


Deltek<sup>®</sup>

# Why Vantagepoint?

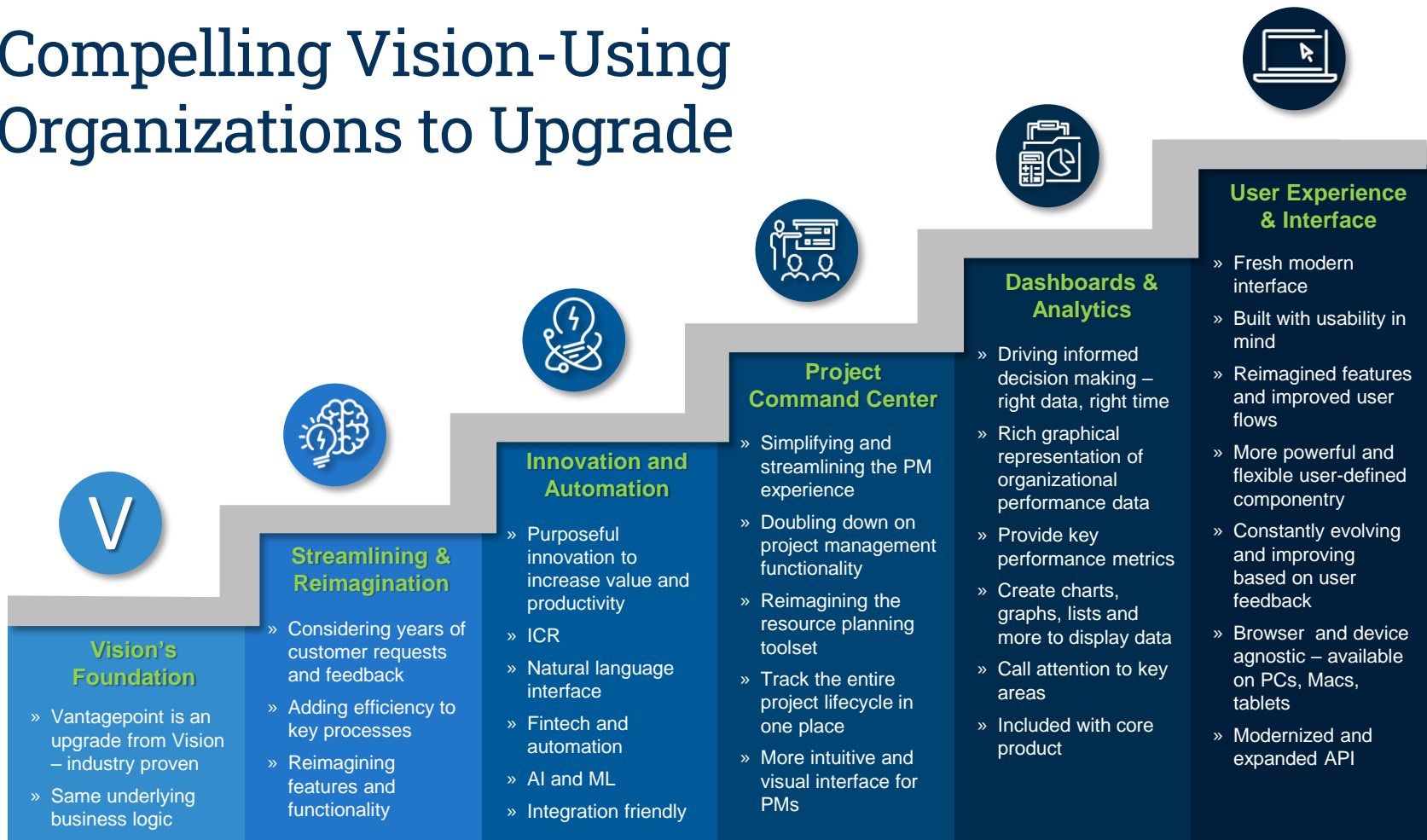
Accounting and Billing

Melissa Coffey  
*Senior Product Director*



DEAR FUTURE,  
I'M READY

# Compelling Vision-Using Organizations to Upgrade



# Highlights Within Accounting and Billing



Flexible Vendor  
Payments to support  
digital payments



Automate import of  
bank transactions to  
streamline bank  
reconciliation



Efficient Transaction  
Entry

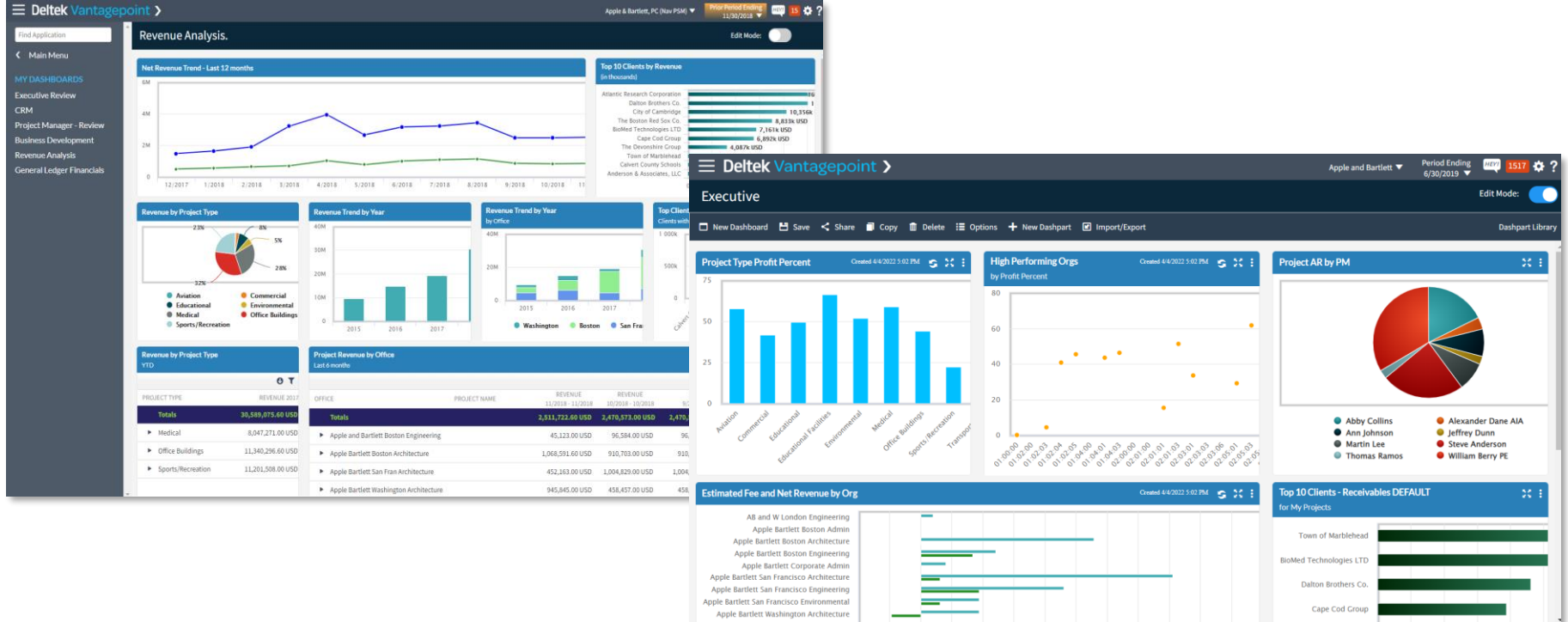


Efficient collaboration  
between biller and  
PM shortens time to  
get invoices out the  
door



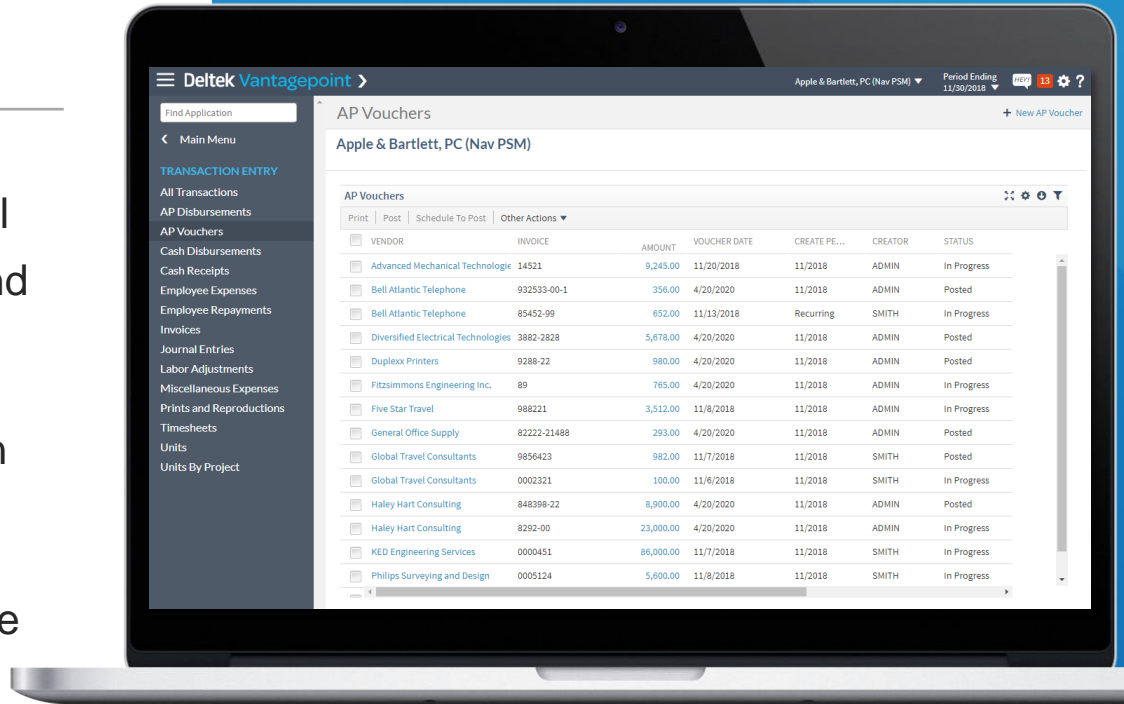
Save time with more  
efficient final billing  
process and robust  
billing dashboards

# Dashboards for your Financial Teams



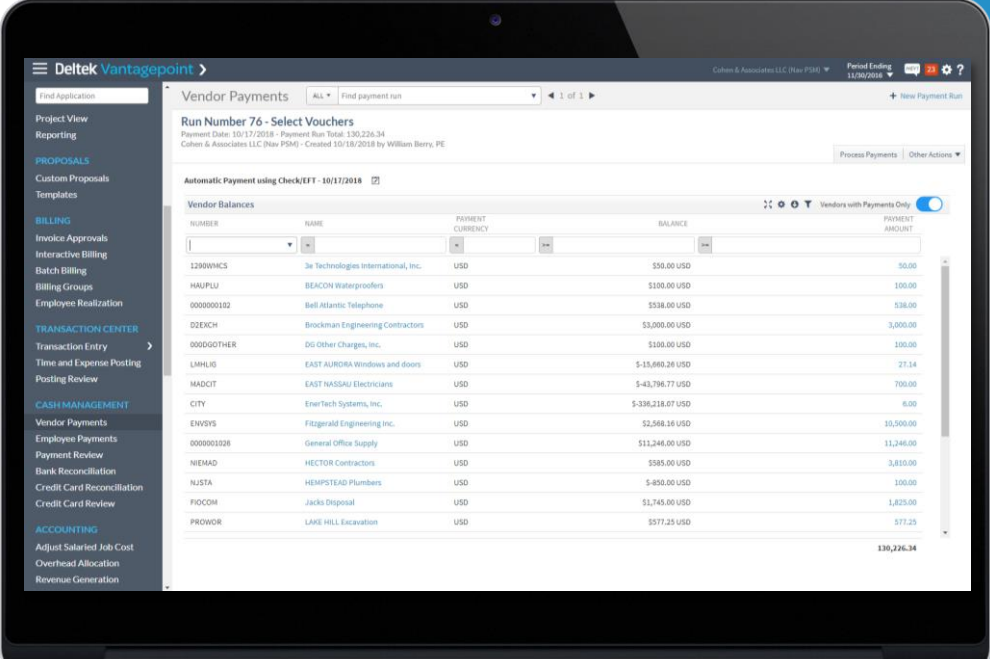
# Efficient Transaction Entry

- » Save time creating transactions while maintaining strong audit trail
- » Single location to enter, review and post transactions
- » Option to enter transactions individually rather than grouped in files
- » Transactional document management (TDM) now available for journal entries
- » Upload supporting documents within Vendor Review



# Streamlined Vendor Payments

- » Save time with Vendor\Employee Payments
  - » Automatic AP payment runs can be modified
  - » Electronic payments can be auto numbered
  - » Deltek Payments – Corpay integration



The screenshot displays the Deltek Vantagepoint software interface for Vendor Payments. The main window shows a table of Vendor Balances for a specific payment run. The table includes columns for Vendor Number, Name, Payment Currency, Balance, and Payment Amount. The total balance for the run is \$130,226.34.

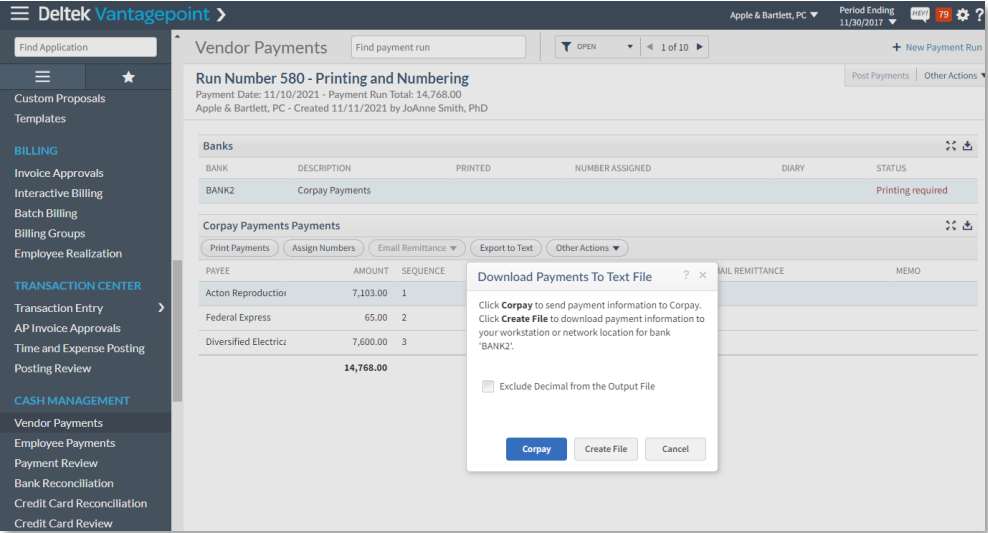
| NUMBER     | NAME                                | PAYMENT CURRENCY | BALANCE           | PAYMENT AMOUNT    |
|------------|-------------------------------------|------------------|-------------------|-------------------|
| 1290WHCS   | 3e Technologies International, Inc. | USD              | \$50.00 USD       | 50.00             |
| HAUPLU     | BEACON Waterproofers                | USD              | \$100.00 USD      | 100.00            |
| 000000192  | Bell Atlantic Telephone             | USD              | \$538.00 USD      | 538.00            |
| DZEKH      | Brockman Engineering Contractors    | USD              | \$3,000.00 USD    | 3,000.00          |
| 0000GOTHER | DG Other Charges, Inc.              | USD              | \$100.00 USD      | 100.00            |
| LMHLIG     | EAST AURORA Windows and doors       | USD              | \$-15,860.28 USD  | 27.14             |
| MADCT      | EAST NASSAU Electricians            | USD              | \$-43,798.77 USD  | 700.00            |
| CITY       | EnerTech Systems, Inc.              | USD              | \$-338,218.07 USD | 6.00              |
| EMVSY5     | Fitzgerald Engineering Inc.         | USD              | \$2,568.18 USD    | 10,000.00         |
| 00000192B  | General Office Supply               | USD              | \$11,248.00 USD   | 11,248.00         |
| NEMAD      | HECTOR Contractors                  | USD              | \$585.00 USD      | 3,810.00          |
| NJSTA      | HEMPSTEAD Plumbers                  | USD              | \$-850.00 USD     | 100.00            |
| PICOH      | Jacks Disposal                      | USD              | \$1,745.00 USD    | 1,825.00          |
| PROWOR     | LAKE HILL Excavation                | USD              | \$577.25 USD      | 577.25            |
|            |                                     |                  |                   | <b>130,226.34</b> |

# Deltek Payments - Digitize Outbound Payments



Enhance your control and visibility of all vendor payments in a single place

Mitigate payment fraud risk with audit trails for all payment types



**Deltek Vantagepoint**

Vendor Payments Find payment run OPEN 1 of 10

**Run Number 580 - Printing and Numbering**  
Payment Date: 11/10/2021 - Payment Run Total: 14,768.00  
Apple & Bartlett, PC - Created 11/11/2021 by JoAnne Smith, PhD

| BANK  | DESCRIPTION     | PRINTED | NUMBER ASSIGNED | DIARY | STATUS            |
|-------|-----------------|---------|-----------------|-------|-------------------|
| BANK2 | Corpay Payments |         |                 |       | Printing required |

**Corpay Payments Payments**

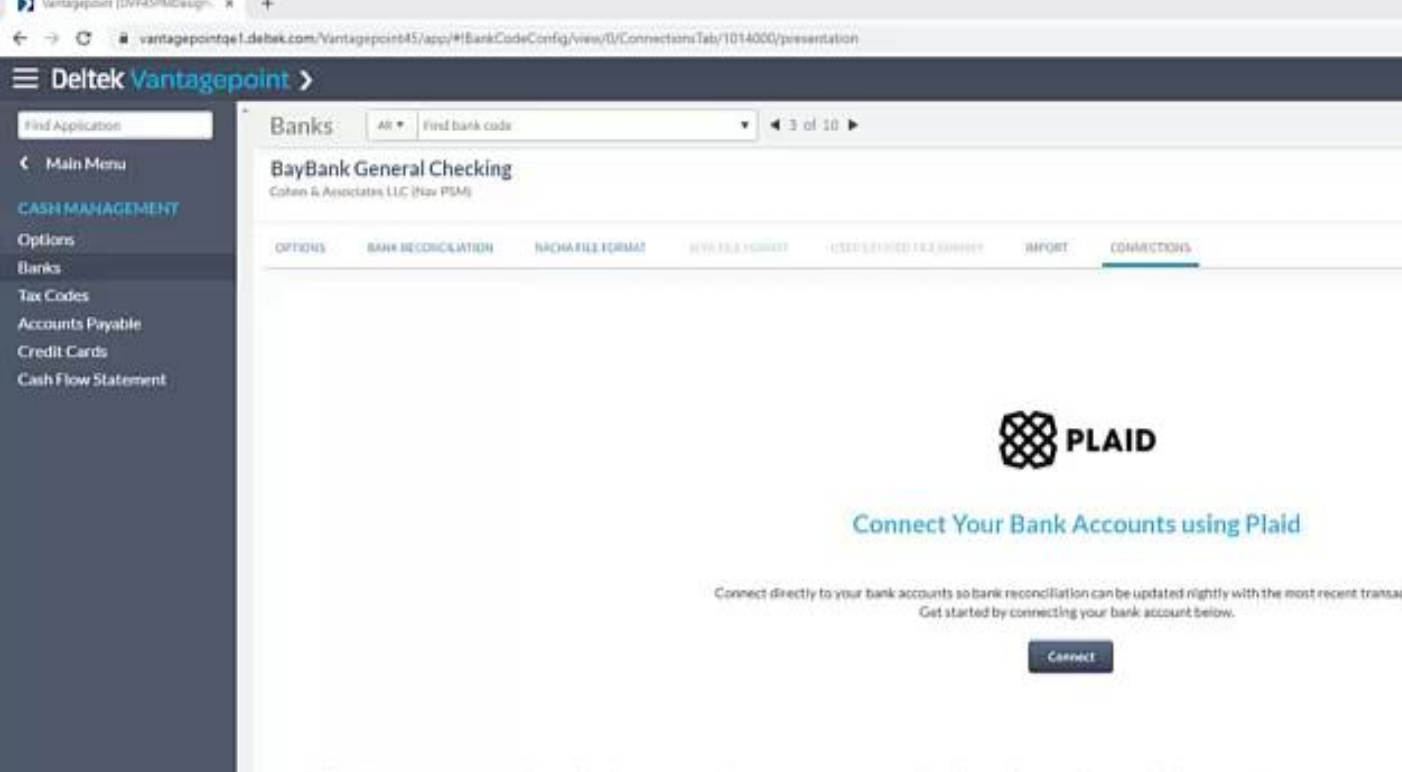
| PAVEE                | AMOUNT           | SEQUENCE |
|----------------------|------------------|----------|
| Acton Reproduction   | 7,103.00         | 1        |
| Federal Express      | 65.00            | 2        |
| Diversified Electric | 7,600.00         | 3        |
|                      | <b>14,768.00</b> |          |

**Download Payments To Text File**

Click **Corpay** to send payment information to Corpay. Click **Create File** to download payment information to your workstation or network location for bank 'BANK2'.

Exclude Decimal from the Output File

Corpay Create File Cancel



Automatic matching of imported transactions

Lay groundwork for future automation of cash related transactions

Automate a manual, time intensive process

Connect Vantagepoint to your bank for up to date visibility of bank transactions

Your information are top priorities and we want you to be aware that Vantagepoint uses a third party, Plaid, to connect directly to your bank accounts. When you click Connect, you will be redirected to Plaid's platform to connect your bank accounts. If you are redirected, any data collected or used by or disclosed to Plaid is subject to Plaid's End User Privacy Policy; <https://plaid.com/legal/#consumers>. Deltek does not have access to bank accounts information collected, used, or maintained by Plaid, nor is Deltek responsible for the security of that bank account information.



# Billing Dashboards

Deltek Vantagepoint

Apple & Bartlett, PC (Nav PSM) | Period Ending 4/30/2019 | 17

Find Application

Main Menu

MY DASHBOARDS

- Executive Review
- CRM
- Project Manager - Review
- Business Development
- Revenue Analysis
- General Ledger Financials
- Employee Utilization
- Draft Invoices
- Billing Review

### Draft Invoices

Edit Mode:

| PROJECT NAME                    | BILLING CLIENT NAME           | STATUS    | DRAFT TOTAL | COMPENSATION | BILLED       | WIP LABOR  | WIP CONSULTA... |
|---------------------------------|-------------------------------|-----------|-------------|--------------|--------------|------------|-----------------|
| City Hall Facade Replacement    | City of Cambridge             | Submitted | 166,075.83  | 2,150,000.00 | 232,668.19   | 7,865.00   | 0.00            |
| DG Enterprises Nashville Office | DG Enterprises                | Submitted | 2,987.50    | 0.00         | 0.00         | 0.00       | 0.00            |
| DG Enterprises Austin           | DG Enterprises                | Submitted | 9,590.90    | 0.00         | 0.00         | 0.00       | 0.00            |
| Cape Cod Vacation Club          | Cartler Group of Lower Baltim | Submitted | 899,695.60  | 0.00         | 0.00         | 0.00       | 0.00            |
| Adelphi Research Lab            | BioMed Technologies LTD       | Submitted | 136,553.10  | 1,500,000.00 | 2,171,847.70 | 124,862.71 | 4,370.67        |
| Napoli Research Facility        | Cadre Technologies, Inc.      | Approved  | 12,500.00   | 5,193.00     | 297.13       | 0.00       | 0.00            |
| Martin Scientific               | Sterling Limited Partnership  |           | 0.00        | 62,300.00    | 650.68       | 346.15     | 0.00            |
| eBay HQ                         | Consumer Value Stores         |           | 0.00        | 0.00         | 0.00         | 0.00       | 0.00            |
| Freedom Square Clinic           | TeamHealth                    |           | 0.00        | 811,860.00   | 168,005.72   | 2,165.11   | 80.08           |
| Westinghouse Office             | Brookshire Brothers           |           | 0.00        | 0.00         | 59,468.89    | 75,020.05  | 2,593.92        |
| Spokane Airport                 | Town of Marblehead            |           | 0.00        | 189,922.00   | 63,777.44    | 369.14     | 2,356.00        |

- Billing Review
- GL by Office
- Unbilled Aging

Apple & Bartlett, PC (Nav PSM) | Prior Period Ending 11/30/2018 | 17

Edit Mode:

### Unbilled Transaction and Outstanding AR

| Project                       | AR Amount | Unbilled Transactions |
|-------------------------------|-----------|-----------------------|
| ABC Plaza Study               | ~250k     | ~50k                  |
| Children's Hospital Expansion | ~100k     | ~50k                  |
| Ferney Park Wall Seating      | ~100k     | ~50k                  |
| Marblehead Public Library     | ~150k     | ~50k                  |

### Unbilled Aging over Time

| Month   | Unbilled Aging |
|---------|----------------|
| 7/2018  | ~2k            |
| 8/2018  | ~5k            |
| 9/2018  | ~10k           |
| 10/2018 | ~70k           |
| 11/2018 | ~190k          |

### Unbilled Aging

| NAME                           | PROJECT NUMBER | COMPENSATION | UNBILLED LABOR 11/2018 | UNBILLED LABOR 10/2018 | UNBILLED LABOR 9/2018 | UNBILLED LABOR 8/2018 | UNBILLED LABOR PRIOR TO 7/2018 |
|--------------------------------|----------------|--------------|------------------------|------------------------|-----------------------|-----------------------|--------------------------------|
| ABC Plaza Study                | 1999009.00     | 1,100,000    | 7,040                  | 9,100                  | 35,420                | 0                     | 0                              |
| Adelphi Research Lab           | 2003005.00     | 1,900,000    | 8,550                  | 17,220                 | 1,820                 | 3,080                 | 117,963                        |
| Alexandria Westinghouse Office | 2007015.00     | 2,370,420    | 2,530                  | 3,220                  | 9,520                 | 0                     | 5,670                          |
| Cape Cod Vacation Club         | 2002005.00     | 5,270,000    | 829,871                | 6,375                  | 15,625                | 5,000                 | 84,972                         |
| City Hall Facade Replacement   | 1999005.00     | 2,150,000    | 9,350                  | 0                      | 0                     | 0                     | 7,865                          |
| Ferney Park Wall Seating       | 2002019.00     | 1,100,000    | 10,010                 | 7,560                  | 280                   | 1,400                 | 46,660                         |

# More information directly within Billing

- » A more efficient overall billing process saves time for billers
- » Easily view and analyze unbilled transactions
- » More information accessible and visibility into billing fee from Interactive Billing

Deltek Vantagepoint > Apple and Bartlett ▾ Period Ending 6/30/2019 1516 ?

interactive Billing Find project ▾ My Draft Invoices ▾ 2 of 3 ▸

Cape Cod Vacation Club  
200200500  
Invoice Date 8/26/2022 Period 6/1/2019 - 6/30/2019 Bill Through Date None Bill Through Period 06/2019

Billing Session Options Print Approve Other Actions ▾

GENERAL LABOR EXPENSES UNITS FEES INVOICE HISTORY DRAFT PREVIEW

Labor ⓘ Summary View: Detailed Review (modified) ⌵ ⌵ ⌵ ⌵

| EMPLO. | NAME               | DATE       | H.    | CATEGORY DESCRIPTION | PHASE | PHASE NAME         | TASK | TASK NAME             | RATE     | INVOICE AMOUNT |
|--------|--------------------|------------|-------|----------------------|-------|--------------------|------|-----------------------|----------|----------------|
| C0003  | Berry, William     | 12/8/2018  | 8.00  | Principals           | 250   | Schematic Design   | BSD  | Boston Schematic Des  | 0.0000   | 0.00           |
| C0003  | Berry, William     | 12/1/2018  | 4.00  | Principals           | 250   | Schematic Design   | BSD  | Boston Schematic Des  | 0.0000   | 0.00           |
| C0003  | Berry, William     | 11/24/2018 | 4.00  | Principals           | 250   | Schematic Design   | BSD  | Boston Schematic Des  | 0.0000   | 0.00           |
| 00002  | Bartlett, James    | 4/30/2018  | 9.00  | Principals           | 250   | Schematic Design   | BSD  | Boston Schematic Des  | 110.0000 | 990.00         |
| 00204  | Brady, Michael     | 4/30/2018  | 9.50  | Senior Architect     | 250   | Schematic Design   | BSD  | Boston Schematic Des  | 105.0000 | 997.50         |
| 00031  | Jefferson, Jamie   | 4/30/2018  | 33.00 | Surveyor             | 250   | Schematic Design   | BSD  | Boston Schematic Des  | 75.0000  | 2,475.00       |
| 00022  | Lewis, Carl        | 4/30/2018  | 90.50 | Civil Engineer       | 250   | Schematic Design   | SSD  | San Francisco Schema  | 95.0000  | 6,597.50       |
| 00022  | Lewis, Carl        | 4/30/2018  | 8.00  | Civil Engineer       | 250   | Schematic Design   | SSD  | San Francisco Schema  | 95.0000  | 760.00         |
| 00204  | Brady, Michael     | 4/30/2018  | 44.00 | Senior Architect     | 300   | Design Development | BDD  | Boston Design Develop | 105.0000 | 4,620.00       |
| 00200  | Hertz, Johnathan   | 4/30/2018  | 12.00 | Draftsperson         | 300   | Design Development | BDD  | Boston Design Develop | 75.0000  | 900.00         |
| 00020  | Little, Sally      | 4/30/2018  | 11.50 | Project Manager      | 300   | Design Development | BDD  | Boston Design Develop | 95.0000  | 1,092.50       |
| 00020  | Little, Sally      | 4/30/2018  | 92.00 | Project Manager      | 300   | Design Development | BDD  | Boston Design Develop | 95.0000  | 8,740.00       |
| 00901  | Wellington, George | 4/30/2018  | 9.00  | Civil Engineer       | 300   | Design Development | BDD  | Boston Design Develop | 95.0000  | 855.00         |

+ Add Billing Labor

Find Application

Main Menu

PROJECTS HUB

- Dashboard
- Project Review
- Project
- Estimates
- Contract Management
- Revenue Forecast
- Plan
- Budget
- Billing Terms
- Invoices !
- Draft Invoice Approvals !

Draft Invoice Approvals My Draft Invoices ▾ Find project ▾ 3 of

|                               |                      |                          |                            |
|-------------------------------|----------------------|--------------------------|----------------------------|
| <b>Cape Cod Vacation Club</b> |                      |                          |                            |
| 200200500                     |                      |                          |                            |
| <b>Invoice Date</b>           | <b>Period</b>        | <b>Bill Through Date</b> | <b>Bill Through Period</b> |
| 4/4/2022                      | 6/1/2019 — 6/30/2019 | None                     | 06/2019                    |

DRAFT PREVIEW GENERAL LABOR EXPENSES UNITS FEES INVOICE HISTORY

125% ▾ - + | Hand Select View Annotate Shapes Insert

A A A A T □ | No Presets ↶ ↷

**APPLE AND BARTLETT**  
 STRUCTURAL ENGINEERS  
 2291 Wood Oak Drive  
 Herndon, VA 20171-2823  
 Tax Registration Number: 756774378

1200 Central Avenue  
 Suite 409  
 Sandwich, MA 01520  
 United States

March 24, 2022  
 Invoice No: <Draft>

Project 200200500 Cape Cod Vacation Club  
Professional Services through June 30, 2019  
 Fee

| Billing Phase          | Fee                 | Percent Complete | Earned           | Previous Fee Billing | Current Fee Billing |
|------------------------|---------------------|------------------|------------------|----------------------|---------------------|
| Schematic Design       | 50,000.00           | 52.00            | 26,000.00        | 0.00                 | 26,000.00           |
| Design Development     | 120,000.00          | 100.00           | 120,000.00       | 0.00                 | 120,000.00          |
| Construction Documents | 950,000.00          | 0.00             | 0.00             | 0.00                 | 0.00                |
| <b>Total Fee</b>       | <b>1,120,000.00</b> |                  | <b>38,000.00</b> | <b>0.00</b>          | <b>38,000.00</b>    |

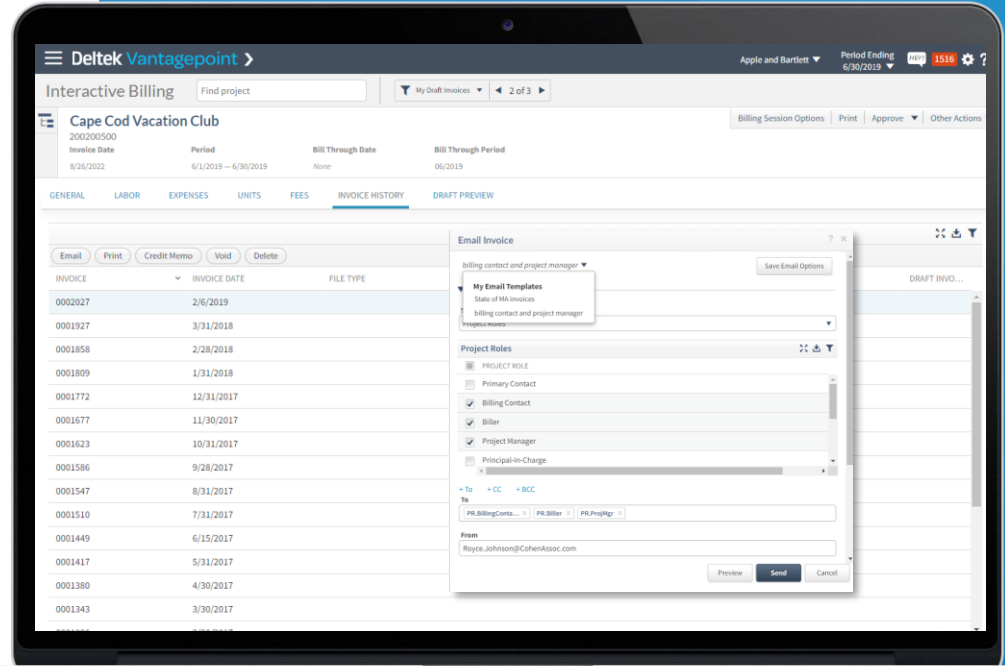
< 1 / 7 >

More intuitive interface for PMs with support for annotations  
 Complete revision history during approvals

Shortened time the draft is within approval process  
 Improved collaboration

# Streamlined Final Billing

- » A more efficient overall billing process saves time for billers
- » Email final invoice to multiple contacts associated with projects
- » Email templates remember project contacts, subject and message
- » Expedite final billing by making the accept process simpler, if you choose
- » Automatically save a PDF of final invoice



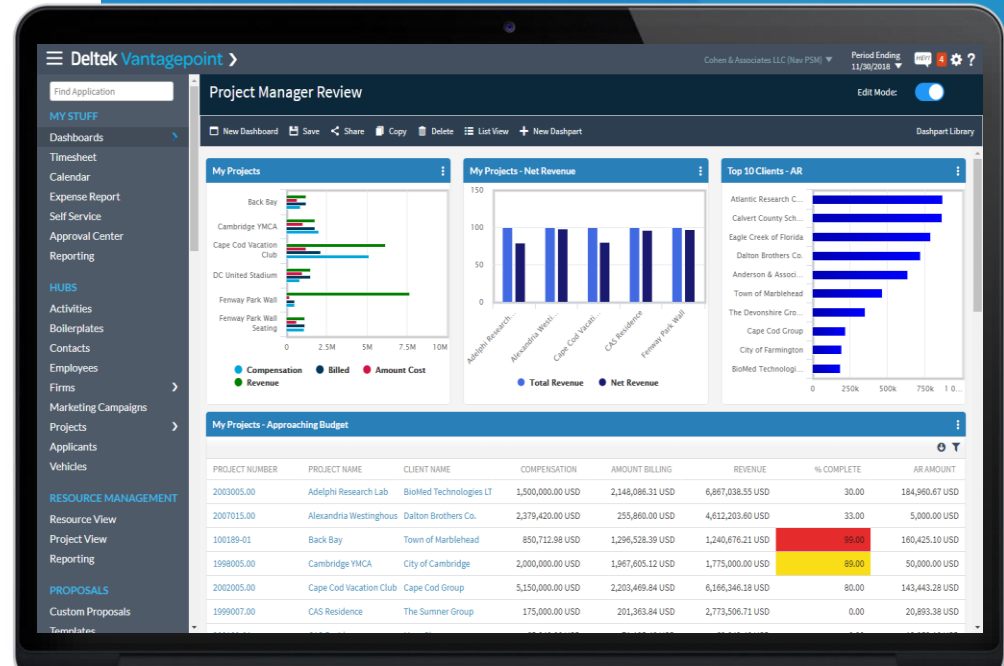
# Recap

- » Clear visibility into project, employee and financial metrics through dashboards
- » Get invoices out the door faster
- » Save time by automating manual processes



# 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)

