

# Deltek Vision Core

Total visibility of your business from a single, integrated platform

## Deltek Vision Core Includes:

- Project and Financial Accounting
- General Ledger
- Accounts Payable
- Accounts Receivable and Flexible Billing
- Revenue recognition
- Project Management and Budgeting
- Time and Expense management
- Corporate budgeting
- Overhead allocation
- Multi-Currency / Multi-Company
- Over 300+ Standard Reports

To promote a successful business, you need to have a complete picture of your firm. What projects are currently in progress? What projects are you pursuing? Do you have enough staff to deliver projects on time? Are you profitable not only as a firm, but with each individual project? What projects are at risk?

If you are trying to manage the various aspects of the firm by juggling them in separate systems and spreadsheets, you're stuck trying to piece together the big-picture of the firm from multiple data sources—resulting in “best guesses” from inaccurate or outdated information.

Putting projects at the core, Vision provides you with everything you need to run your entire business. Since all of Vision's modules work together in a single application without complex integrations—including financial, time and expense, payroll, business development, project and resource planning, reporting, dashboards and more—you get comprehensive, up-to-date and accurate information on business performance. Through configurable reports, interactive online review screens and dashboards that highlight business results, Vision enables you to identify potential opportunities for improvement from the corporate level down to the most minute project detail. As a result, executives, directors, project managers, accountants and human resources all obtain the information, reports and analysis they each need to be as efficient and effective as possible

in their decision-making. In promoting visibility throughout all ends of the company, Vision serves as your organization's one version of the truth for everything project-related.

Deltek recognizes that project-driven businesses have different needs that usually exceed the capabilities of typical solutions. Instead of siloed information systems, or manual error-prone manual processes, project-focused organizations require sophisticated, highly-integrated software applications that automate end-to-end business processes across each stage of the project lifecycle. More than 12,000 project-based companies rely on Deltek for just that reason. These businesses recognize that unlike general-purpose business software, Deltek Vision was designed by project management and project accounting experts to specifically meet your specialized needs, without needing to be added to or tailored through customization.

## Manage project profitability

Vision automates and integrates all aspects of financial and project control to provide project managers, business managers, principals and accounting staff with immediate access to the management information they need to make the right decisions. Using up-to-the-minute information, managers can compare budgeted costs to actual costs and make adjustments as necessary to maintain or increase project profitability.

- Additional Modules**
- Customer Relationship Management (CRM)
  - Proposals
  - Government Forms
  - Connect for Microsoft Outlook
  - Project and Resource Planning
  - Microsoft Project Connect
  - Performance Management Dashboards
  - Payroll
  - Payroll Integration to Payroll Services

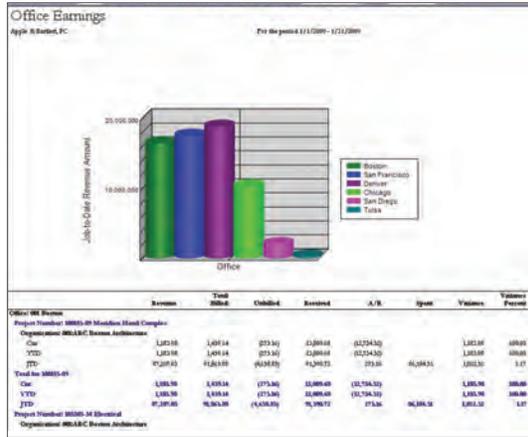


Figure 1: The Office Earnings report gives financial and project managers a high-level summary of financial activity including current, year-to-date and job-to-date totals. Use it to determine what project managers are making or losing money, what type of work is most profitable, view profitability of department and more.

**User-defined fields**  
With Deltek Vision, track the key information that is vital to your firm’s success—no matter how unique. To effectively track and monitor data that is significant to your company alone, add as many new fields as you want to Vision screens with a simple user interface. New fields created will automatically flow to ALL reports.

**Flexible work breakdown structure**  
Vision uses a flexible work breakdown structure (WBS) to help you manage even the most complex projects—allowing up to three levels of project structures, plus an additional 5 global levels of detailed tracking for your labor that contain user-defined labels to meet individual needs. Levels can be defined globally and at the project level.

**Boost staff productivity**  
Intuitive data entry makes it easy to enter transactions, while built-in checks ensure employees use valid project numbers, account numbers and other codes. And because Vision is fully integrated with the Vision product suite, redundant data entry coming from multiple sources is minimized. For example, a single labor charge entry will update your Accounting, Payroll, Billing and Resource Planning modules, making the challenges of data entry and analysis a thing of the past.

**Over 300+ standard reports**  
Microsoft’s SQL Server Reporting Service (SSRS), is used for all standard and ad-hoc reports. SSRS is an integrated part of Microsoft’s broader business intelligence (BI) framework that enables seamless integration with SharePoint and other tools like Microsoft Excel®. Take any of the 300+ out-of-the-box reports and modify, sort, group, add new fields or make new calculations to create your own versions of any report you need, WITHOUT CUSTOMIZATION. Alternatively, Vision you’re your business create personalized custom reports leveraging SSRS Report Builder and Report Designer.

**Ready for global business**  
Vision provides full multi-company/multi-currency functionality including:

- Full support for intercompany billing and consolidations with security controls
- Presentation currency for cross company management reporting
- International mailing label (Avery®) support
- Global/Local chart of account support
- Automated tax calculations include calculation of tax on retainage, compound tax applications and multi currency tax tracking and reporting capabilities

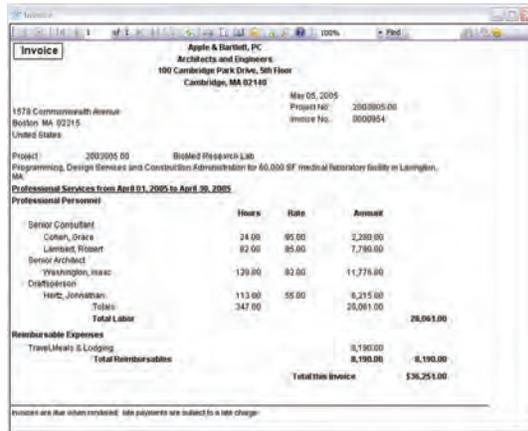


Figure 2: Vision Billing helps you prepare timely and accurate invoices so you can get paid more quickly

### Improve firm profitability and cash flow

Vision will improve cash flow by capturing all project time and expenses, preparing accurate invoices that meet each project’s contractual requirements and by facilitating the tracking and timely collection of receivables. Designed to support complex billing requirements that vary from client-to-client and project-to-project, the system automatically captures every project labor and expense transaction. Additionally, Vision applies rate tables and employee overrides, calculates fees and generates draft and financial invoices in a variety of templates. Draft invoices also have the capability to be emailed directly to project managers for review, providing an extra link for oversight without any hassle. Manage your firm Need to track the performance of separate companies, offices, divisions, disciplines or other profit centers? With Vision, users can maintain separate budgets, balance sheets, financial statements and general ledger reports for individual business units—right down to the transactional level.

### Rely on a superior audit trail

Vision provides a comprehensive audit trail, allowing project costs to be tracked from the opportunity stage through project completion. Interactive general ledger reporting lets you drill-down on any account balance to reveal underlying transaction detail.

### Technology ahead of the curve

Anytime, anywhere access and zero-client install ensure that any user with Internet Explorer can access the system from— you guessed it— anywhere, at anytime. This allows your staff to access their information whenever they need it, without having to be chained to their personal desktop. Besides total access from virtually any location, Vision only requires a web browser for implementation— no plug-ins or applets needed. Vision’s technological capabilities support hundreds of concurrent users, yet can be readily scaled down to meet the requirements and resources of any sized organization.

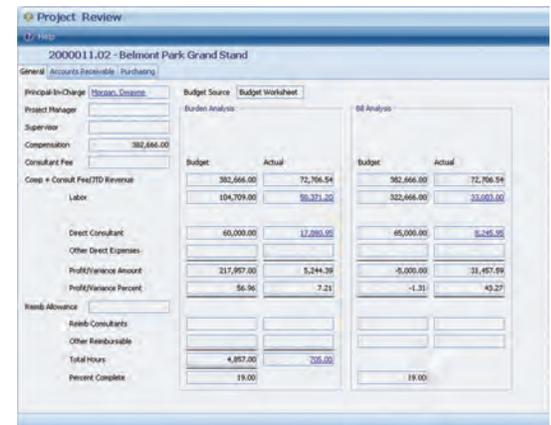


Figure 3: Vision provides complete detail on project costs to enhance internal control and provide a strong audit trail.

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BCS Prosoft is the leading provider of business management technology solutions to small and medium-sized businesses throughout North America with offices in San Antonio, Houston, Denver and Honolulu. Since 1986 BCS has been helping clients achieve financial goals, maximize operating efficiency and realize potential through the effective application of technology. As National Partners with Sage Software, Deltek and NetSuite, BCS Prosoft has a vast network of resources available to ensure that your business is up to speed with the latest technology. With clients in dozens of industries including Wholesale Distribution, Manufacturing, Equipment & Event Rental, Architecture & Engineering and Professional Services, we have the technological experience and expertise that produce meaningful results allowing your business to grow year after year.