

A photograph of three diverse business women in a modern office environment. They are gathered around a table, looking at a laptop screen. The woman on the left is wearing glasses and a dark blazer. The woman in the middle is wearing a white top and a grey cardigan. The woman on the right is wearing a green top. The background shows large windows and a bright, airy office space. The image is partially obscured by a large blue diagonal graphic on the left side.

Deltek.

Deltek Costpoint Contract Management

Transforming government contracts into digital
intelligence for the modern contractor

Spanning the Entire Contract Management Process

A single, integrated contract management solution

Automatically bring opportunities from **Gov Win IQ** into Costpoint

Track costs and **manage Opportunities** throughout the entire pre-award process

Record **organizational or personal conflicts of interest** according to FAR

Create contract records from opportunities, **designate FAR/DFARS clauses** and manage modifications

Flow information down from prime contracts to **subcontracts**

Leverage past contract performance and other **business intelligence** for better negotiations

Close out contracts faster with an easy-to-follow **checklist** and digital signature

Available in the **Cloud** or On-Premise



How Does it Work?

Using an information service like GovWin IQ, search for opportunities that are a good fit for your business and automatically create opportunities within Costpoint, or manually enter and manage opportunities. Next, create projects directly from opportunity records in order to track bid and proposal costs. After winning the opportunity, you can create contracts, assign FAR and DFARS clauses, create subcontracts and designate small

business subcontractor types. Projects are then initiated from the contract record so your project team can start billing. Costpoint Contract Management supports the entire contract lifecycle in a single solution that reduces data entry, tracks costs better and records important contract information.



SEARCH

Find the best opportunities for you with GovWin IQ



PURSUE

Automatically create opportunities in Costpoint from GovWin IQ



CAPTURE

After winning, create contracts



INITIATE

Projects can be initiated from either opportunities or contracts




INVOICE

Project teams can start delivering while finance recognizes revenue

Search, Select and Manage Opportunities

Searching for the right government opportunities for your business can be time consuming and require numerous resources. Whether you are looking for federal, state or local or all three, Costpoint Contract Management offers a built in integration with the industry leading GovWin IQ information service. Simply use the extensive search and filter capabilities within GovWin IQ to select the early award notifications and award notifications that are right for your business. You can then automatically bring them into Costpoint Contract Management to manage during the pre-award process.

Even if you are not using GovWin IQ as your opportunity service, you can manually enter opportunities into Costpoint Contract Management to start your pre-award process. Once you have an opportunity in Contract Management, you can track everything from roles, agency contacts, and task order numbers, to status details like total value, win probability and record OCI. Run queries to discover when key milestone dates are approaching, analyze costs and see if any contract provisions are in play. After winning the opportunity, you can record lessons learned in the post-award debrief area.



Reduce data entry by as much as 80% during the pre-award process by leveraging the integration between GovWinIQ and Costpoint.

Contract Management Made Easier

Many contractors are using technology developed over two decades ago to manage their contracts. This approach to managing the vital information contained within a contract can lead to slower responses to data calls, an inability to easily flow clauses down to subcontracts, and an inefficient way to find contracts with certain provisions or clauses. All of these things can add up to more potential risk and poor customer service.



WITH COSTPOINT, THE MODERN CFO IS PROVIDED WITH:



Detailed RFP information
like key milestones
and provisions



Recording of indirect costs
incurred during a pursuit



Faster contract
record creation with
better data integrity



A place to record lessons
learned post-award



A blended view of non-
financial and financial contract
information in a single place

Recording Conflicts of Interest

When formulating a pursuit strategy, business development, finance, and the contract team all come together to develop the best strategy to win. During this process, the review and recording of conflicts of interest is often overlooked, as it can be challenging to record this information on subcontracts and vendor records and determine how it relates back to a prime contract. Modern contractors have this built in to their process as a best practice so that they are better prepared in case of a protest or other inquiries.

Organizational Conflicts of Interest (OCI) and Personal Conflicts of Interest can be recorded during the pre-award process in case you need quick access to this information during a protest. Four different types of conflicts of interest can be recorded according to the FAR: Unequal Access, Biased Ground Rules, Impaired Objectivity and Personal Conflict of Interest. Once identified, you can then record status and review details at the prime or subcontract level.

Contract managers can record up to four different types of conflict of interest as set forth by the FAR:

- **Unequal Access**
- **Biased Ground Rules**
- **Impaired Objectivity**
- **Personal Conflict of Interest**





With competition for government contracts increasing, modern contractors are deploying contract management solutions to help record conflicts of interest in case of a protest.



Transform the management of contracts from multiple sources into a single solution that can automate most everything from opportunity identification to contract closeout.

Digital Contract Management

Contract managers spend a lot of time putting together different pieces of information in order to manage contracts, respond to inquiries, communicate status or help negotiate a new pursuit. Often times they are stitching together this information from a variety of sources: spreadsheets, paper documents, PDF's on a shared drive, a report out of the accounting software or an email from the contracting officer. All of this time spent putting the puzzle together slows down the pursuit team, the finance team, the project management team and could delay responses back to your customers and subcontractors.

More and more contractors are implementing contract management solutions to avoid all of the pitfalls that come with manual and disconnected processes. The stakes are too high. There are too many awards to be won to not transform this area of the business to drive costs down and realize even greater speed.

WITH COSTPOINT, CONTRACT MANAGERS CAN:

- Automatically create projects from contract or opportunity records
- Flow FAR/DFARS clauses down from contract to subcontract
- Respond to data calls faster
- Close contracts out faster with a built in checklist
- Easily implement contract modifications throughout the entire life of the contract

Subcontract Management and Vendor Evaluation

Government contracting is a team sport. Many companies come together to pursue an opportunity because it gives them the best chance to win. Subcontracting is a way of life and in some cases the contract requires some of the work by done by small businesses. Keeping accurate records and connecting all the dots between prime and subcontracts can be challenging.

Contract managers are usually called upon to administer prime and subcontracts and help find the best subcontractors. Most of time prime contracts and subcontracts are only connected by residing in the same folder – virtual or otherwise. Without having accurate, up-to-date funding information for subcontracts compared to the overall contract, key decisions could be delayed or based on stale information.

If they have to manage more than a handful of vendors, it's difficult to assess their strengths and weaknesses. Without knowing these things ahead of time, it could affect project performance, pricing strategy and overall customer service.

Modern contracting needs less paper, better subcontract management and more integration with an ERP designed for government contracts. Costpoint provides clear information contractors need when executing the most sophisticated contracts.

- **Real time views of subcontract value compared to overall contract value**
- **User defined rating questions**
- **Automatically flow FAR/DFARS clause from prime to subcontract**
- **Track modifications to subcontracts**




Why Costpoint Contract Management

Costpoint Contract Management helps Contract Managers manage opportunities, contracts, subcontracts and related compliance requirements such as FAR/DFARS clauses, Organizational Conflicts of Interest and vendor performance, while making the post-award process more efficient and accurate.

Unlike other contract management solutions, Costpoint Contract Management is the only solution designed for government contractors that can digitally transform the entire contract management process with a single solution that connects business development to finance in order to accelerate contract administration, improve communication and negotiate better contracts.

Costpoint does this by:

- Providing a faster return on your investment with a solution that requires little to no customization
- Lowering the total cost of ownership by providing you support from a single vendor
- Offering more affordable implementations by providing, maintaining and supporting all of the integrations within Costpoint
- Automating the entire contract management process
- Integrating everything within Costpoint so all users are using the same information to communicate better about opportunities, contracts, subcontracts, teaming partners and vendors.



Achieve digital transformation
faster with a single solution
designed to accelerate, automate,
and activate the entire lifecycle
of a government contract.

A photograph of three business professionals in an office setting. On the left, a man with a beard in a blue suit jacket is shaking hands with a man in a brown suit jacket on the right. A woman in a maroon top stands between them, smiling. The background is a blurred office with large windows.

Become a modern contract manager by digitally transforming your business with Deltek Costpoint.

[DELTEK.COM/CONTRACT-MANAGEMENT](https://deltek.com/contract-management)



Deltek is the leading global provider of enterprise software and information solutions for government contractors, professional services firms and other project- and people-based businesses. For decades, we have delivered actionable insight that empowers our customers to unlock their business potential. 20,000 organizations and millions of users in over 80 countries around the world rely on Deltek to research and identify opportunities, win new business, recruit and develop talent, optimize resources, streamline operations and deliver more profitable projects.

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