Vantagepoint
Power Project Success for Architecture and Engineering Firms
Projects are critical to the success of every architecture and engineering firm and you need a solution that puts your people and projects at the center of your business. Deltek Vantagepoint gives A&E firms insight to maximize productivity, boost collaboration, improve efficiency and increase profitability.

Trusted by thousands of A&E firms around the world, Deltek is an industry leader for project and financial management solutions built specifically for the way A&E firms work.

What if you could put your people and projects at the center of your business?

**Project Command Center**
Control all project information in one place – from pursuit and proposal, through project planning and financial management.

**Complete View of Your Business**
Gain visibility across your organization, from project initiation to completion. Get actionable insights to make more informed decisions.

**A More Efficient Way to Work**
Enable teamwork and collaboration via a single tool, and empower users with a simple, intuitive experience.
Power Project Success with Deltek Vantagepoint

1. Pursue the Project
Find potential projects earlier and better position your firm to win.

2. Create Impressive Proposals
Deliver winning proposals faster with the interactive, intuitive proposal editor.

3. Secure Resources
Get the right people on the right projects at the right time to deliver successful projects.

4. Manage the Project
Get project teams mobilized, avoid cost and schedule overruns and track team progress towards deliverables.

5. Bill Clients and Manage Financials
Improve cash flow and get paid faster with accurate invoices and interactive billing tools.

6. Measure and Report
Get the information you need to make better, faster business decisions.
1. Pursue the Project

Your world revolves around clients and projects—finding them, pursuing them and winning them. Deltek Vantagepoint helps you nurture key client relationships and pursue the right projects. Identify potential projects earlier, qualify pursuits and position your firm to win.

- Nurture the right client relationships when it matters most to position your firm for the next big project
- Easily create, update and manage pursuits from initial conversation through award, delivery and closeout in the projects hub
- Set reminders and notifications so you never miss a follow-up or deadline
- Monitor pipeline to quickly identify gaps and bright spots

More than 80% of firms expect their position in the market to remain steady or grow in the next 18 months.

DELTEK CLARITY REPORT
2. Create Impressive Proposals

Develop impressive proposals to tell your story and convince the client you are the best choice for the project. You understand the project requirements, know the client hot buttons and recognize the competition. With easy-to-use templates and an interactive proposal editor, you can quickly create winning proposals that address RFP requirements and showcase your experience and project team.

- Drag-and-drop proposal editor makes it easy to create the right proposal every time
- Easily create project sheets and employee resumes specific to the pursuit
- Streamline proposal creation and drive brand consistency with corporate templates, images, and boilerplates
- Collaborate around pursuits with conversations, tasks and documents to ensure the right people are driving the best proposal possible

Easily create impressive proposals to help your firm win the pursuit.
3. Secure Resources

Getting the right people scheduled for each project from the start can make it easier to deliver successful projects. Pinpoint the right resources for your projects based on their skills and availability so you can meet project schedule and budget demands.

- Staff the project with team members that have the required expertise and experience
- Use alerts and notifications when talent resources are over or under-allocated
- Notify team members of new project assignments to keep tasks on track
- Manage resources and deliverables throughout the project to ensure deadlines and schedules are met
- Develop cost scenarios to find the best solution for the project
- Create profitable project plans with real schedules, budgets, and resources

With Deltek Vantagepoint, project managers have up-to-date information on resources, project status, and cash flow to make better decisions and increase savings.
4. Manage the Project

Proactively manage projects, monitor budgets vs. actuals and know exactly what’s going on with projects at any time. With all project information in one projects hub, you have complete visibility into the complete project lifecycle from initial pursuit through project closeout so you can deliver successful projects.

- Avoid cost and schedule overruns by tracking team progress toward project deliverables.
- Keep teams on task and teams on track with collaboration and information management.
- Use alerts and notifications to identify potential risks and make adjustments to meet client demands.
- Review and approve invoices quickly to improve cash flow.
- Manage plans, budgets, teams, invoices and more in one projects hub.
- Easily find projects with "Hey Deltek," your virtual assistant.

Proactively manage your project from a single project command center.
5. Bill Clients and Manage Financials

Your firm needs to get paid for the work you deliver. You need a tool to quickly and easily submit timesheets and expense reports, reduce time to invoice and improve cash flow. Streamline billing and invoicing while improving your overall company financial management with Deltek Vantagepoint.

- Generate invoices that are timely and accurate the first time—every time
- Monitor payment status to expedite the billing and invoicing process
- Make time and expense entry easier for more accurate, timely project financials
- Improve firm profitability and cash flow
- Manage key financial metrics to ensure your firm is moving in the right direction
- Billing and invoicing process
6. Measure and Report

Monitor the health of your business in one place. With complete visibility into every aspect of your business, you can make better, faster, more informed decisions. Spend less time running reports and more time making the right decisions to drive your business forward.

- Measure performance by project, client, team and more
- Make adjustments based on real data to increase profitability and efficiency
- Make better, faster decisions with all the info you need in a single view
- Identify gaps and opportunities for growth to strategically grow your business

Get a complete view of your business with interactive dashboards.
Deltek Vantagepoint: Built for the way architecture and engineering firms work. Better software means better projects. www.deltek.com/vantagepoint