

DEAR FUTURE,  
I'M READY

# Why Vantagepoint?

## Key Tenets and Value Drivers

Bret Tushaus  
VP, Product Management

Deltek®

# Progress, Progress, Progress

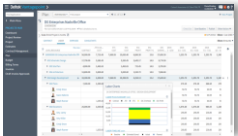
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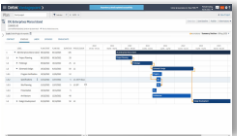
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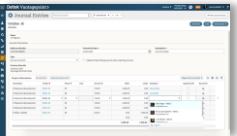
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6.5



7.1



2017

2019

2020

2020

2021

2021

2022

2022

2023

2023

2024

2042

2024

1.0

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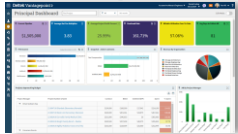
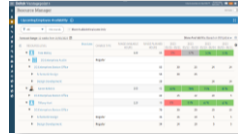
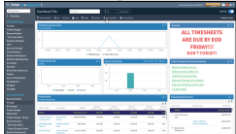
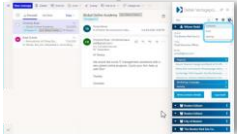
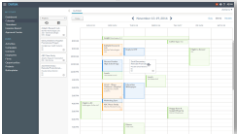
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7.2



# Progress, Progress, Progress

2.0

3.5

4.5

5.5

6.5

7.1

- » **1,800+** total companies using Vantagepoint live today
- » **200,000+** users interacting with Vantagepoint daily

» Companies of **all sizes and types** have upgraded – our largest enterprise companies (8,000 employees and greater) and our smallest companies (25 employees)

» Approx **50%** of current Vantagepoint customers upgraded from Vision

» **Thousands** of customers participated in upgrade assistance program

» Expecting significant surge of customers **upgrading in 2025**

1.0

3.0

4.0

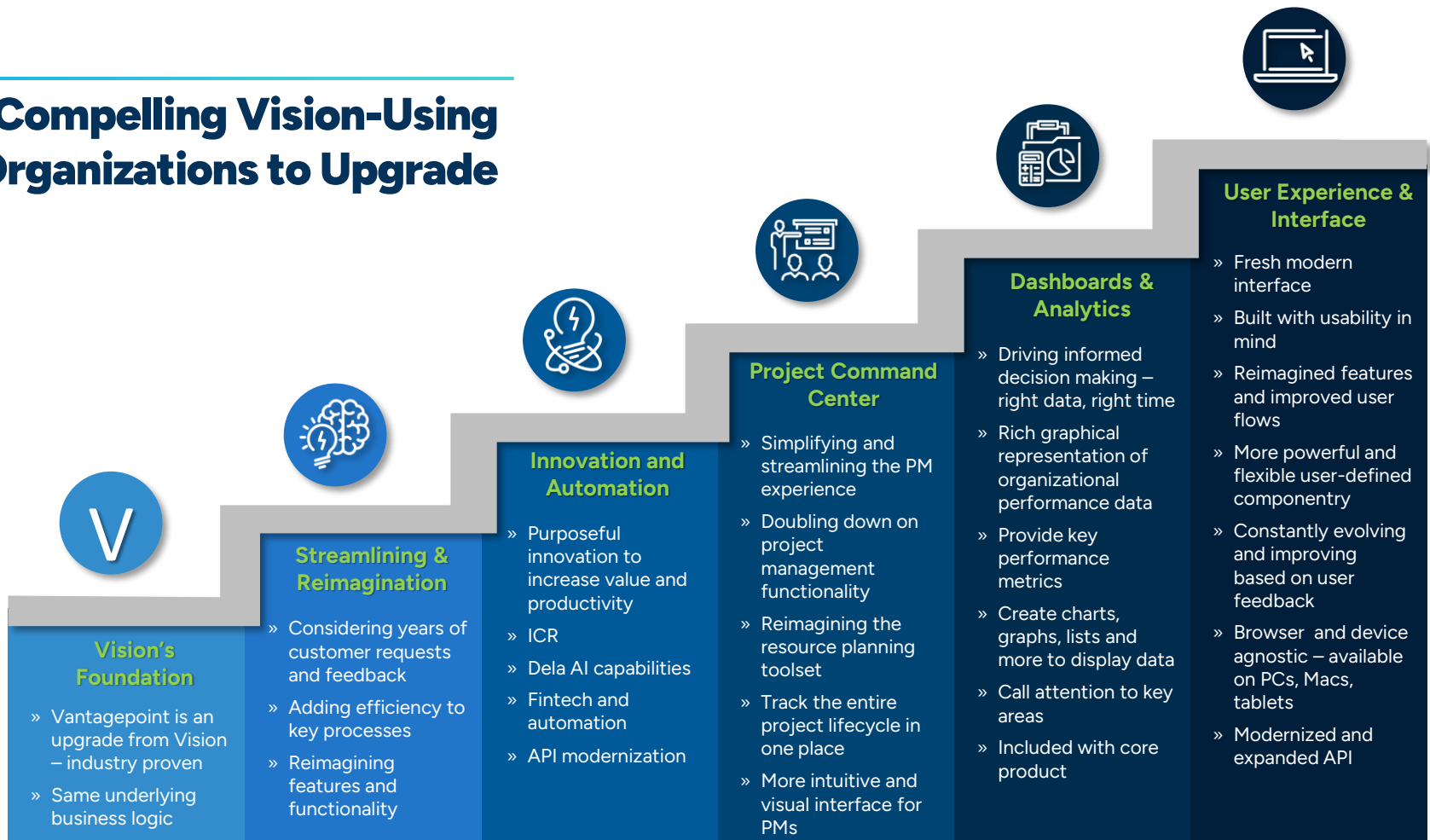
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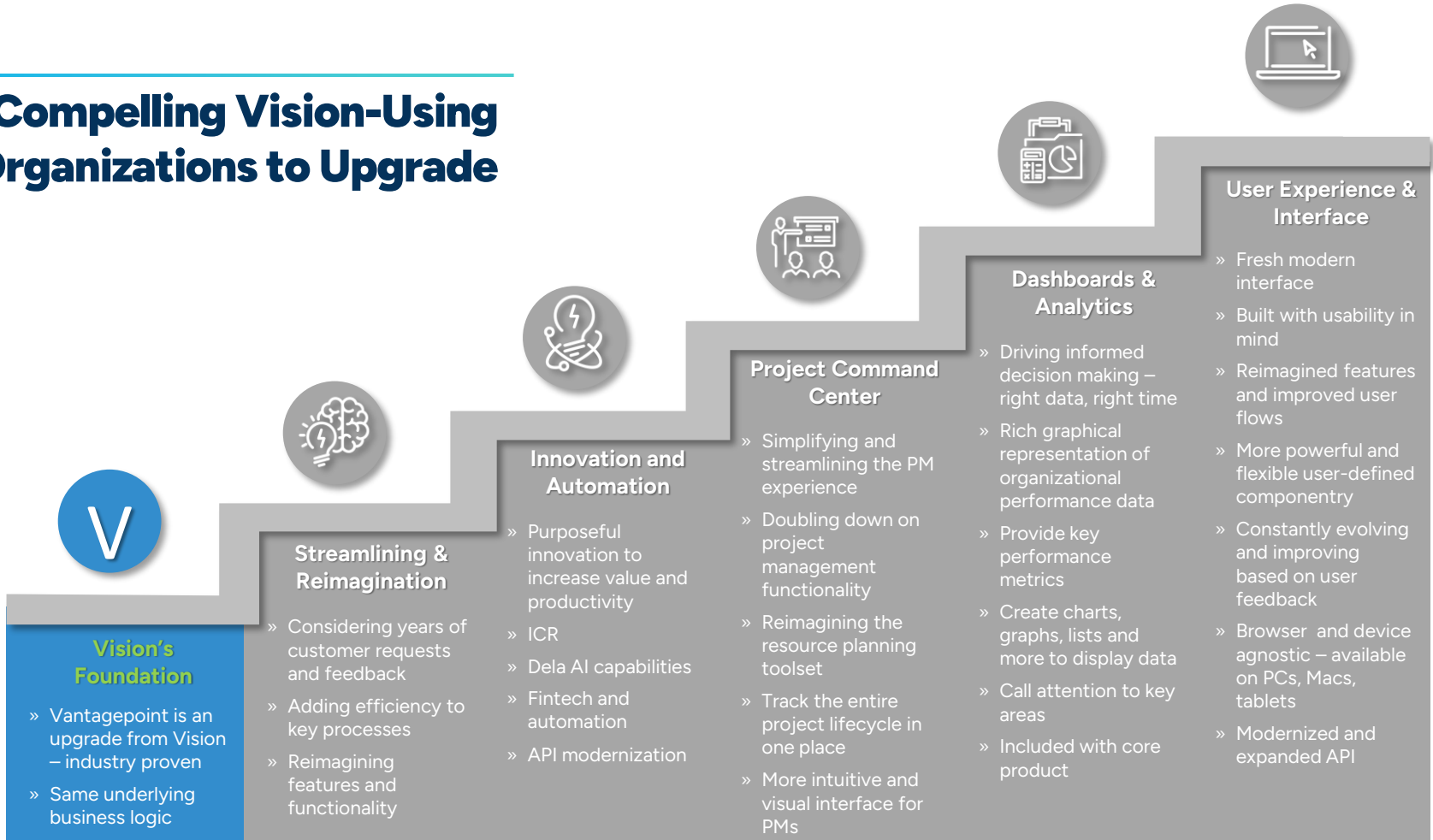
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7.2

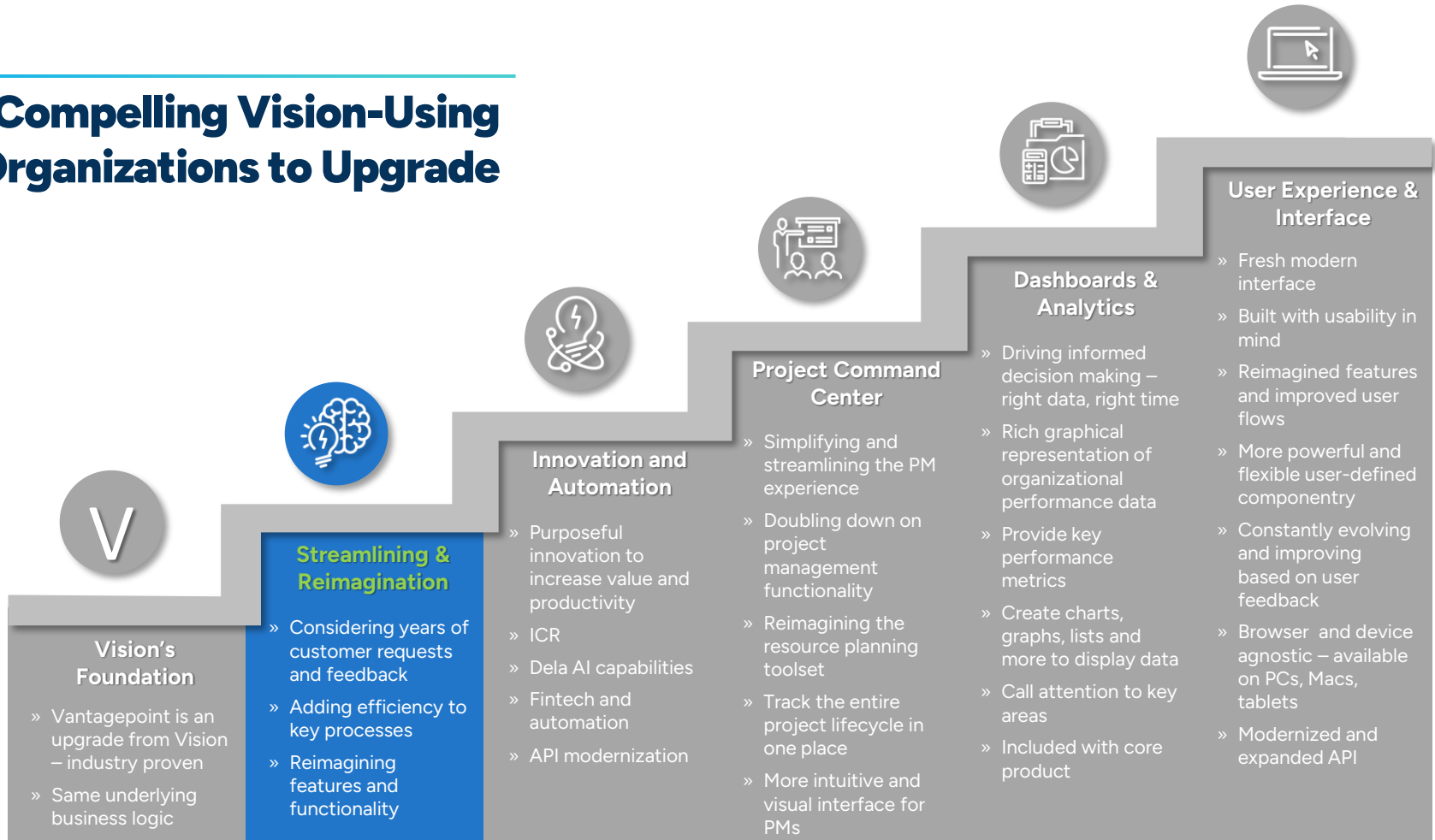
# Compelling Vision-Using Organizations to Upgrade



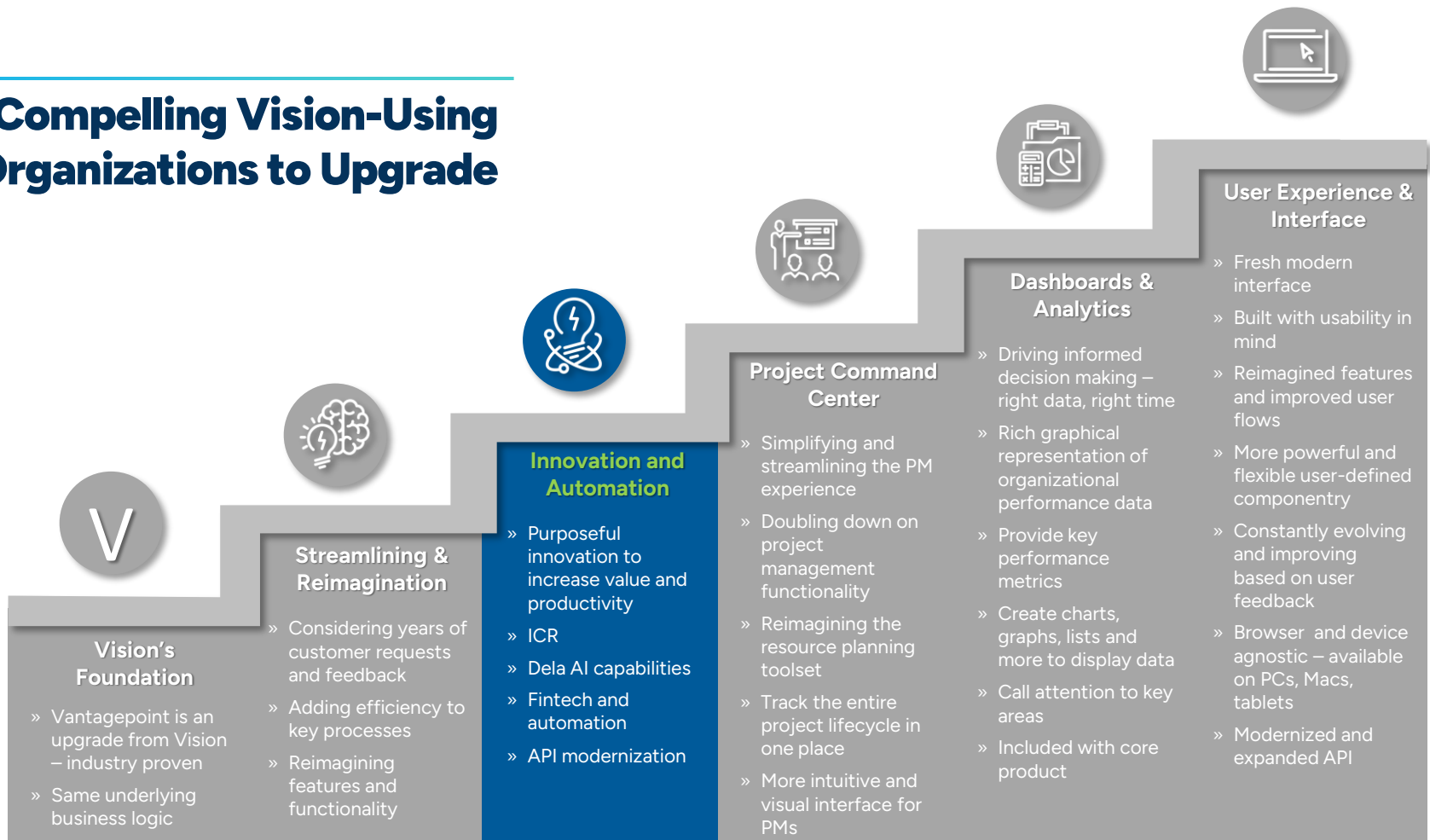
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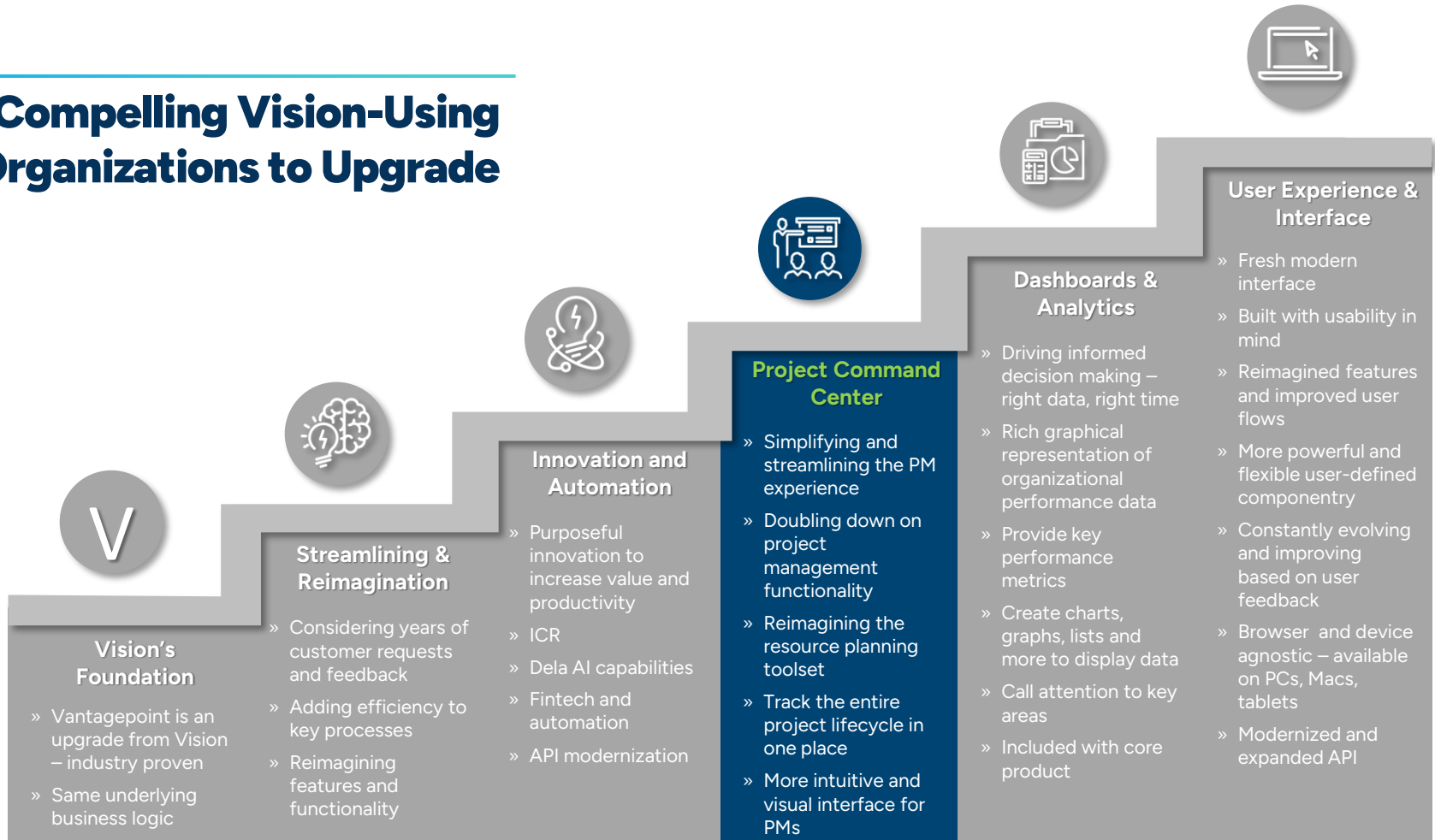
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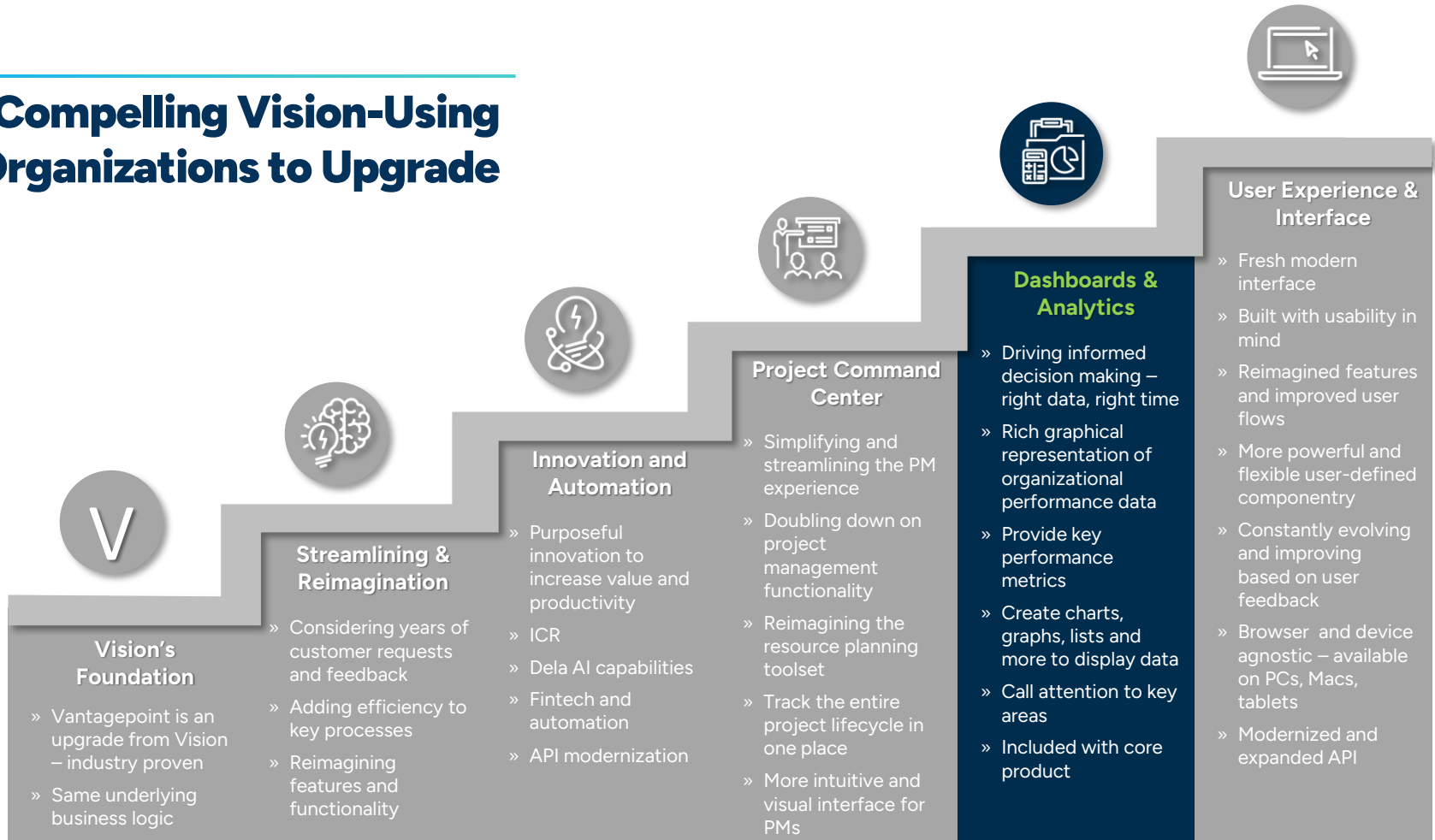


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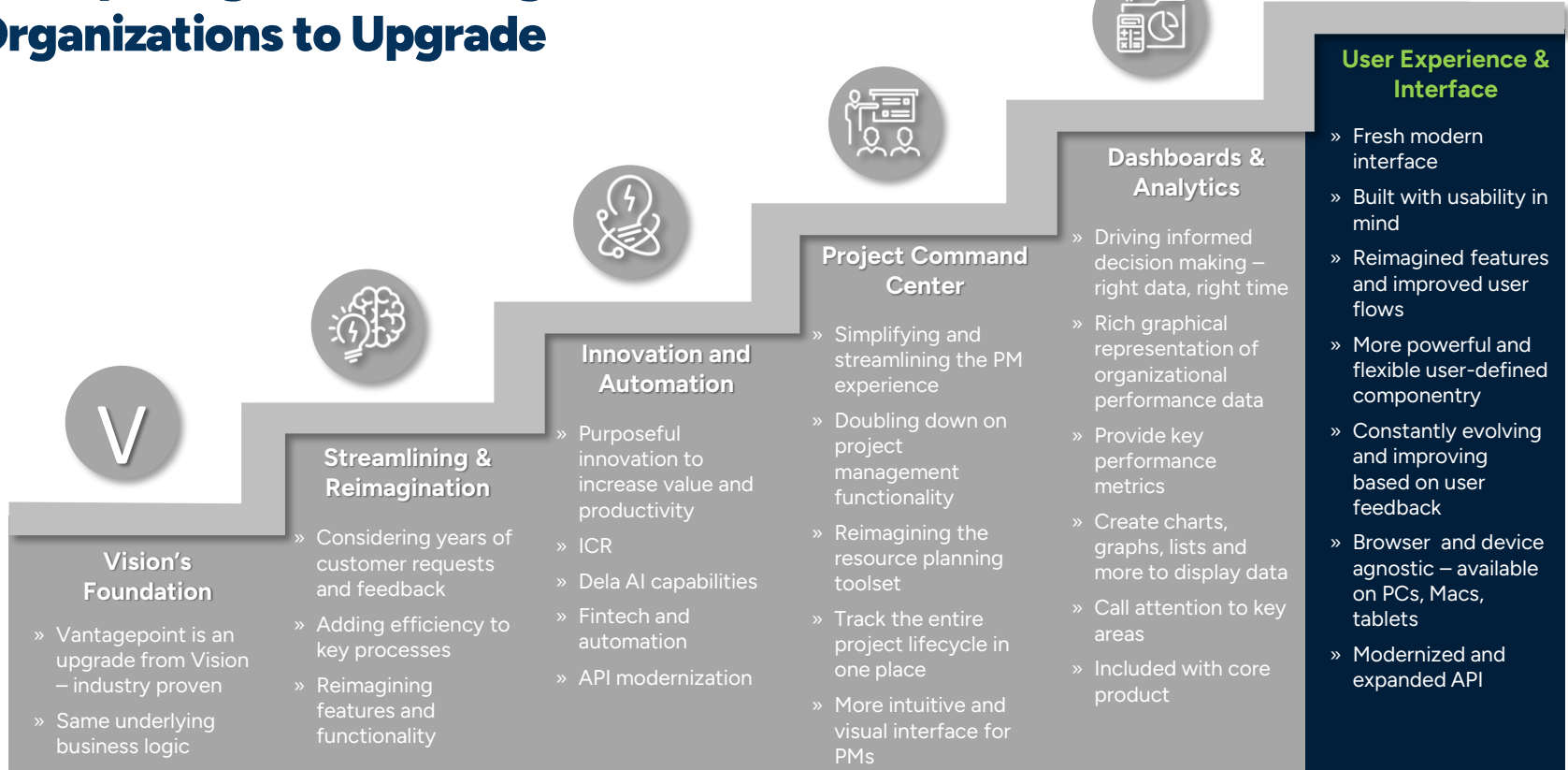




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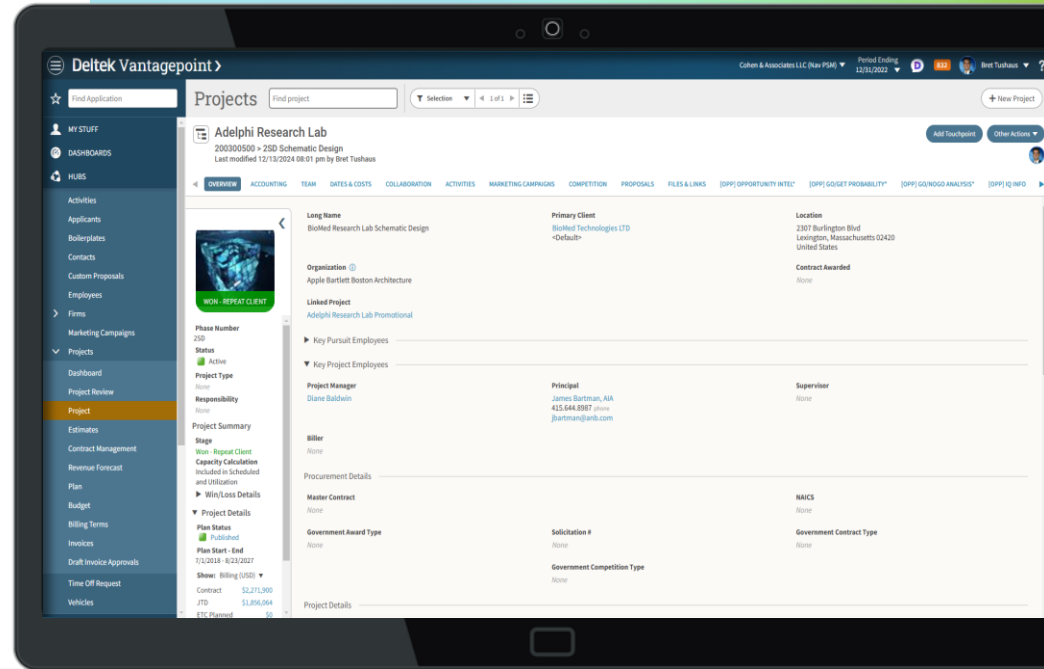


# Compelling Vision-Using Organizations to Upgrade



# Vantagepoint Value Drivers

- » Fresh, modern interface – usability focus drives user adoption
- » Visibility into your business – accessibility of information and pervasiveness of performance indicators drives informed decision making
- » Project focused business development - all the tools and touch points to cultivate relationships and opportunities
- » Project command center – project managers can track entire project lifecycle in a single location



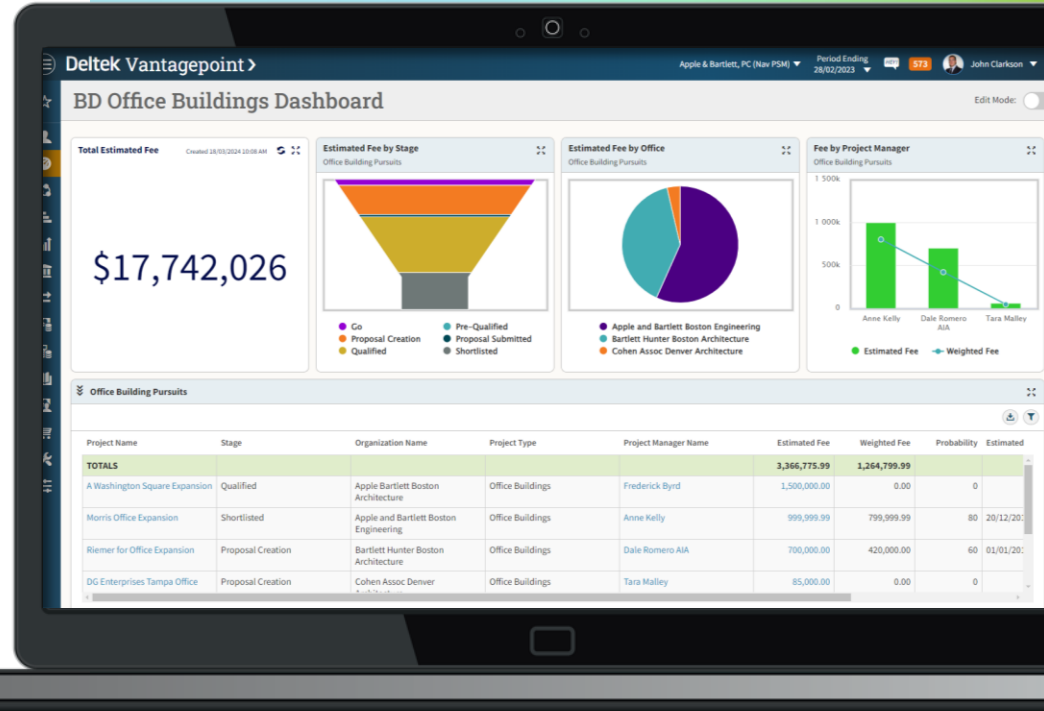
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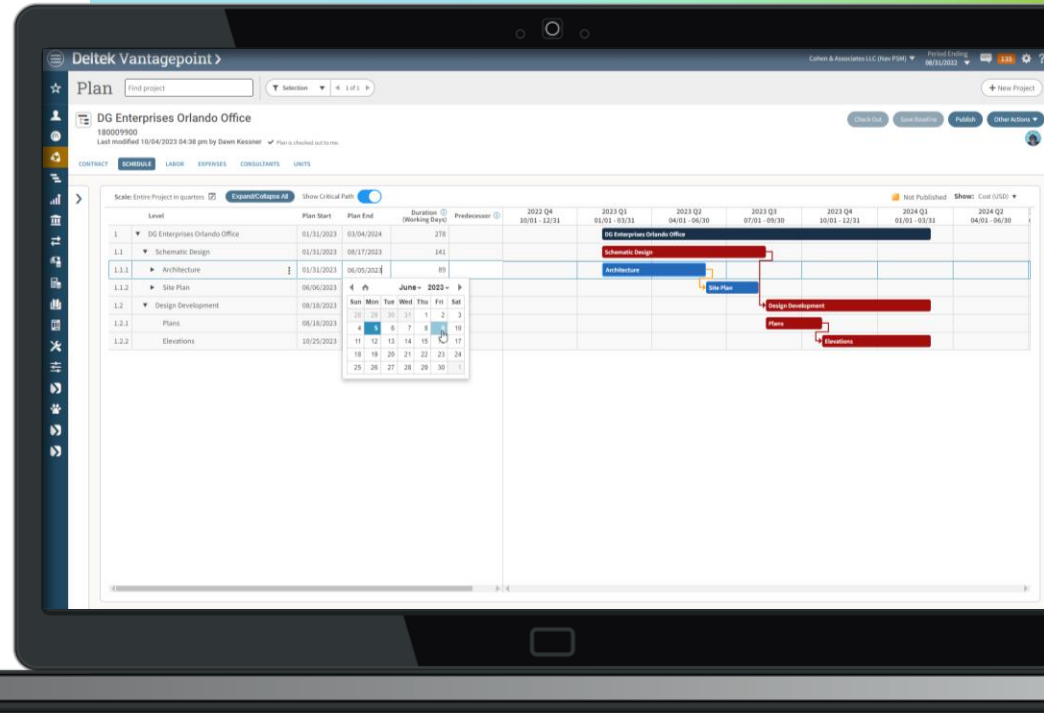
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# Vantagepoint Value Drivers

- » Built around resource planning – have the right people on the right projects to ensure project success and profitability
- » Accessible and intuitive time and expense – supporting efficiency and simplicity in heaviest used part of the system
- » Streamlined back office experience – easy navigation, single points of entry and extensive auditability to support back office accuracy and speed
- » Elegant billing processes – reduced time from draft to final invoice and extensive visibility into billing information and statuses

The screenshot displays the 'Resource Manager' interface in Deltek Vantagepoint. The main heading is 'Upcoming Employee Availability' with a filter set to 'All' and 491 records. The forecast range is '12 weeks from 10/03/2023'. The table shows availability based on utilization for four periods: 05/15-05/21, 05/22-05/28, 05/29-06/04, and 06/05-06/11. Resources listed include Tara Malley, Karen Kebrick, and Tiffany Hart, each with their respective charge types and utilization percentages.

RESOURCE/LEVEL	CHARGE TYPE	RANGE AVAILABLE HOURS	RANGE PLANNED HOURS	2023			
				05/15 - 05/21	05/22 - 05/28	05/29 - 06/04	06/05 - 06/11
<b>Tara Malley</b>		120	83	0%	17%	53%	53%
<b>DG Enterprises Austin</b>	Regular						
<b>DG Enterprises Boston Office</b>			83		30	25	14
Schematic Design			55		30	25	
Design Development			28				14
Design Development							14
<b>Karen Kebrick</b>		160	42	62%	70%	75%	87%
<b>DG Enterprises Boston Office</b>			42		15	12	10
Schematic Design							
Design Development							
<b>Tiffany Hart</b>		120	70	0%	33%	67%	67%
<b>DG Enterprises Boston Office</b>			70		30	20	10
Schematic Design	Regular		36		16	10	5
Design Development	Regular		34		14	10	5

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**Deltek Vantagepoint** | Bartlett Enterprises America | Period Ending 9/30/2024 | 141 | Tom Scholz

### Timesheets

MY TIMESHEETS | Find timesheets | 3 of 10 | + New Timesheet

**Tom Scholz** 9/15/2024 - 9/21/2024  
Bartlett Enterprises America ⚠ Today's date is not in the current timesheet period.  
Period Status: Open Timesheet Status: In Progress

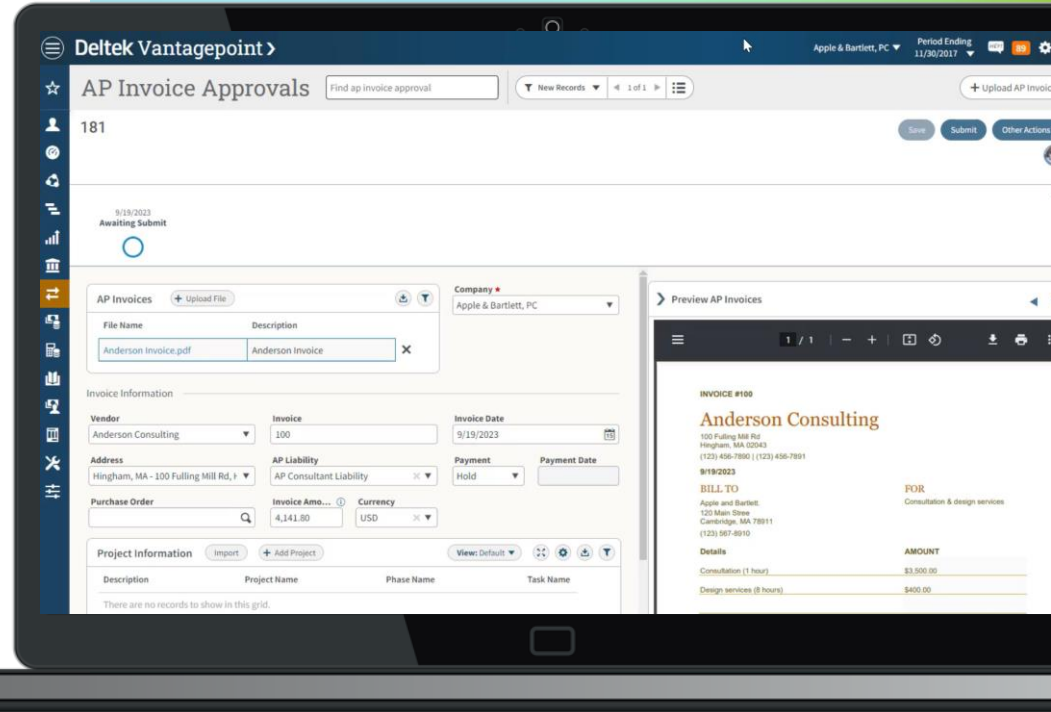
Project Name	Phase	Phase Name	Task	Task Name	Labor Code	Sun 9/15	Mon 9/16	Tue 9/17	Wed 9/18	Thu 9/19	Fri 9/20	Sat 9/21	Total
PTO											4.00		4.00
Holiday							8.00						8.00
St. Louis Bridge Expansion	01	Schematic Design	03	Bridge	1						4.00		4.00
St. Louis Bridge Expansion	02	Design Development	03	Bridge	3			8.00	8.00	8.00			24.00
<b>Total</b>							8.00	8.00	8.00	8.00	8.00		40.00

+ Add Line



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The screenshot shows the Deltek Vantagepoint interface for a draft invoice approval. The header includes the user name 'JoAnne Smith' and the period ending '6/30/2018'. The main content area displays the following information:

**Invoice Details:**

- Invoice Date: 12/31/2024
- Period: 6/1/2018 – 6/30/2018
- Bill Through Date: None
- Bill Through Period: 06/2018

**Project Information:**

- Project: 2019020.00 Cohasset Country Club
- Professional Services from June 31, 2018 to June 30, 2018

**Fee Schedule Table:**

Fee	Total Fee	Percent of Fee	Fee	% Comp	% Earned	Current Billing
Schematic Design	15.00		37,500.00	100.00	37,500.00	37,500.00
Design Development	20.00		50,000.00	100.00	50,000.00	50,000.00
Construction Documents	40.00		100,000.00	100.00	25,000.00	25,000.00
Bid and Negotiate	5.00		12,500.00	0.00	0.00	0.00
Construction Administration	20.00		50,000.00	0.00	0.00	0.00
<b>Total Fee</b>						<b>112,500.00</b>

**Consultants:**

Electrical Consultant	Total Consultants	Total This Invoice
	15,000.00	17,250.00
<b>+</b>		<b>125,750.00</b>

**Comments (2):**

- JoAnne Smith, PhD (2/13/2018 10:33 AM) please include updated information on current milestone achieved
- JoAnne Smith, PhD (2/13/2018 10:33 AM) please update percent to 50%

# Purposeful Innovation That Powers Projects



## User Experience

User experience goes beyond aesthetics—it's about creating software that aligns with how our users operate and to be as user-friendly and intuitive as their everyday applications.



## Artificial Intelligence

Integrating generative AI and machine learning into our industry-specific solutions enabling users to measure, predict, prescribe and automate various business processes.



## Automation

Process optimization and automation to streamline workflows and enhance efficiency. Helping reduce costs and empower teams to work smarter.



## API Modernization

A modern API tech stack and broad API coverage is important to support companies in the common need to connect the various systems they use to run their business.



## Cloud First

Cloud first approach helps businesses scale up or down to meet their needs, freeing resources for project delivery and in turn provides cost efficiencies and systems security.

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## Deltek **HARMONY**



**Simplicity**



**Context**



**Versatility**



**Unification**

# Intuitive Design for Modern Workforce

Hyper focus on delivering a consistent, intuitive user experience across our entire portfolio, designed to streamline workflows, reduce training costs and simplify implementation.



<https://www.deltek.com/en/innovation/ux/harmony>

***Learn More About Harmony...***

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# Deltek Dela™: AI-Powered Business Companion

Deltek Dela, our AI-powered intelligent business companion, is revolutionizing project delivery.

Dela leverages purposeful innovation to enhance productivity, accuracy and value across the project lifecycle and enables project-based businesses to be more productive and efficient with our industry-specific solutions.



<https://www.deltek.com/en/innovation/dela-ai>

*See What Dela is Doing Across Deltek Portfolio...*



Generate & Automate Smart Content



Predict Project & Organizational Success



Enable Intelligent Exploration

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# Compelling Vision-Using Organizations to Upgrade



# What are Vision organizations saying?

“As a former Project Accountant who trained many people on Vision, the new project hub and structure is more user friendly.”

“

“I LOVE the new EPSG, and greatly appreciate the opp/project merge concept from a business logic perspective.”

“I love the timeline. This is something that I think PMs and the team will use a lot.”

“Really cool! I feel I get the power of Word with some of the best features at my finger tips. It seems very powerful and simple.”

”

“This is a really neat feature...it'll be great for our employees that do things once or twice a month but forget how to do things the other times.”

“I really like this new search dialog. It is much more user friendly and clear.”

# What are Vision organizations saying?

“Users are becoming very engaged in the product, more so than they ever were in Vision, including Project Managers....it's like going from the Flintstones to the Jetsons overnight!”

“

“I have not heard one person in 800 people say they wish we hadn't changed systems...it's not always 100% the way they want it, but what I hear from the staff is that it's a lot better than what we had. From getting time entered to getting invoices out the door – those groups didn't miss a beat. Our cash application and project setup teams had a similar experience.”

”

“The user interface really matched the feel of the functionality and made it very easy to use. We loved the idea of being able start tracking information as an opportunity and then being able to flip the stage and move on to delivery. This is really nice”

# Compelling Vision-Using Organizations to Upgrade



## What's Best for Your Business

Organizations running Vision are running on old technology – from 2008. For your business to progress you need to progress your technology. A part of your digital transformation.



## Employee Retention

Your people and your potential hires expect good technology. Good user experience and accessible solutions. Good tech can attract and retain good people.

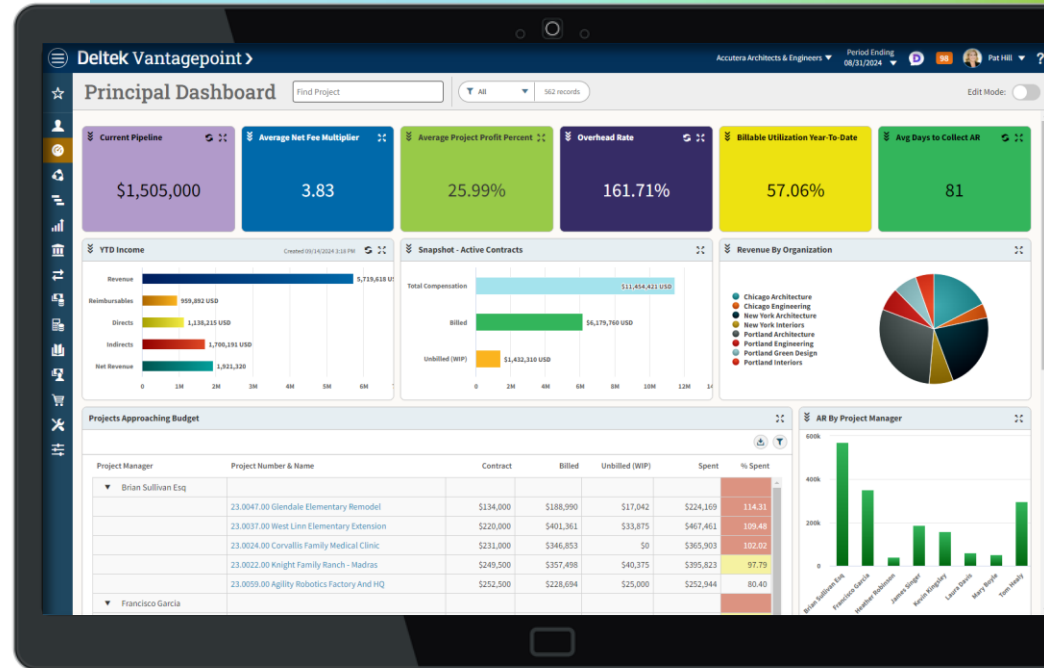


## Competitive Pressure

Your competitors who have upgraded have access to better tech, better functionality. Improved efficiencies and capabilities. Do not let your competitors get ahead of you.

# Vantagepoint Commitment

- » Strong roadmap; solid strategy
- » Vantagepoint will be unmatched in the market
- » In totality, there is not a better product out there, purpose-built for your industry
- » We are committed to you, your businesses and your industry
- » All organizations will benefit from the value Vantagepoint brings
- » Vantagepoint is an evolution that will help future-proof your business



Deltek.

# Thank you!

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[vantagepoint@deltek.com](mailto:vantagepoint@deltek.com)

