

# 5 Things to know about Vision in the Cloud

## All this talk about the cloud left you in a fog?

Cloud solutions that deliver software as a service provide lots of advantages, and can be a great option for your firm. But not all cloud solutions are the same.

Here are 5 tips to help clear things up...

**What is the cloud?** The cloud securely provides software as a service via the Internet – software is hosted in the cloud and accessed on-demand via a web browser. Unlike on-site deployments, the cloud eliminates large resource & infrastructure requirements – no hardware to purchase & install, no environment to maintain, no updates to manage.

**What is Deltek First?** Deltek First is the first-of-its-kind cloud-based management solution purposely built for the unique needs of professional service firms. Deltek First places the proven capabilities of Deltek Vision within easy reach for today's growing firm.

### Is every cloud solution the same?

No – it's capability, not the cloud, that make a solution the perfect fit. Only Deltek First is specifically designed for the unique needs of professional service organizations. Only Deltek First is backed by 30+ years of experience serving professional services firms. Only Deltek First can offer best practices based on 4,000+ global deployments of the proven Deltek Vision solution.

**Why are firms going cloud?** "A cloud-based approach represents a low-cost way to access world-class applications and services quickly while avoiding the up-front capital expense of buying & maintaining hardware and software licenses and managing resources onsite."

*IDC - Cloud-Based Project Life-Cycle  
Management for Professional Service Firms  
March 2012*

**Isn't the cloud risky?** Not with Deltek. Your data in the cloud is yours alone – Deltek never mixes data among other firms. Deltek's dedicated team has the singular focus of constant monitoring & maintenance – so our security safeguards likely exceed on-premises solutions deployed inside your firm. Deltek experts are monitoring on-site 24/7, supported by constantly-updated advanced malware & anti-virus tools.

