DELTEK VISION™ AT A GLANCE

DELIVERING 360 DEGREES OF AUTOMATION FOR SECURING GREATER EFFICIENCY, COLLABORATION AND PROFITABILITY THROUGHOUT THE ENTIRE PROJECT LIFECYCLE IN PROFESSIONAL SERVICES FIRMS

PRODUCT OVERVIEW

Deltek Vision is a browser-based and fully integrated modular solution that allows professional services firms to secure greater efficiency, collaboration and profitability throughout the entire project lifecycle. As an end-to-end system, the suite delivers a seamless and real-time 360-degree view of people, projects, clients, resources and business in action. It consolidates, automates and unifies core business functions for everything from client relationship management, proposal development, resource and project scheduling and planning, employee time and expense to billing and accounting. The solution’s Web-based design also allows firms to deploy the individual modules stand-alone or integrated with other Deltek and third-party applications. This gives firms the flexibility to implement only those most urgently needed and to install additional modules as business requirements grow.

TARGET MARKETS & CLIENT PROFILE

- **Target Markets** — Architecture, Engineering & Construction; Accounting; Consulting & Planning; IT Services, Software & Integration; Research & Development; Public Relations & Advertising; and Legal Services.

- **Client Profile** — Clients are project-based professional services firms ranging in size from ten to several thousand employees. Representative clients include:
  - *Optimation Technology, Inc.* — automation & engineering for the manufacturing industry
  - *Beardsley Design Associates* — architecture and engineering for educational, commercial, industrial, medical, recreational and correctional facilities
  - *The Hillier Group, Inc.* — architecture, planning, design firm ranked 92nd on Engineering News-Record’s Top 500 Design Firms for 2002
  - *J.H. Cohn* — nation’s 22nd largest independent accounting and financial services firm

APPLICATION HIGHLIGHTS & BENEFITS

- Backed by Deltek’s 30 years of experience in designing, developing and supplying award-winning front and back office software and solutions for more than 8,000 project-based professional services firms worldwide

- Designed specifically for project-based professional services firms with the flexibility for configuring the application to match a firm’s business rules

- Seamless integration ensures fast and easy access to a central database of project information so that users spend less time gathering information and more time putting it to productive use

- Automating the project life cycle enables clients to apply the best talent and resources at the right time and place, delivering a client relationship, project management and strategic decision-making advantage in a cost effective and efficient manner
Full integration of accounting and resource planning allows firms to secure greater financial and management control of project data, costs, utilization and resources in real time.

Leading server-to-server connectivity and synchronization technology enables users to synchronize calendar, contacts, tasks and e-mail with Microsoft Exchange and Outlook, Lotus Domino and Notes, and PDA and wireless devices.

Cutting edge reporting architecture from Actuate delivers a powerful and flexible interactive reporting environment.

Interactive Web Architecture provides users with a rich, intuitive user environment of highly interactive features that reduces training requirements and increases staff productivity and efficiency.

Web-based, modular design allows deployment as a fully integrated, end-to-end solution or on a modular basis in conjunction with other Deltek or third-party systems.

CORE MODULES

Vision Dashboard — A user-defined portal that displays all of the essential data and tools relevant to the user’s role, including links to enable access to key application areas, reports and records, and lists of important activities and tasks. Workflow features and alerts notify users of calendar events, project tasks to be assigned or approved, and the need to submit timesheets, expenses and project budgets.

Client Relationship Management — Provides a full tool-set for cultivating and leveraging client relationships to win more projects, and automates client and contact management, opportunity tracking, marketing campaign management, business development and activity scheduling.

Proposal Automation — Automates the proposal generation process with sophisticated proposal development and tracking features; allows users to create effective graphical proposals with content tailored to a specific firm’s unique requirements, such as private-sector proposals, cost proposals, RFP responses and government forms, including the SF 255 and 254; and extracts important employee and consultant information including relevant project experience and other corporate information.

Resource Planning — Provides a powerful set of tools for optimizing resource utilization and effective project management; matches employees to projects based on skill sets, experience and availability; enables project and resource managers to produce detailed cost proposals, establish project plans, assign resources to tasks and develop schedules and budgets; feeds actuals from timesheet entries and expense reports into relevant project plans to provide accurate rolling forecasts.

Financial Accounting — Integration of general ledger and project functionality delivers comprehensive, project-based financial management, with extensive capabilities, including accounts payable and receivable, revenue recognition, overhead allocation, payroll and financial reporting; accounting application provides a superior audit trail with a project focus to track costs from the lead stage through project completion; closely monitors individual business units to transaction-level detail.

Time & Expense Management — Automates timesheet and expense collection process by allowing employees to enter time and expense reports, advances and company-paid items via
the Internet; totals hours automatically; provides lookup lists for project components and
descriptions; allows online supervisor approval; integration with resource planning enables email
alerts for timesheet submissions and approvals; security defined access to the general ledger
accounts provides greater control over project-specific, and billable vs. non-billable charges.

- **Billing** — Handles complex billing requirements on a client to client and project to project basis;
generates bills and invoices via user-defined templates and formatting; labor-based billing
methods, rate tables, employee overrides and fee-based billing gives users control over billing
generation and computation, ensuring that invoices accurately reflect every billable dollar for
every project.

- **Reporting** — Seamless integration of the Actuate eReporting Suite delivers a powerful, flexible
and robust interactive reporting environment, delivering a completely Web-based, readily
scalable solution for demanding reporting requirements; interactive reporting model provides
intuitive, easy-to-use method for controlling, modifying and creating report content and layout.

- **Future Modules** — Future releases will include modules for Document Management; Project
Collaboration; Purchasing and Multinational Support.

**ARCHITECTURE & SYSTEM REQUIREMENTS**

- **N-Tier, Scalable Server-Based Architecture** — The application architecture meets the
requirements and resources of both small and large firms and supports single and multiple
application server environments, including Windows 2000 and the Microsoft SQL Server and
MSDE relational database platforms.

- **Universal Access and Zero Client Install** — Microsoft Internet Explorer users enjoy global access
to Deltek Vision applications. Other than a Web-browser, users require no additional software, no
ActiveX controls, plug-ins, applets or proprietary controls.

- **Interactive Web Architecture (IWA)** — Unlike other PSA applications designed with standard
HTML, the IWA provides a rich, robust and intuitive user interface on an Internet-based platform
that provides all of the functionality available in a desktop application. By using Dynamic HTML
and Standard HTML, Java Script and Document Object Model, the IWA refreshes an entire page
to the server, delivering a highly interactive experience that saves time and drives productivity.

- **Open Integration Foundation** — Built with Internet technologies such as COM+ and XML,
arquitectu can be extended to support a variety of integration interfaces. Other applications and
3rd-party tools easily integrate with the database schema and business components, providing
firms of any size with the extensibility and flexibility required to meet industry-specific needs.

- **Enterprise Intellisync Server** — Server-to-server connectivity and synchronization technology
from Pumatech enables the bi-directional synchronization of Deltek Vision calendar, contacts,
tasks and e-mail information with Microsoft Outlook, Lotus Notes and PDA and wireless devices.
ABOUT DELTEK® SYSTEMS, INC.

Deltek is the leading provider of enterprise software, solutions and consulting to more than 8,000 professional services firms and project-based businesses worldwide. Deltek’s solutions encompass client relationship management and proposal automation; employee time and expense; project and resource planning, budgeting and control; accounting and billing; procurement and materials management; human resources management; and e-Business. Integrated services include premium-level customer support and software maintenance, implementation and practice management consulting, and classroom training. For more information, visit Deltek at www.deltek.com, or call 800/456-2009 in the U.S., or +44 (0) 20 7518 5010 in the U.K.

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