

Vision Performance Management

Real-time access to critical business information

Key Benefits:

- Role-appropriate consumption of performance data
- Goals driving the decision making process
- Historical and predictive analysis
- Real-time scrutiny, not after-the-fact decisions
- Faster, more informed and more effective decision making

See. Understand. Decide.

Having measurable insight into your business performance plays a key role in your organization’s strategic planning and decision-making. But how can you determine which areas are thriving and which are at risk without real-time access to common, consistent data? Even more important, how do you transform that critical business data into actionable knowledge and future profitability?

With Deltek’s Vision Performance Management (VPM), you gain insight into your business like never before. As today’s only powerful Business Intelligence solution, built specifically for project-focused organizations,

VPM helps you proactively improve performance and mitigate risk across your entire project-based organization. No more wasting valuable time sorting through data. With role-appropriate views, Vision Performance Management gives you a completely new level of visibility, control and insight into your organizational performance data. Now, with the touch of a button, you can establish and monitor goals, watch trends, and predict future outcomes and potential problems before it’s too late. The result, is that your firm is empowered with the real-time information and scrutiny to make smarter, faster, and more effective decisions.

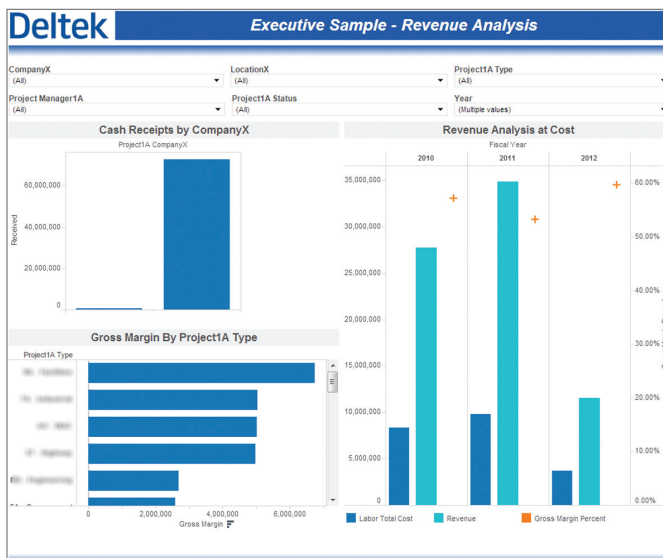


Figure 1: Role-based dashboards

Vision Performance Management includes:

- **Data layer**, served in the form of analysis cubes that provide instant access to consolidated financial and project data
- **Presentation layer** that presents data in interactive, graphically-oriented and visually rich dashboards
- **“Build-your-own” Dashboards** that provide you with the capability to tweak over 40 sample dashboards in order to best suit your unique business

Data Layer—Analysis Cubes

Deltek’s Vision Performance Management is comprised of two primary components, the first of which is the data layer. The Deltek Vision analysis cubes use Microsoft SQL Server Analysis Services, and contain “pre-calculated” measures and dimensions to drive the highest level of performance with the easiest possible use.

Best of all, Vision Performance Management’s analysis cubes cover more than generic business intelligence tools ever could. With the VPM cubes, users get data measurements on everything from CRM, Project Planning, Time Analysis, Contract Management, General Ledger Budgeting, DSO and much more. Additionally, VPM includes the below functionality that serves to make each of your cubes more powerful than ever before:

Key Performance Indicators (KPIs)—KPIs can be configured within Vision (at either a company-wide or a granular level) so that data from within the cubes can now be reported against KPIs or goals. This ability makes the data presented in VPM more relevant to your unique business needs.

User Defined Fields—User defined fields can be included within analysis cubes as measures or dimensions, meaning they can be used for any VPM visualizations.

Calculated Measures—When existing measures do not work exactly as needed, calculated measures can be added to the analysis cubes. This gives you the ability to cover all bases and ensures precise measurements that impact your key business decisions.

Multi-Currency—Currency measures within the cubes can be dimensioned based on a desired currency. Additionally, currencies and associated exchange rates that are included in the cubes can be configured in Deltek Vision. This makes it possible to represent any currency value in the system in any currency supported by the Vision database.

Presentation Layer

VPM utilizes a dynamic presentation layer. Powered by Tableau, this presentation layer brings an extremely powerful and flexible visualization platform—making it easier than ever to monitor and analyze critical trends or potential outcomes. The presentation layer connects directly to VPM’s analysis cubes, presenting your key findings in interactive, graphically-oriented and visually rich dashboards.

Deltek’s Vision Performance Management is delivered with many out-of-the-box, role-based dashboards—all of which cover everything from executive level views of overall company performance, to granular views relevant to the project manager role. With this in mind, professional services firms ensure they gain a comprehensive picture of the entire business and its components. No blind spots, no missing pieces—just total insight into your business at every level.

Build-your-own Dashboards

While the numerous out-of-the-box dashboards provide relevant information your business needs, VPM takes into account that no two businesses are alike. Because of your need to look at data differently and meet individual strategic goals, VPM also comes with an extremely powerful desktop authoring tool that allows organizations to create and tailor their own dashboards. Not only does this desktop tool provide full access to all of the different types of visualizations and dashboards available on the Tableau platform, it also allows users to publish created dashboards and make them available within Deltek Vision. Finally, this tool is simple to use and extremely accessible—meaning users can begin producing professional-quality dashboards with very little training or prior experience.

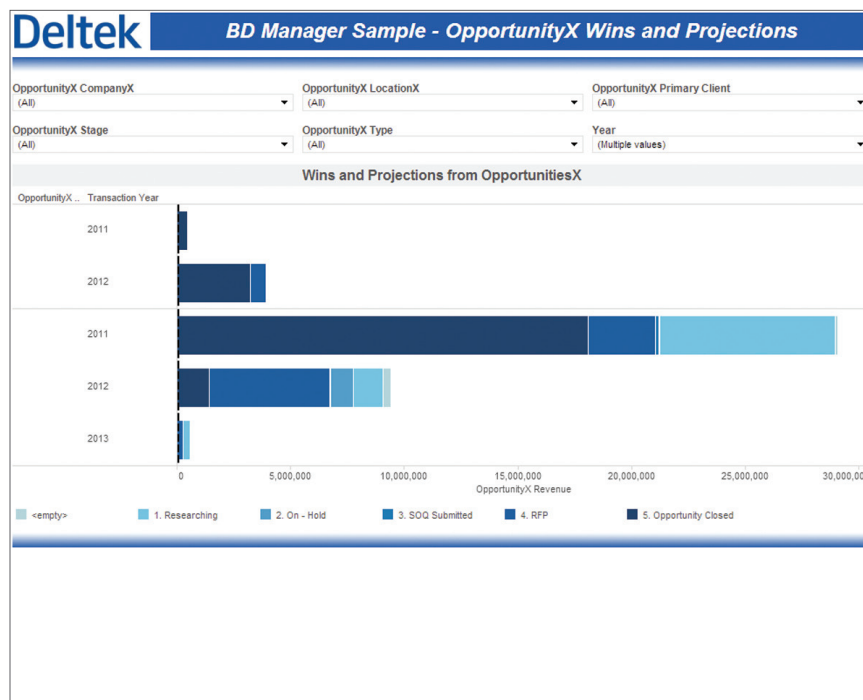


Figure 2: Monitor important business indicators

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Why Business Intelligence?

Business Intelligence (BI) provides companies with a serious competitive advantage, allowing businesses to effectively gather, store, access and analyze the data that’s most critical to decision making. All organizations—regardless of size or industry—need Business Intelligence. Yet, there’s a huge difference between ‘having Business Intelligence’ and ‘using the right Business Intelligence.’

Deltek’s Vision Performance Management offers KPIs and dashboards with real-time information that helps organization make key

decisions about running their practices. What’s more, VPM goes a step beyond other, generic BI tools with its specific design built for professional services firms and their unique needs. Using Deltek’s Vision Performance Management, organizations have the ability to monitor the health of their entire firm, proactively adjust course when necessary and evolve at a more rapid speed—making these firms much more likely to execute effective decision-making and succeed in the long term.

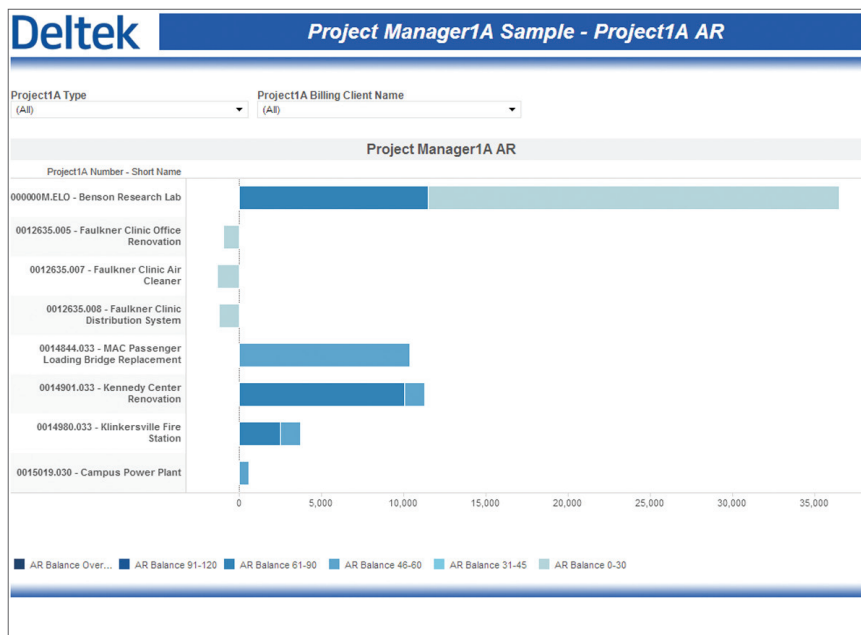


Figure 3: Create dashboards that monitor what is important in your organization

Deltek is the leading global provider of enterprise software and information solutions for professional services firms and government contractors. For decades, we have delivered actionable insight that empowers our customers to unlock their business potential. 16,000 organizations and 2 million users in over 80 countries around the world rely on Deltek to research and identify opportunities, win new business, optimize resources, streamline operations, and deliver more profitable projects. Deltek – Know more. Do more.® deltek.com