

## Vision Benefits by Role

### For Executives

#### Accurate Data

As an Executive of an Architecture and Engineering firm, you need visibility into your business and help addressing your most pressing issues. Deltek Vision helps thousands of executives like you address these challenges every day.

#### **Do you waste too much time looking for accurate, up-to-date business and project data?**

Industry experts estimate that up to 14% of the average employee's workday is spent looking for information.

With Vision, your managers will have quick, self service access to targeted, easy to understand reports and performance metrics from anywhere, anytime that support timely and informed decisions. This project tracking software will reduce data maintenance and increase data accuracy.

#### **Some of the Vision features that help, include:**

- Vision Performance Management
- User-specific or role-based Dashboards
- Targeted, configurable reports with drilldown
- Access from anywhere with an internet connection

A single, integrated database for all critical business processes

#### Staff Utilization

#### **Are your billable staff under-utilized?**

Industry experts have estimated that an integrated project management system, like Vision, can improve employee utilization by 8%.

Vision provides the framework for assigning the right staff to the right project at the right billing rate. It allows you to plan for project success from the initial proposal to project completion. It lets you match the talents of your staff with project requirements. And it helps you quickly identify over and under utilization so that employee utilization can be optimized and profits can be maximized.

Vision will become your manager's number one tool for supporting informed decisions that help your projects/engagements come in on time with the highest level of profitability.

- Staff utilization report
- Resource planning, especially the resource utilization view
- Dashboard alerts for employees and managers
- Time sheets: Utilization ratio and activity budgets

## Improved Staff Flow

### **Do you have cash flow problems?**

Studies have shown that up to 10% of project costs are not captured on invoices

Vision helps eliminate the leakage of billable time and expense and captures it to the level of detail that supports project and budget management and contractual requirements. Project invoices are accurate the first time, which shortens the billing cycle and time to payment. With targeted AR aging reports and aging Reports and Alerts, your team can stay on top of the project accounting and collections process, helping you get paid more quickly.

### **Vision can help you increase cash flow:**

- Time and Expense Collection, with approvals
- Configurable WBS, billing terms and invoice formats
- Project Review Center
- Alerts for AR collections
- Vision Performance Management

## Better Process

### **Do you have good business processes?**

A recent study shows that professional services firms that invested in front and back office solutions that control business processes realized an average five year annualized return on investment of 96.7%.

Vision provides a framework for effectively dealing with all of your critical business processes so you and your team can focus on the challenges of business development, staffing and project execution, rather than business processes that have run amok.

## **Vision can help you improve your business processes:**

- Automation of all critical business processes around the engagement, execution and delivery of projects
- Integration of all critical business processes in one database
- Tailored exclusively to the needs of the project-focused firm

## Accountable Management

### **Can you hold your managers accountable?**

Vision 'success-enables' managers to run their projects/engagements in conformance with company goals. It helps them manage their projects/engagements proactively and affords complete visibility into project performance from anywhere, anytime.

### **Vision can help you empower your management and make them more accountable:**

- Resource Planning
- Vision Performance Management
- Dashboards metrics
- Variety of project status reports
- Framework for consistent, accurate data capture
- Anytime, anywhere access