

The Cost of Not Moving

The Cost of Not Moving to Deltek Vision
For an Organisation with 200 Employees

Increase Resource Utilisation

▪ By gaining just a **1% increase in utilisation rates** this firm would **realise** an annual **increase in revenue of approximately £262,000 per year** or £21,850 per month.

Company Size(Employees)	Billable Employees	Avg. Bill Rate	Total Billable Hours	Utilisation Increase
200	160	85/Hour	1,928	1%

▪ Number of billable resources * average hourly rate * billable hours * expected increase in utilisation = Annual Increase in Revenue

Deltek Vision Helps Improve Resource Utilisation

- Provides a proven set of resource and project management tools that help ensure that your firm is **putting the right people on the right project at the right time and for the right rate.**
- **Centralises all resources into a single schedule** for more accurate forecasting and scheduling. **Greater insight into your backlog and opportunities** allows you to more easily maintain the appropriate staffing levels.
- **Assign resources to projects based on skills, preferences, availability, and rates.** Having all of this information available for **staffing** decisions ensures that resources are being **maximised.**

Reduce Revenue Leakage

▪By **not capturing just 2%** of all billable project work, this firm would be **losing approximately £520,000** in revenue **per year** or £43,000 per month.

Company Size(Employees)	Billable Employees	Avg. Bill Rate	Total Billable Hours	% Billable Hours NOT Captured
200	160	85/Hour	1,928	2%

▪Number of billable employees * average hourly rate * total billable hours * percent billable hours not captured = Annual Revenue from Capturing More Billable Hours

Deltek Vision Helps Ensure That all Billable Hours are Captured and Billed to the Client

- Unique in the combination of tools offered to ensure that all billable hours are captured and billed:
 1. Web-based architecture to ensure that **time and expense entries can be made anytime and anywhere** you have Internet access
 2. Mobile time and expense entry from disconnected laptops and mobile devices such as PDAs and smart phones so that **time and expense can be entered immediately, regardless of Internet connectivity**
 3. Integration with project and resource management so that **project assignments automatically appear in the employee's timesheet** to ensure the time is being captured

Reduce Administrative Overhead

By **reducing** amount of time non-billable staff spend on **manual data entry and processing** of time cards, invoices and reports this **firm could save approximately £60,000 per year or £5000 per month**. Employees' hours can now **shift focus to actual billable work** or other strategic initiatives.

Company Size(Employees)	Non-Billable Employees	Annual Burden Cost*	Admin Hrs per Non-Billable Employee
200	40	£27,000/employee	10 hours/ Month

Number of non-billable employees * annual burdened cost per employee / 2080 hours * admin hours per employee per month * 12 months = Annual Reduction in Administrative Costs

Deltek Vision can Dramatically Reduce Administrative Costs

- Automates numerous processes that are typically manual efforts in many firms, including, time and expense entry; billing; reconciling project and financial accounting; reporting; finding client, contact, employee, and project information; project and resource management; and, reconciling financials for multiple currencies and companies. Also by **decreasing dependencies on manual data entry, level of data accuracy and trust increases** along with the actual timeliness of the information to support critical decision making.
- Deltek is unique in that it is **the only project-based system that integrates and automates all of these processes in a single solution**. All customer, employee, project and financial data resides in one database.

External Validation

■ PSMJ Resources, Inc., a well known training and market research firm, just sent out an email communication encouraging firms to **consider alternative steps to reducing expenses besides salaries and positions in tough economic times**. Many of their recommendations speak directly to the value of Vision.

PSMJ Resources: Recommendations

- Create a more effective billing and collection system. **Expending working capital to fund these short-term assets can increase your firm's financial risk and weaken your balance sheet.**
- Lower your overhead! **Do not relax your cost controls** or you may be slow to rebound when work picks up. Don't forget: the lowest-cost provider weathers economic cycles, not the lowest bidder.
- Establish goals that are both reasonable and aggressive. **Don't allow near-term caution to prevent you from stretching your limits.**
- **Don't hide bad news.** Make sure your people know where the firm stands vis-à-vis the benchmarks being achieved by other firms in this industry. **Use positive and negative results to inform and motivate your staff** to strive for new levels of performance.

Speaks Directly to Vision's Values

■ Project Accounting Strength

■ Integrated Source for ALL Customer, Employee, Project and Financial Data

■ Robust Reporting to Focus on Profitable Projects

■ Robust Reporting