


Deltek

# Why Vantagepoint?

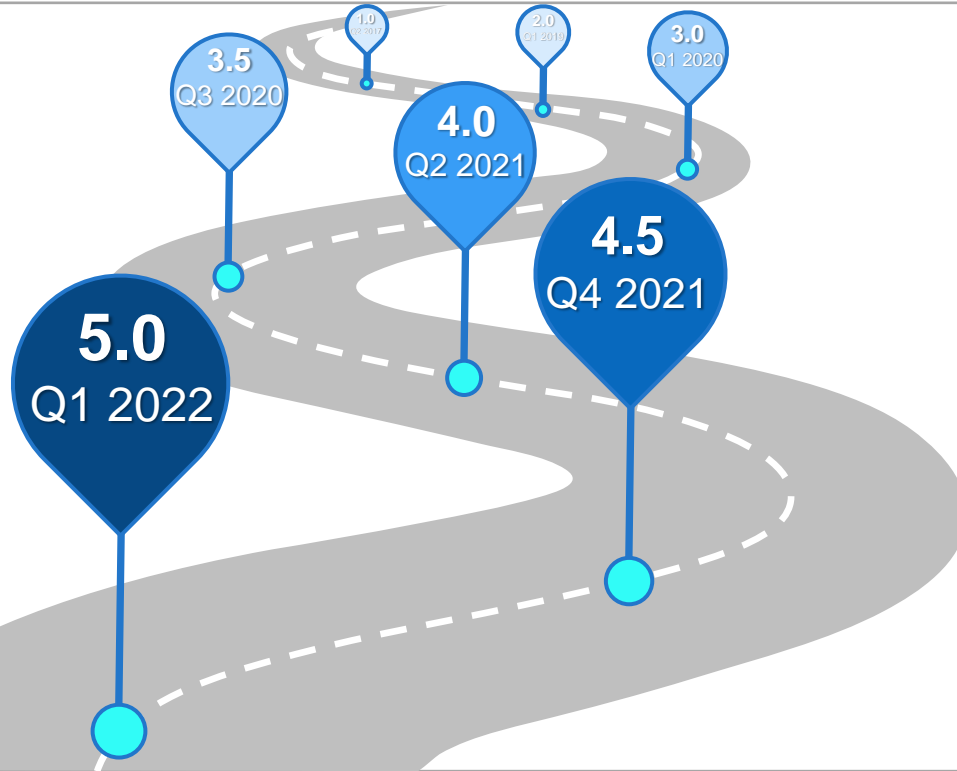
Key Tenets and Value Drivers

Bret Tushaus  
VP, Product Management



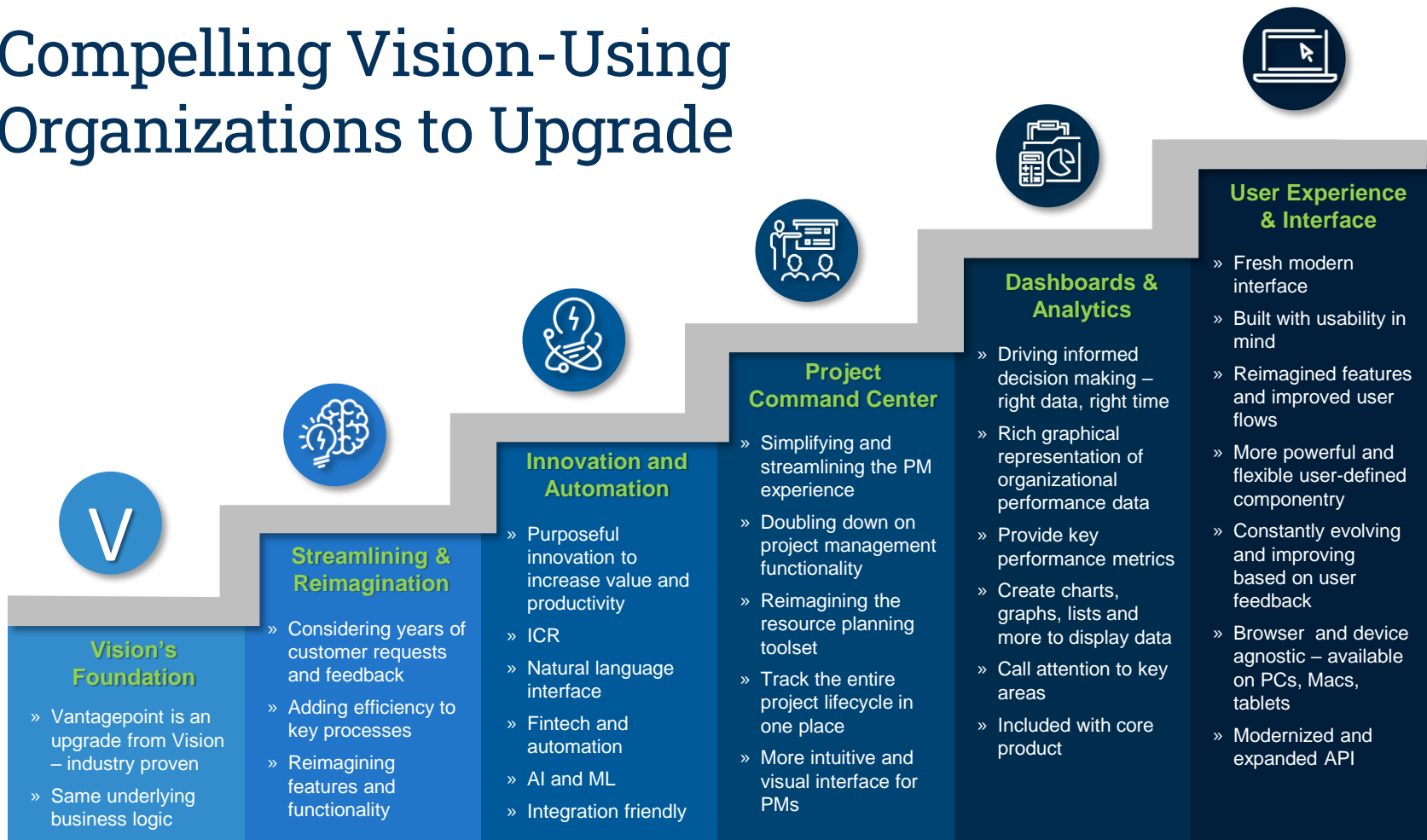
DEAR FUTURE,  
I'M READY

# Progress, Progress, Progress



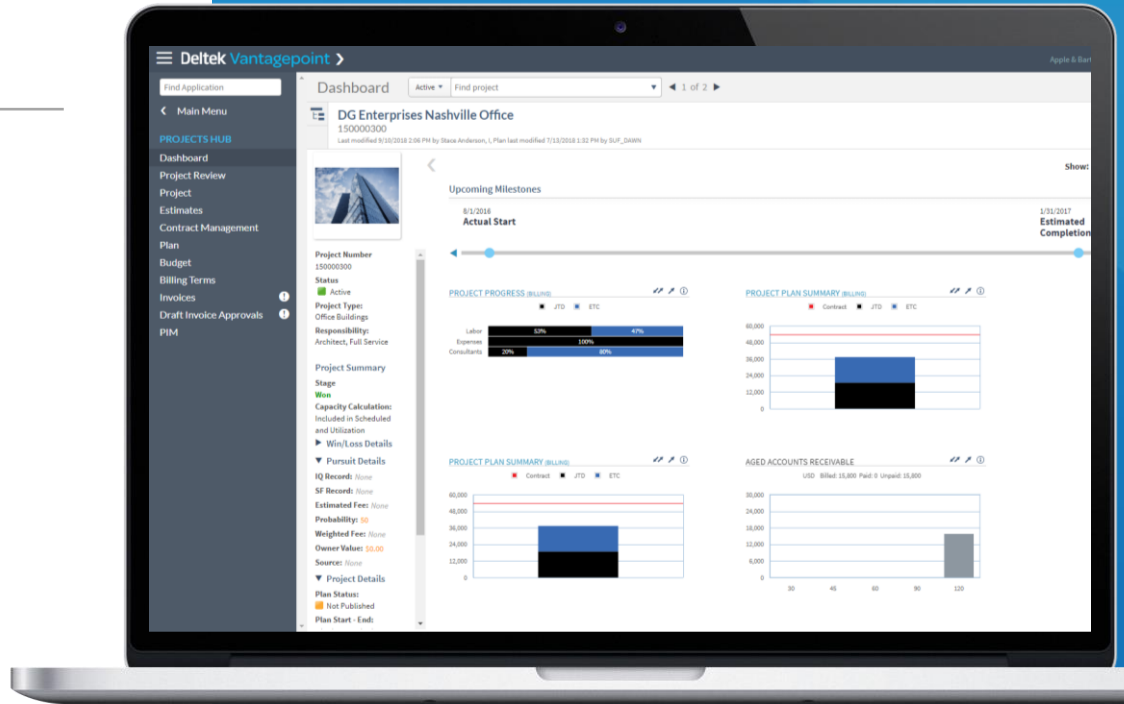
- » 1,100+ total companies using Vantagepoint live today
- » 10+ customers in 3,000 to 4,000 employee range
- » Approx 30% of current Vantagepoint customers upgraded from Vision
- » 500+ on prem customers accessed installer
- » Additional 500 cloud customers previewing
- » 900 customers participated in upgrade assistance program
- » Expecting significant surge of customers upgrading in 2022 and 2023

# Compelling Vision-Using Organizations to Upgrade



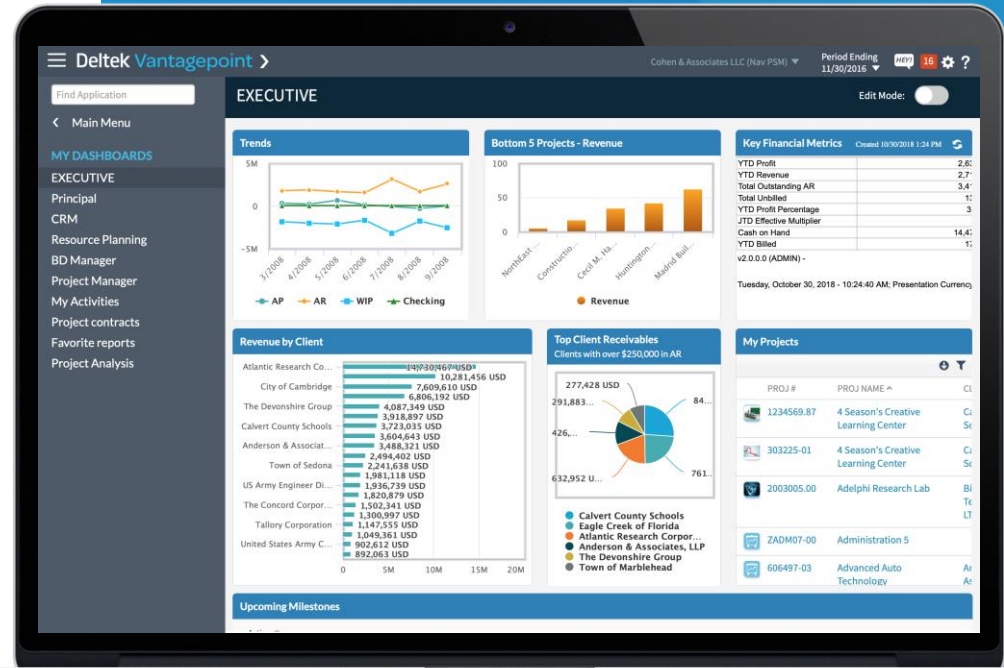
# Vantagepoint Value Drivers

- » Fresh, modern interface – usability focus drives user adoption



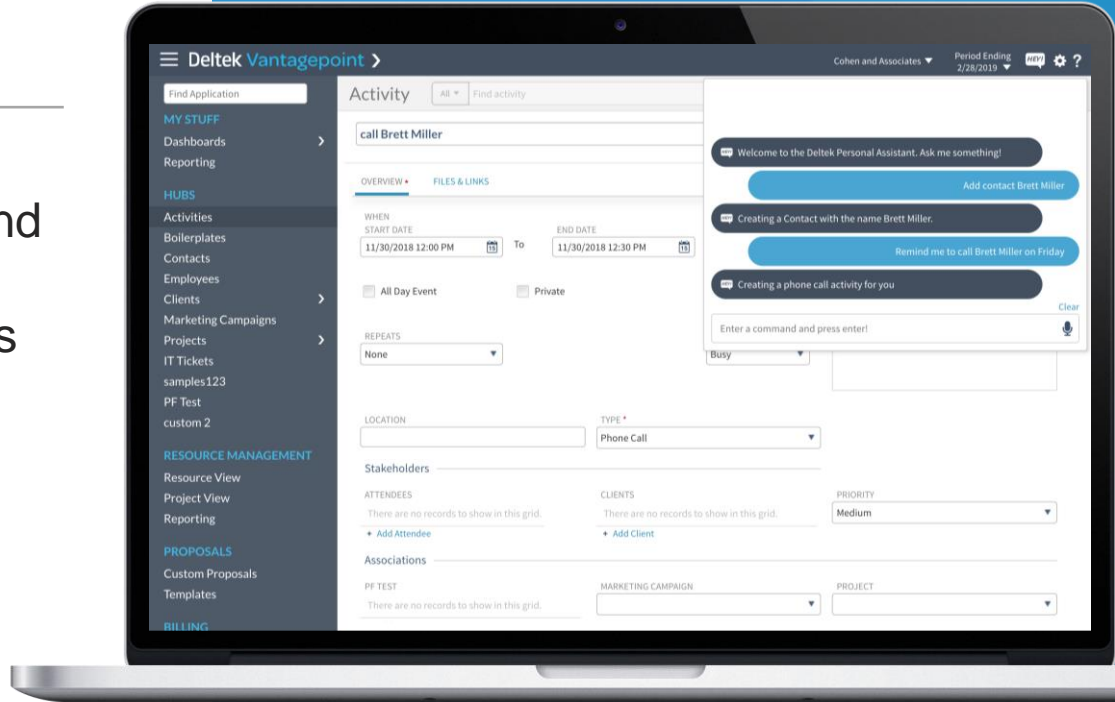
# Vantagepoint Value Drivers

» **Visibility into your business** – accessibility of information and pervasiveness of performance indicators drives informed decision making



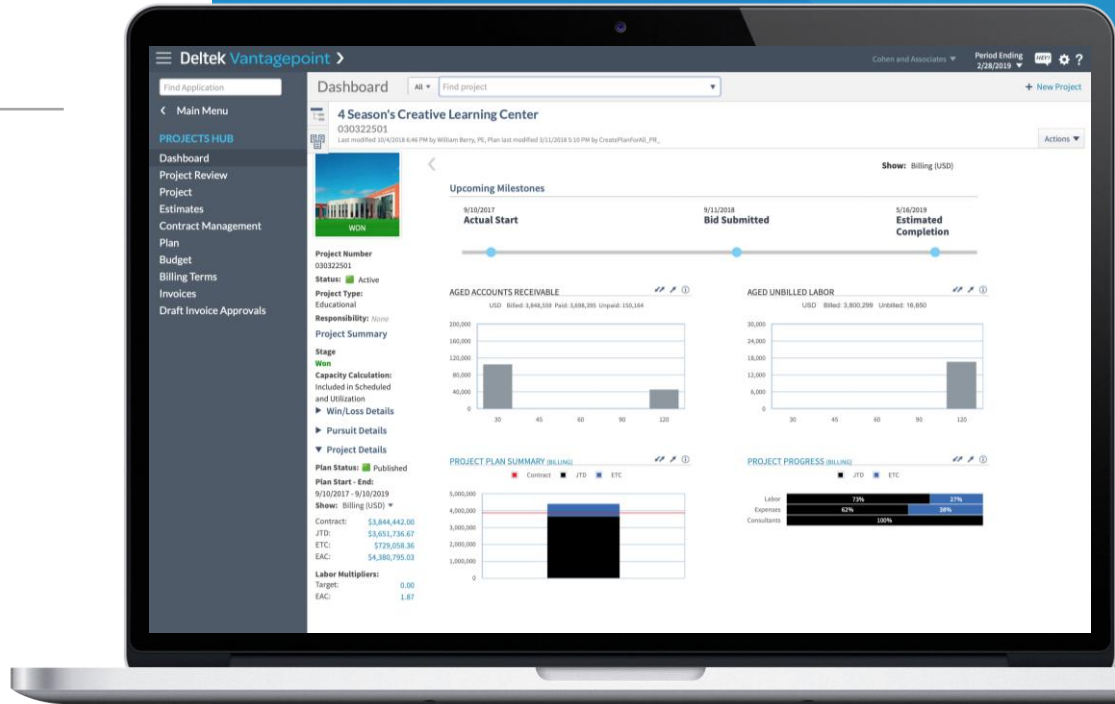
# Vantagepoint Value Drivers

- » **Project focused business development** - all the tools and touch points to cultivate relationships and opportunities



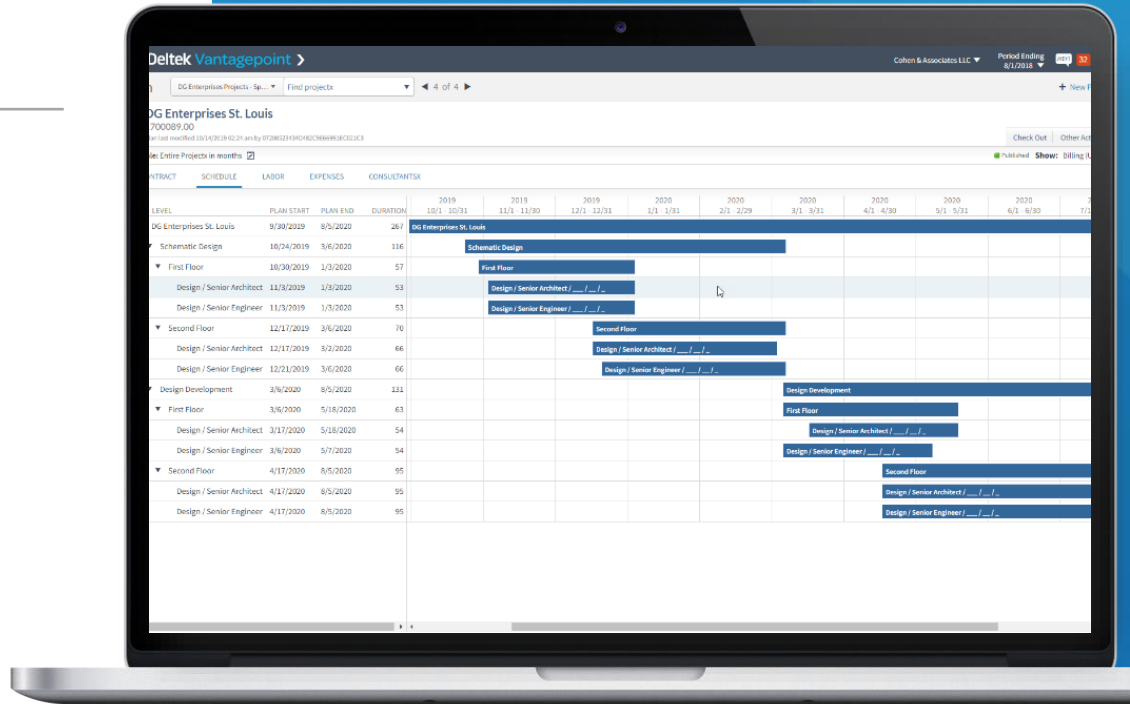
# Vantagepoint Value Drivers

- » **Project command center** – project managers can track entire project lifecycle in a single location



# Vantagepoint Value Drivers

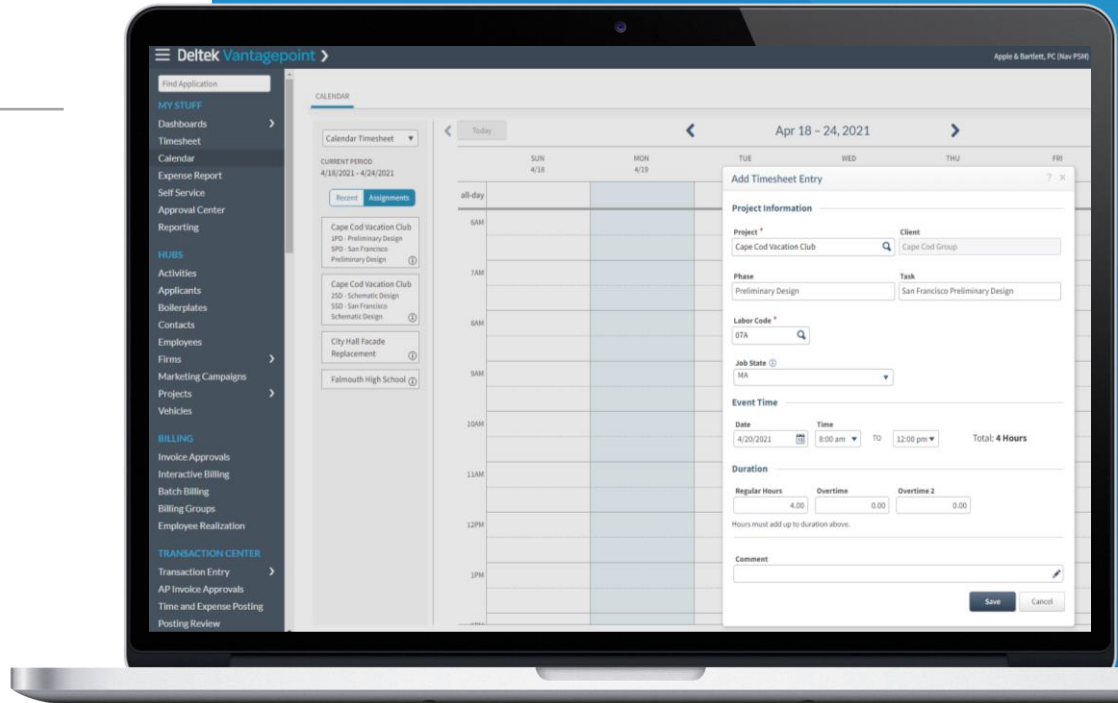
- » **Built around resource planning** – have the right people on the right projects to ensure project success and profitability





# Vantagepoint Value Drivers

- » **Accessible and intuitive time and expense** – supporting efficiency and simplicity in heaviest used part of the system



# Vantagepoint Value Drivers

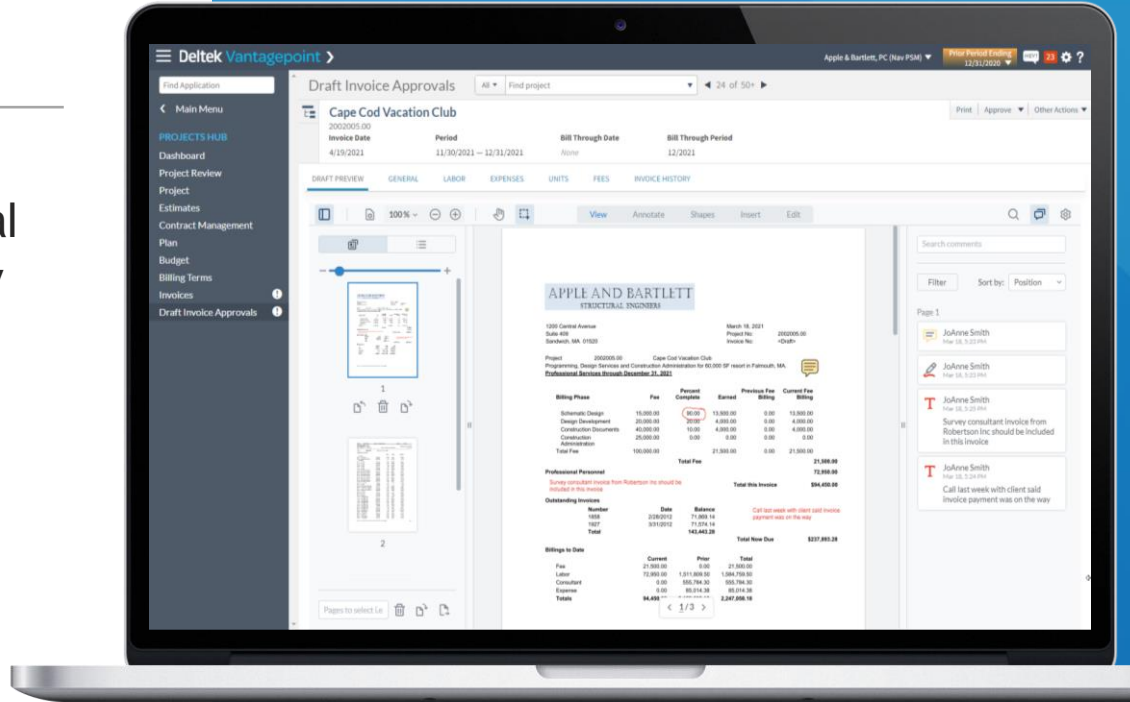
- » **Streamlined back office experience** – easy navigation, single points of entry and extensive auditability to support back office accuracy and speed

The screenshot displays the Delttek Vantagepoint software interface. The main window is titled "Vendor Payments" and shows a "Run Number 76 - Select Vouchers" report. The report includes a table of "Vendor Balances" with columns for NUMBER, NAME, PAYMENT CURRENCY, BALANCE, and PAYMENT AMOUNT. The table lists various vendors and their respective payment amounts in USD. A total of 130,226.34 is shown at the bottom right of the table.

NUMBER	NAME	PAYMENT CURRENCY	BALANCE	PAYMENT AMOUNT
1290WMC5	3e Technologies International, Inc.	USD	\$50.00 USD	50.00
HAUPLU	BEACON Waterproofers	USD	\$100.00 USD	100.00
000000102	Bell Atlantic Telephone	USD	\$538.00 USD	538.00
02EXCH	Brockman Engineering Contractors	USD	\$3,000.00 USD	3,000.00
0000GOTHER	DC Other Charges, Inc.	USD	\$100.00 USD	100.00
LHMLIG	EAST AURORA Windows and doors	USD	\$-15,660.24 USD	27.14
MADGIT	EAST NASSAU Electricians	USD	\$-43,796.77 USD	700.00
CITY	EnerTech Systems, Inc.	USD	\$-336,218.67 USD	6.00
ENVSYS	Fitzgerald Engineering Inc.	USD	\$2,568.18 USD	10,500.00
000001126	General Office Supply	USD	\$11,246.00 USD	11,246.00
NIEMAD	HECTOR Contractors	USD	\$585.00 USD	3,810.00
NJSTA	HEMPSTEAD Plumbers	USD	\$-650.00 USD	100.00
FIOCOM	Jacks Disposal	USD	\$1,745.00 USD	1,825.00
PROWOR	LAKE HILL Excavation	USD	\$577.25 USD	577.25
				130,226.34

# Vantagepoint Value Drivers

- » **Elegant billing processes** – reduced time from draft to final invoice and extensive visibility into billing information and statuses



# Purposeful Innovation That Powers Projects

Achieve greater business efficiency and productivity through our innovative solutions.



User Experience



Natural Language Processing



OCR/ICR



Artificial Intelligence



Robotic Process Automation



Industry Automation



Ease of integration

# Purposeful Innovation That Powers Projects

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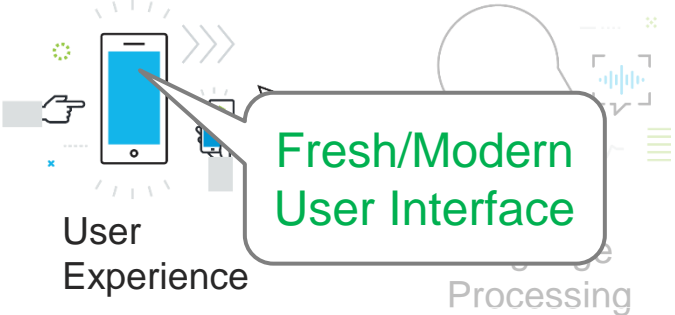


Diagram illustrating User Experience and Processing. It features a hand pointing at a smartphone, a speech bubble containing the text "Fresh/Modern User Interface", and a person's head with a brain icon. The word "Processing" is written below the person's head.

User Experience

Fresh/Modern User Interface

Processing



Diagram illustrating OCR/ICR. It shows a magnifying glass over a document, a document with a checkmark, and a document with a checkmark and a 't' character. The text "OCR/ICR" is written below the icons.

OCR/ICR



Diagram illustrating Artificial Intelligence. It features a human head profile with a brain icon, a smartphone with a brain icon, and a brain icon. The text "Artificial Intelligence" is written below the icons.

Artificial Intelligence

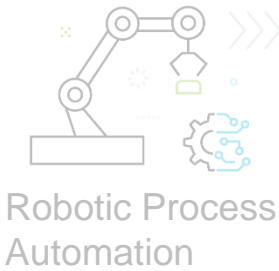


Diagram illustrating Robotic Process Automation. It shows a robotic arm, a gear, and a brain icon. The text "Robotic Process Automation" is written below the icons.

Robotic Process Automation

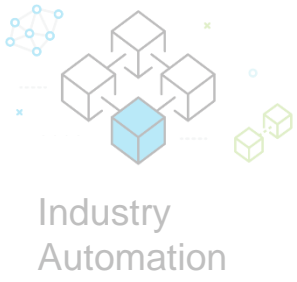


Diagram illustrating Industry Automation. It shows a network of nodes, a cube, and a cube. The text "Industry Automation" is written below the icons.

Industry Automation



Diagram illustrating Ease of integration. It shows a laptop, a monitor, a gear, and a cloud icon. The text "Ease of integration" is written below the icons.

Ease of integration

# Purposeful Innovation That Powers Projects

Achieve greater business efficiency and productivity through our innovative solutions.



User Experience



Natural Language Processing

Hey Deltek



Artificial Intelligence



Robotic Process Automation



Industry Automation



Ease of integration

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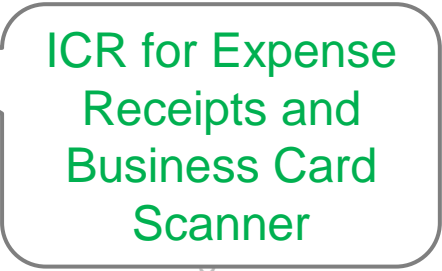
User Experience



Natural Language Processing



OCR/ICR



Robotic Process Automation



Industry Automation



Ease of integration

# Purposeful Innovation That Powers Projects

Achieve greater business efficiency and productivity through our innovative solutions.



User Experience



Natural Language Processing



OCR/ICR



Artificial Intelligence



Robotic Process Automation



Bank Feed



Ease of integration



# Purposeful Innovation That Powers Projects

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User Experience



Natural Language Processing



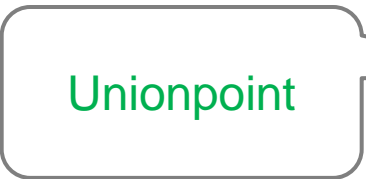
OCR/ICR



Artificial Intelligence



Robotic Process Automation



Industry Automation



Ease of integration

# 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!”

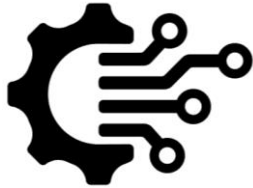
“

“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.

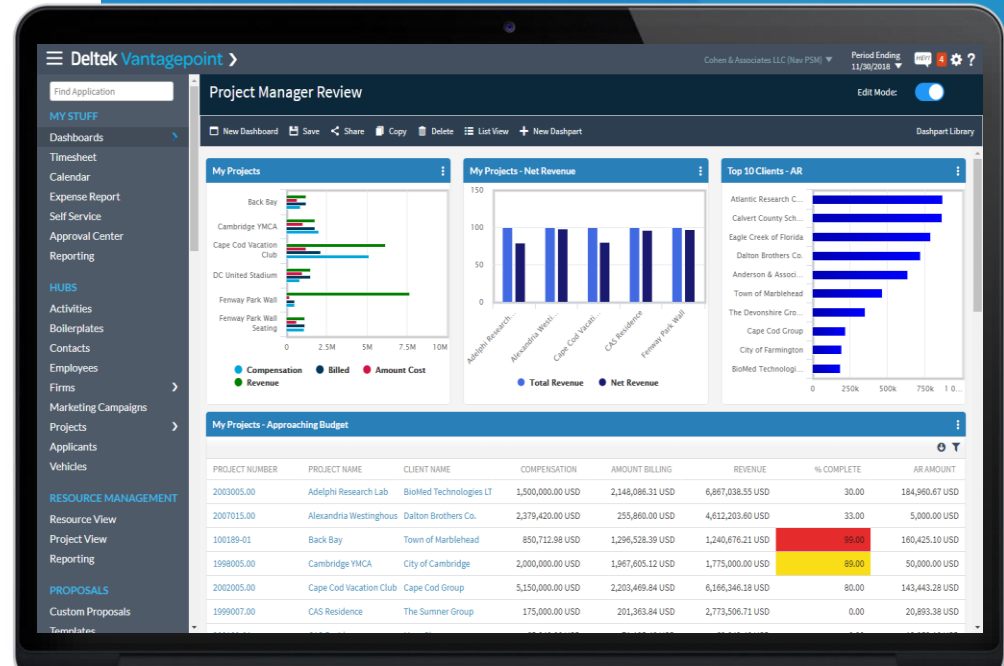


## Competitive Pressure

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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