounting | Budget & Revenue | Dates & Costs | Intercompany Billing | Clients/Contacts | Activities | Background | Marketing Campaigns | Files

Billing Currency (USD) | Project Currency (USD) | Functional Currency (USD)

Contract Number	Contract Status	Include in Fees	Request Date	Approved Date	Period	Contract Type	Compensatio	Consultant Fee	Reimbursable Allowance	Total
1		<input checked="" type="checkbox"/>			0		60,000.00	5,000.00	7,000.00	72,000.00
205-5-001	Approved & Si	<input checked="" type="checkbox"/>	2/1/2010	2/9/2010	201002	Original	50,000.00	5,000.00	5,000.00	60,000.00
205-5-002	Approved & Si	<input checked="" type="checkbox"/>	5/12/2010	5/19/2010	201005	Change Order	10,000.00		2,000.00	12,000.00
205-5-003	Negotiation	<input type="checkbox"/>	1/4/2011		0	Change Order	7,000.00			7,000.00
Σ							127,000.00	10,000.00	14,000.00	151,000.00

Phase	Task	Compensatio	Consultant Fee	Reimbursabl Allowance	Total
1PD	BPD	27,000.00	5,000.00	4,000.00	36,000.00
1PD	SPD	30,000.00		3,000.00	33,000.00
2SD	BSD	3,000.00			3,000.00
Σ		60,000.00	5,000.00	7,000.00	72,000.00

Notes

Employee Name	Percent
Σ	



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

Project Fee Entering Method

- At All Levels of the Work Breakdown Structure
- At Lowest Level Only (System will Automatically Update Higher Levels)

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

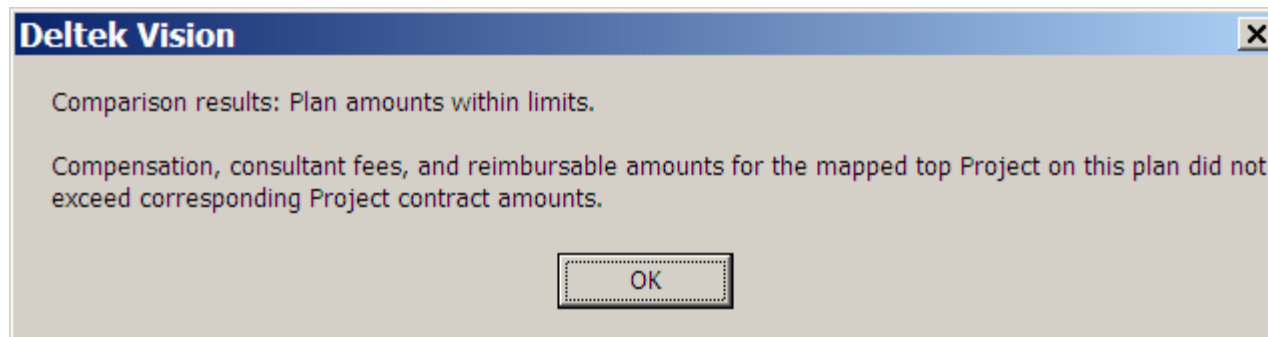
Impact on Planning

- 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

The screenshot shows the 'Plan Settings' dialog box for 'Cohen & Associates LLC'. The 'General' tab is selected. The 'Enable Planning Tabs' section has 'Expenses' and 'Consultants' checked, and 'Units' unchecked. The 'Decimal Digits' section has 'Hour' set to 'No Decimal', 'Quantity' set to '3 Digits', and 'Amount' set to 'No Decimal'. The 'Create Plan from Project' section has 'Copy Down To' set to 'Activity Code'. The 'Limit Plan Fees to Contract Totals' checkbox is checked and highlighted with a dashed border. Other options include 'Plan Compensation Values by Row&Period' (checked), 'Synchronize Fees from Plan to Project' (unchecked), and 'Exact Decimal Limits' (unchecked).

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



New Reporting Capabilities

- Contract Management Report – in Project Reporting

Contract Management by Contract									
Dohen & 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						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 Francisco 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						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



New Reporting Capabilities

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

Contract Management Options

General | Sorting/Grouping | Columns | Layout

Report Name: Create Activity

Contract Time Frame

All

Request Date Range: to

Approved Date Range: to

Period Range: to

Contract Selection

Status:

Type:

Print Contract Notes

Page Break by Project

Print Final Totals

Report Fees In:

Presentation Currency:

Exchange Rate as of:

Options:



New Reporting Capabilities

- Sales Credit Report – in Employee Reporting

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

New Reporting Capabilities

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

Sales Credit Options

General | Sorting/Grouping | Columns | Layout

Report Name: Sales Credit Create Activity

Contract Time Frame

All

Request Date Range: [] 31 to [] 31

Approved Date Range: [] 31 to [] 31

Period Range: [] to []

Contract Selection

Status: []

Type: []

Exclude Contracts Not Included in Fees

Project: []

Print Contract Notes

Page Break by Employee

Print Final Totals

Report Fees In: Billing Currency

Presentation Currency: []

Exchange Rate as Of: [] 31

Options: []

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



The image shows a screenshot of a software dialog box titled "Contract Selection". It contains two text input fields: "Status" and "Type", each with a magnifying glass icon to its right, indicating a search function. Below these fields is a checkbox labeled "Exclude Contracts Not Included in Fees".

- Metrics Added to Project Visualization

User Defined Info Centers

Deltek Know more.
Do more.™



Agenda

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

UDICs...

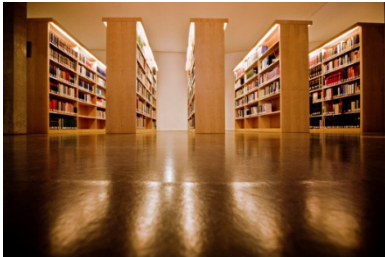
- Are custom info centers built for your unique needs without custom coding.
- Appear to be standard info centers to the typical user.
- Enable you to extend Vision rather than creating separate systems.
- Are configured just like other info centers.



The Possibilities are Endless...



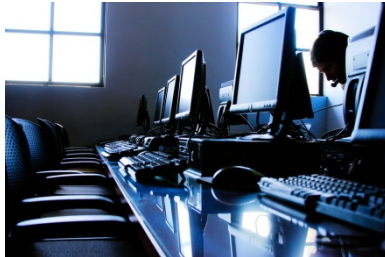
Country



Company Library



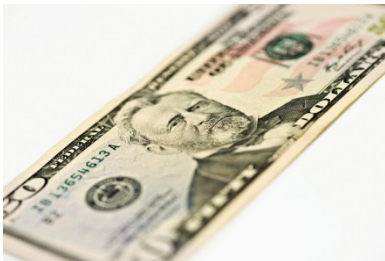
Recruiting



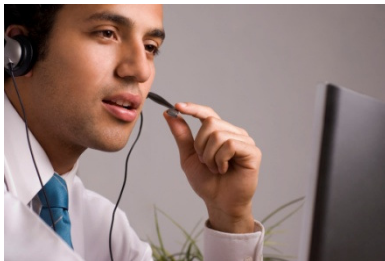
Training Requests



Offsite Storage



Funding



IT Service Requests



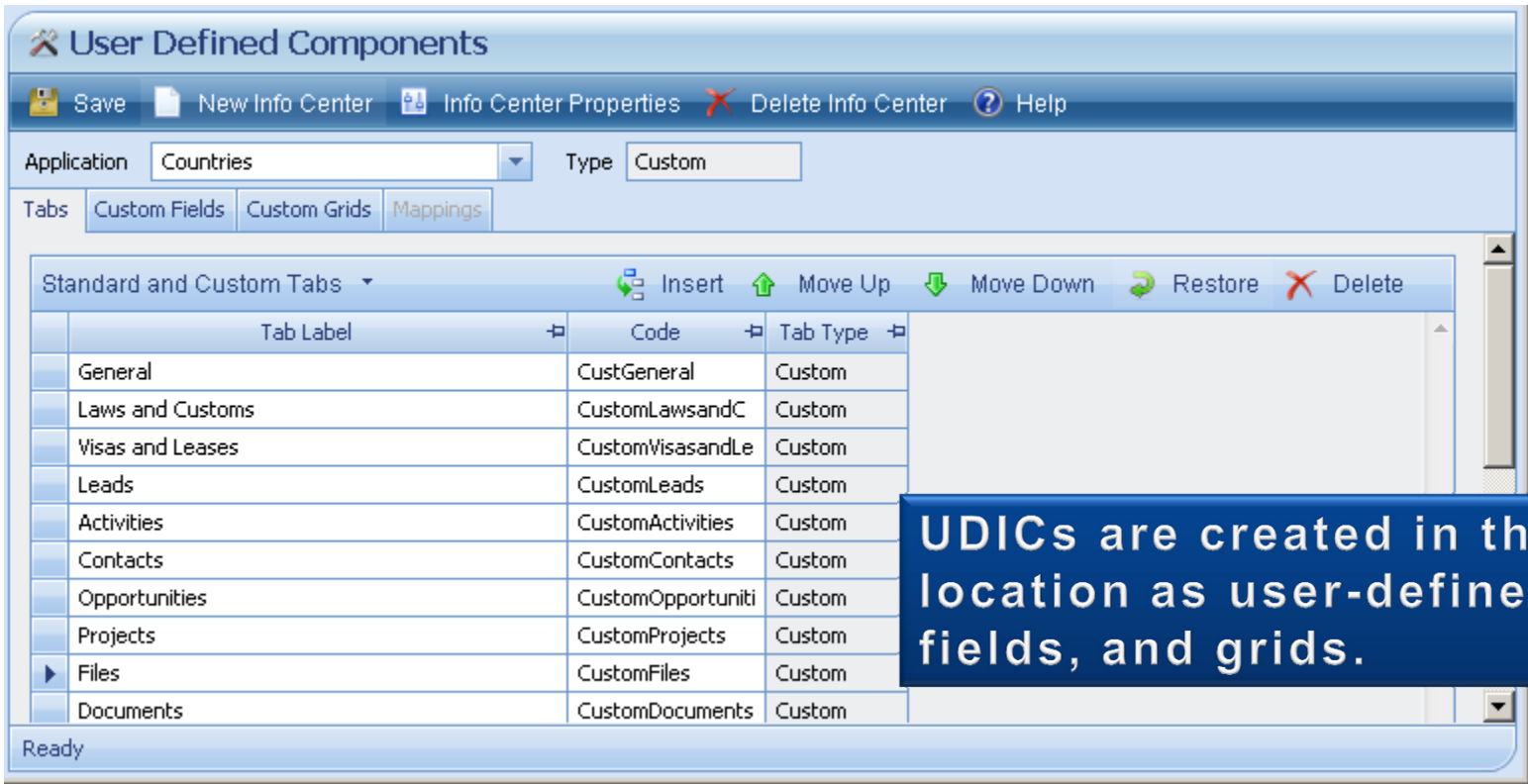
Company Store



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



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

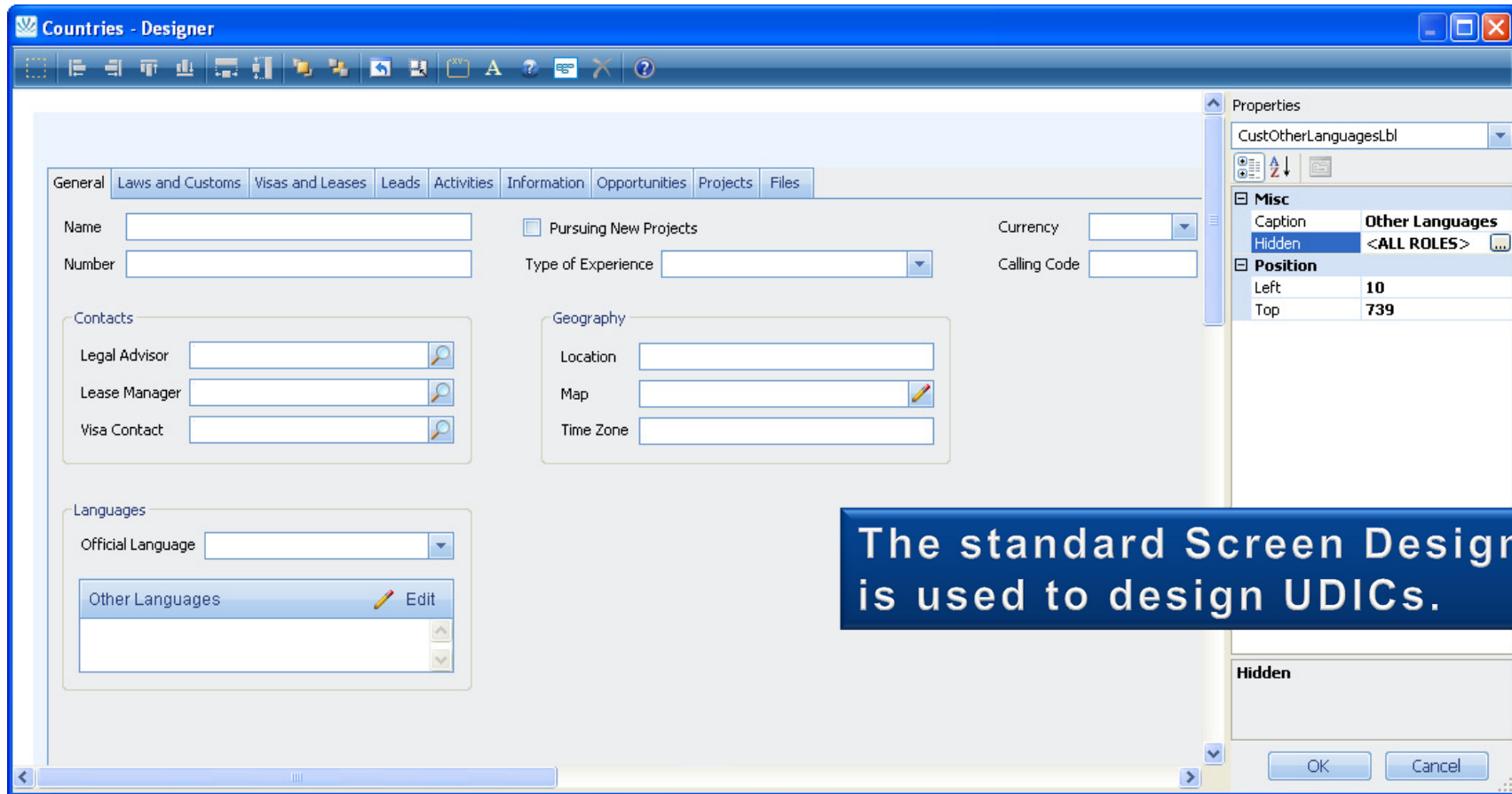
Standard Search By
Which fields should be searched?

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

The screenshot shows a 'Country Lookup' dialog box with the following elements:

- Display Type:** Standard
- Search:** Search button
- Searches:** Search history field
- Search By:** Country Name (dropdown menu)
- Search Text:** united
- Result List:** A list with a header 'Name' containing 'United Arab Emirates', 'United Kingdom', and 'United States'.
- Active Only:**
- Total Rows:** 3
- Buttons:** Clear, Select, Select All, Help, Close

Designing the UDIC



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

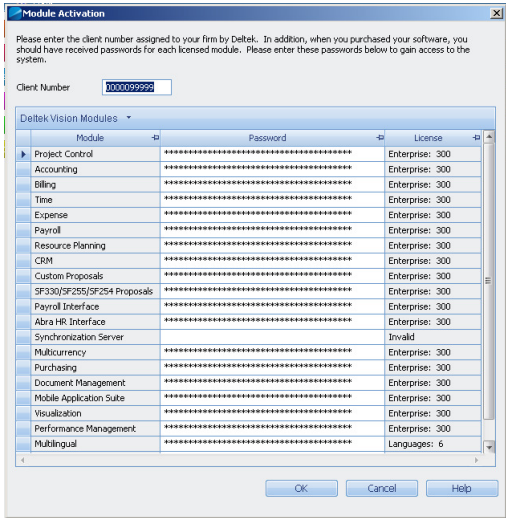
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Do more.™

The background of the slide features a series of overlapping, semi-transparent blue geometric shapes, primarily triangles and polygons, that create a sense of depth and movement. The colors range from a deep navy blue to a lighter, vibrant sky blue. The shapes are layered, with some appearing to recede into the background while others are more prominent in the foreground, creating a dynamic, architectural feel.



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)



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





Key Exclusions

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



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