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Moving from QuickBooks to Costpoint

Tara Cannon
Costpoint Product Marketing
Deltek

Today's Agenda

1. Small Business Market Outlook
2. Small Business Challenges
3. Costpoint For Small Business
4. Moving from QuickBooks to Costpoint
5. Q&A
6. Resources

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Small Business Market Outlook

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Federal Small Business Spending

- $145B in Prime Contracts in 2020
- $82B in Sub-Contracts in 2020
- $13B more than 2019

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8(a)

The federal government's goal is to award at least 5% of all federal contracting dollars to small disadvantaged businesses each year.

- In 2020 $34.0B in was awarded to 8(a) firms
- Goal of allocating 15% of contract dollars to 8(a)s by 2025

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Where is all this money going…?

Prime Markets

- IT Modernization
- Research & Development (R&D)
- Cybersecurity
- Weapon Systems Modernization

Technology

- Shift to Cloud (SaaS)
- Digital Transformation
- Adaptive design and security
- Automation, AI, IoT, Blockchain

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Barriers to Achieving Success as a Small Business Government Contractor

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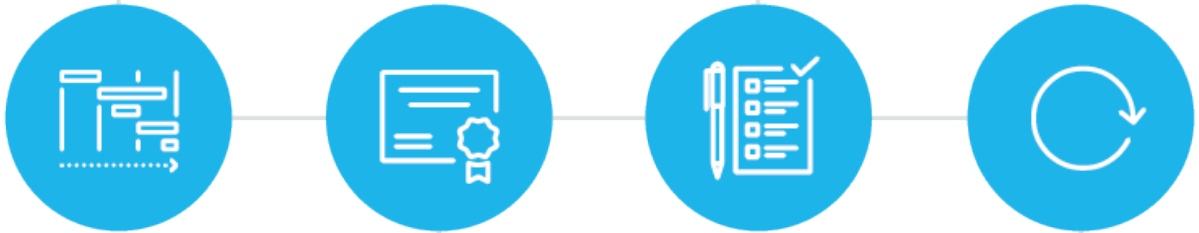
The Government Contracting Lifecycle

STRATEGIC SALES PLANNING
Contractor evaluates opportunities and develops strategic pipeline

CAPTURE PLANNING & AWARD
Contractor creates a proposal to win the business

CONTRACT FULFILLMENT & REPORTING
Contractor delivers on products or services

CONTRACT COMPLETION & RENEWAL
Contract period ends and cycle begins again



AUDITS & COMPLIANCE

Contractor remains compliant with government requirements at each stage in order to pass agency audits

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Small Business Challenges

Winning New Business

Compliance

Growing & Scaling

Optimizing Time & Cash flow

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How Deltek Can Help

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Purpose Built For Project-Based Industries

Government Contracting

- Aerospace & Defense
- Construction
- Engineering
- Nonprofit
- Management & IT Consulting

Professional Services & Commercial

- Architecture
- Engineering
- Construction
- CPA & Accounting
- Energy, Oil & Gas
- Legal
- Marketing Agencies
- Management & IT Consulting

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Deltek Supports The Project Lifecycle

Win

Build a Healthy Pipeline & Improve Win Rates

Manage

Shorten Cycle-times and Accelerate Cash-flow

Develop

Maximize Productivity and Optimize People and Resources

Deliver

Reduce Accounting and Compliance Complexity

Measure

Use Data for Continuous Business Process Improvement

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POWERING Small Business Project Success

Power Your Project Lifecycle

Deltek is 100% focused on connecting and automating the project lifecycle that fuels your business.

30,000+ Businesses Trust Deltek

Global project-based businesses like yours are partnering with Deltek to power their project success.

Small Businesses Succeed With Deltek

Over 10,000 small businesses are using Deltek to power their projects to maximize productivity and growth.

Easy To Use And Ready For Growth

Deltek solutions workout of the box and are built to grow with your business.

Security, Trust, And Compliance In The Cloud

For over 3 decades businesses have chosen Deltek to ensure that their data is secure, and they are fully compliant with audit requirements.

Award Winning Customer Support

Deltek's world-class customer support is always on hand to help you and your business succeed 24x7x365

We Power 1,600+ Small and Mid-sized Government Contractors

adaptic · Business Integra · Greare · GRS · IntelliDyne · Infinity Conference Group · Metamagnetics · Red Gate · riptide technology · ProCleared LLC

Innovative Solutions

2021 Nucleus Research Value Matrix Leader · G2 Leader Summer 2021 · Capterra Shortlist 2021

Award-Winning Customer Care

J.D. Power 2019 Certified Assisted Technical Support · Confirmit 15th Anniversary ACE 2020 Awards Achievement in Customer Excellence

A Great Place to Work

Top Workplaces 2021 The Washington Post · 15th Employer Branding Awards Best Employer 2020-2021 Employer Branding Institute - India

Deltek Costpoint

1900+

Firms use Costpoint

1600+

Small & Midsized Firms

90%

Top 100 Contractors

75%

Firms in the Deltek Cloud

30,000+

Successful Audits Completed Using Costpoint

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Costpoint Overview

Costpoint Delivers…

Compliance – Cybersecurity & Accounting

Out-of-the Box Functionality that is Built for GovCons providing project level visibility, deep accounting and cost traceability

Scalability w/ Cloud deployments that offers secure availability & accessibility to data and enhancements

All-in-One solution, with add-on modules that integrate seamlessly and additional functionality provided by Marketplace Partners

Best in Class Customer Support and Learning Resources (DLZ)

Solid Roadmap for Future Innovation and Enhancements

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Commitment to Compliance

Financial Compliance

DCAA

GSA

DCMA

FAR

CAS

DFARS 252.242-7005
Contractor Business Systems

Deltek
Costpoint ›

Only Proven Solution Supporting Gov't Contractors with both Financial & Cybersecurity Compliance

Cybersecurity Compliance

FISMA

NIST

CMMC

ITAR

AICPA SOC

FedRAMP

FIPS

DFARS 252.204-7012
Safeguarding Covered Defense Information and Cyber Incident Reporting

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Costpoint Project Accounting
FINANCIAL REPORTING & BUSINESS INTELLIGENCE
Budgeting & Forecasting
Project Costing
Cost Pools & Indirect Rates
Revenue
Invoicing
ORGANIZATIONS, PROJECTS & ACCOUNTS
PROJECT CONTROLS
MULTI-COMPANY
COMPLIANCE

Build a Healthy Pipeline & Improve Win Rates

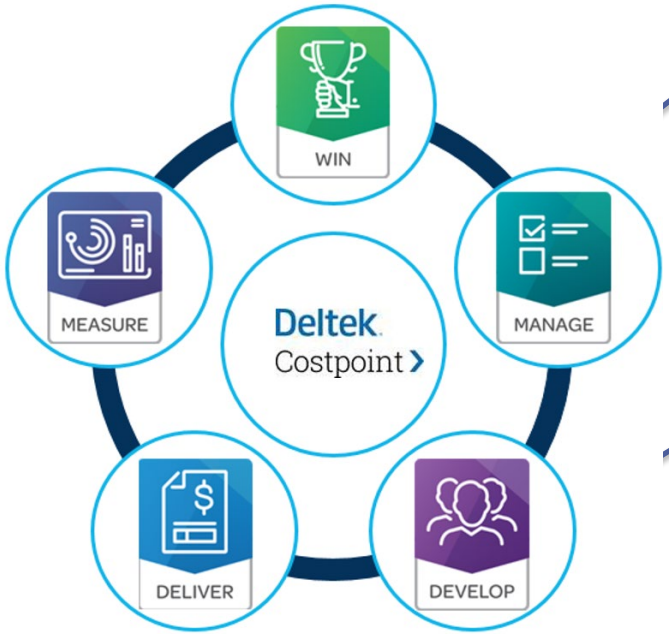
- Contract Management with CRM
- * Integrated GovWin

Data for Business Process Improvement

- Business Intelligence

Reduce Accounting & Compliance Complexity

- Project Accounting
  - Multi-currency
  - Fixed Assets
- Content Management Integration
- Costpoint Cloud Options
  - GovCon Cloud Moderate



Shorten Cycle Times & Improve Cash Flow

- Procurement
- Supplier Portal
- Project Management
- Manufacturing
- *Deltek (PPM)

Maximize Productivity & Optimize People and Resources

- Planning
- Resource Planning
- Project Management
- Time & Expense
  - Payroll
- Subcontractor Management
- Costpoint HCM
- *Deltek Talent

Costpoint Project Lifecycle

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Benefits of Using GovWin IQ with Costpoint

Reduce Time Analyzing and Reporting	Analyze what is happening throughout the entire capture management process efficiently by pulling opportunity information from GovWin IQ and having it available for you to view in Costpoint immediately.
Stay Up-To-Date on Procurement Information	Never miss important dates or amendments with integrated functionality that provides deadlines and updates accessible in Costpoint as soon as they are entered into GovWin IQ.
Focus on Your Business Objectives	Automate the management and administration of government contracts in Costpoint and GovWin IQ, enabling you to deploy resources to effectively track and win more business.

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Win

Build a Healthy Pipeline & Improve Win Rates

- Close the loop
  - Start with GovWin and use this data through contract close-out
- Smooth out the handoff process
- Make data-based decisions
- Track bid and proposal costs

"The biggest benefit of Costpoint is the visibility of everything going on in your company. We now have effective organizational management and monitoring of all aspects of our business, from our pipeline, to contract closeout." Contract Mgr, Altamira

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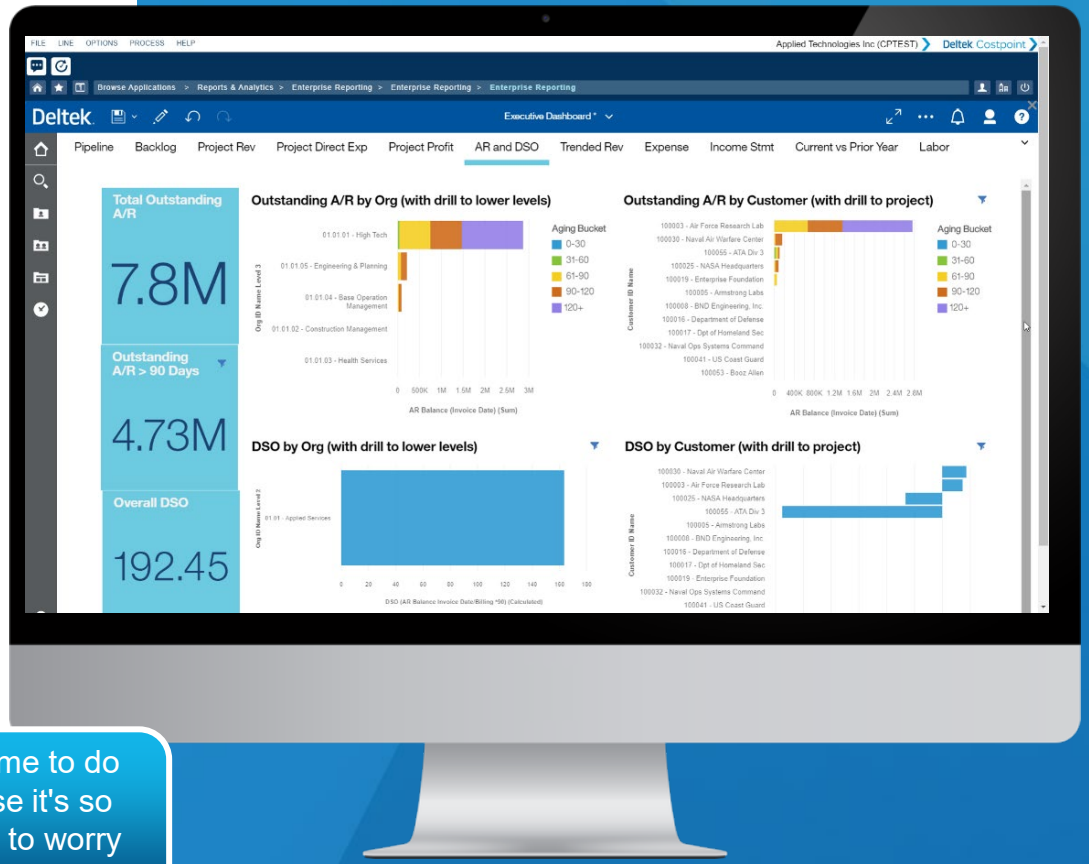
Manage

Shorten Cycle-Times and Improve Cash-Flow

- Establish best practices, accountability and consistency
- Automated data verification
- Bill quicker and collect quicker
- Faster audits
- Industry specific reports and dynamic dashboards



"Deltek has made my life 100 times easier ...it allows me to do my job. And the flexibility to continue to grow, because it's so critical in my position, to be able to grow and not have to worry about the accounting system." Sr. Dir. of Finance, IntelliDyne

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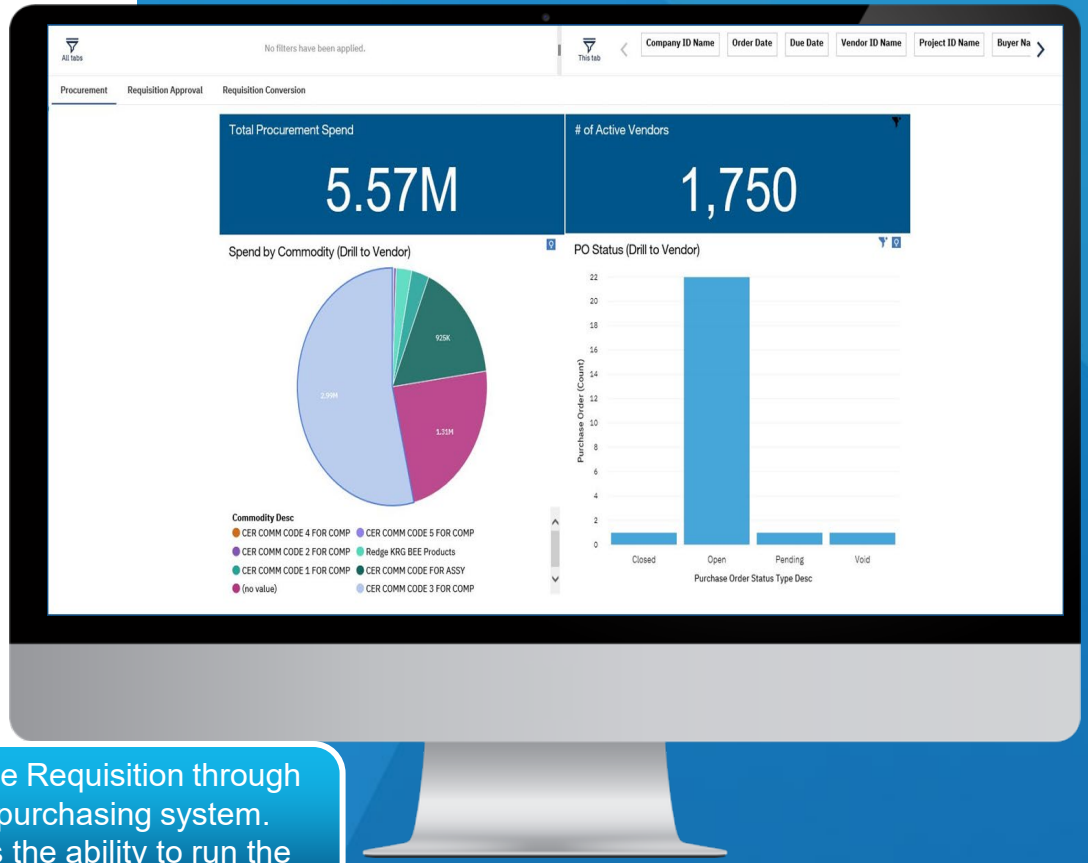
Manage

Shorten Cycle-Times and Improve Cash-Flow

- Digitize & streamline from Source to Pay
- Build a healthy supply chain
- Ensure proper flow down of clauses
- Reduce the cost of doing business
- Gain continuous business process improvement



"Managing the full procurement process form Purchase Requisition through QA Acceptance is critical to a strong and compliant purchasing system. Utilizing Costpoint's Procurement Module provides us the ability to run the entire process start to finish with full traceability." Large A&D Customer

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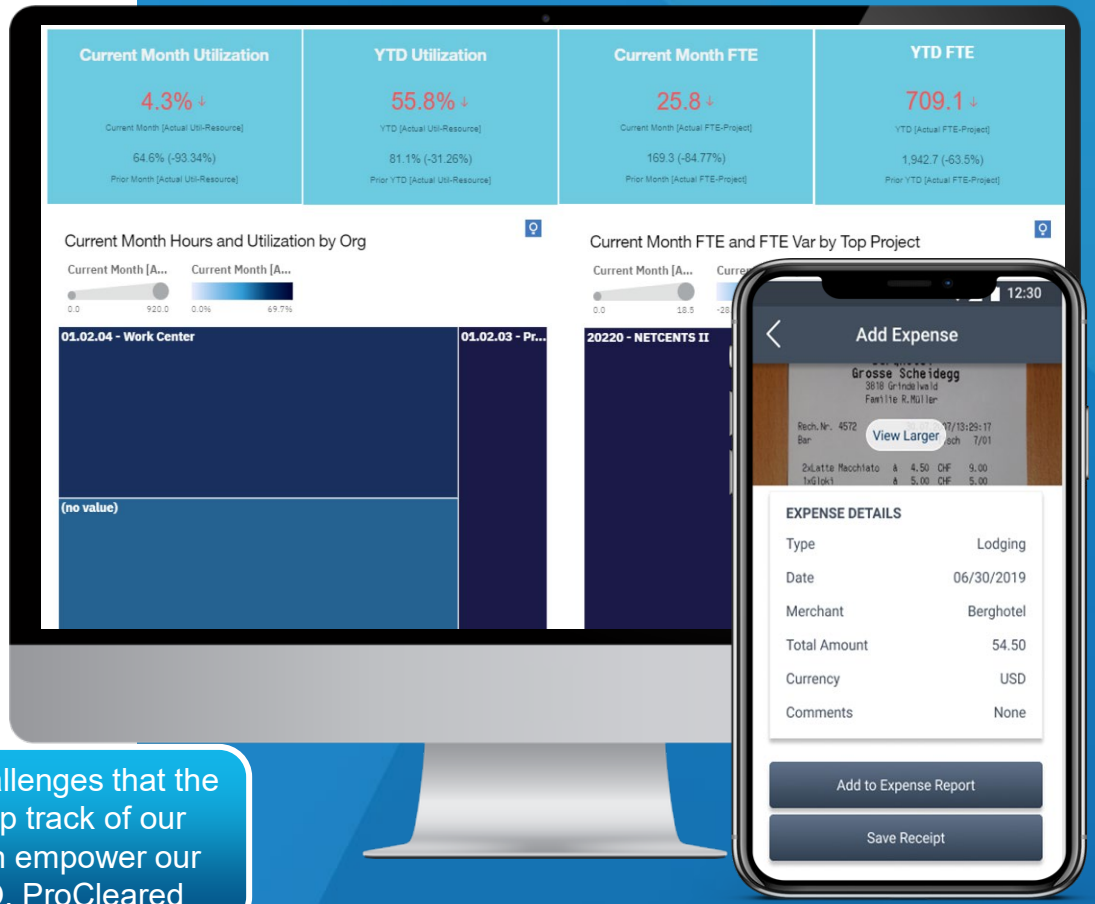
Develop

Maximize Productivity & Optimize People Resources

- Align the right people to the right projects
- Optimize resource utilization
- Retain and attract new talent
- Plan teams early in your pursuits
- Streamline time-keeping and expense reporting
- Make it easy for users to upload receipts with ICR on the go



"Deltek gives us flexibility to be able to meet those challenges that the customer throws at us, in terms of being able to keep track of our employees. They empower us to go forward and then empower our employees to be successful with the mission." CEO, ProCleared

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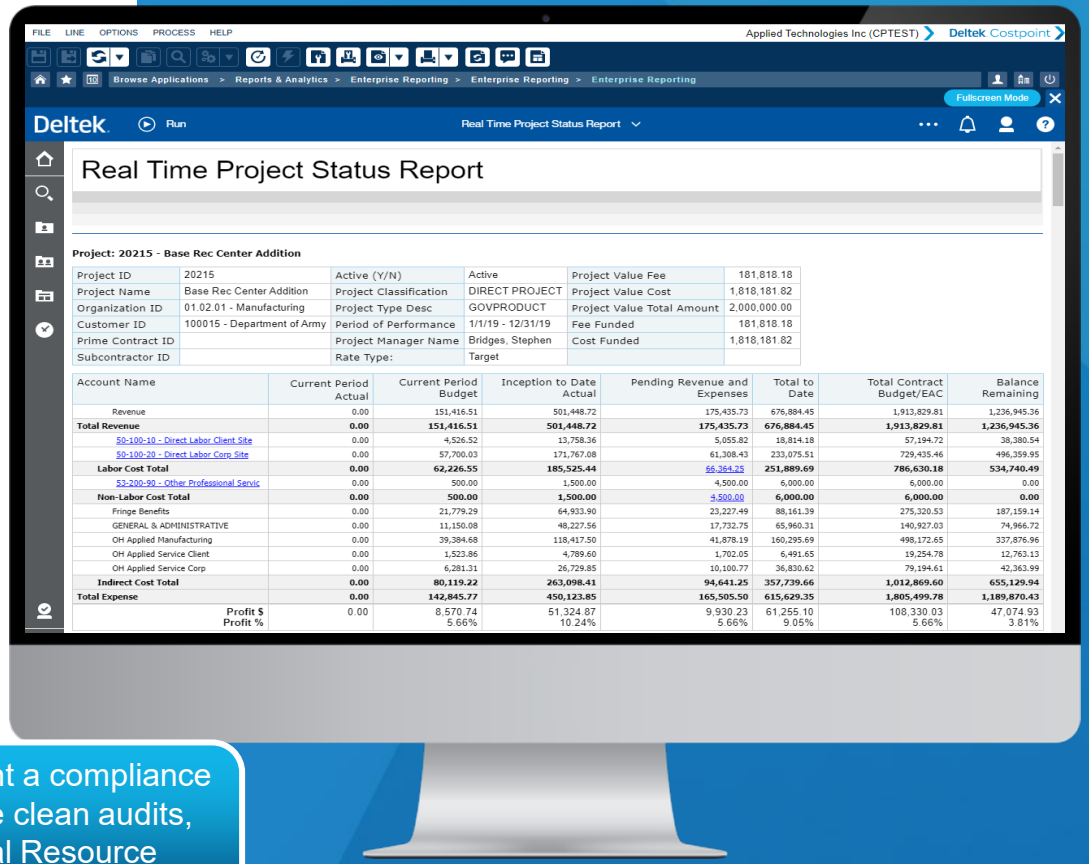
Deliver

Reduce Financial and Compliance Complexity

- Data security at every project stage and level
- Cut compliance complexity
- Enter tomorrow's world of compliance confidently
- All data in one system for quicker audits
- Built-in compliance support



Real Time Project Status Report

Project: 20215 - Base Rec Center Addition

Project ID	20215	Active (Y/N)	Active	Project Value Fee	181,818.18
Project Name	Base Rec Center Addition	Project Classification	DIRECT PROJECT	Project Value Cost	1,818,181.82
Organization ID	01.02.01 - Manufacturing	Project Type Desc	GOVPRODUCT	Project Value Total Amount	2,000,000.00
Customer ID	100015 - Department of Army	Period of Performance	1/1/19 - 12/31/19	Fee Funded	181,818.18
Prime Contract ID		Project Manager Name	Bridges, Stephen	Cost Funded	1,818,181.82
Subcontractor ID		Rate Type:		Target	

Account Name	Current Period Actual	Current Period Budget	Inception to Date Actual	Pending Revenue and Expenses	Total to Date	Total Contract Budget/EAC	Balance Remaining
Revenue	0.00	151,416.51	501,448.72	175,435.73	676,884.45	1,913,829.81	1,236,945.36
Total Revenue	**0.00**	**151,416.51**	**501,448.72**	**175,435.73**	**676,884.45**	**1,913,829.81**	**1,236,945.36**
50-100-10 - Direct Labor Client Site	0.00	4,526.52	13,758.36	5,055.82	18,814.18	57,194.72	38,380.54
50-100-20 - Direct Labor Corp Site	0.00	57,700.03	171,767.08	61,308.43	233,075.51	729,435.46	496,359.95
Labor Cost Total	**0.00**	**62,226.55**	**185,525.44**	66,364.25	**251,889.69**	**786,630.18**	**534,740.49**
53-200-90 - Other Professional Servic	0.00	500.00	1,500.00	4,500.00	6,000.00	6,000.00	0.00
Non-Labor Cost Total	**0.00**	**500.00**	**1,500.00**	4,500.00	**6,000.00**	**6,000.00**	**0.00**
Fringe Benefits	0.00	21,779.29	64,933.90	23,227.49	88,161.39	275,320.53	187,159.14
GENERAL & ADMINISTRATIVE	0.00	11,150.08	48,227.56	17,732.75	65,960.31	140,927.03	74,966.72
OH Applied Manufacturing	0.00	39,384.68	118,417.50	41,878.19	160,295.69	498,172.65	337,876.96
OH Applied Service Client	0.00	1,523.86	4,789.60	1,702.05	6,491.65	19,254.78	12,763.13
OH Applied Service Corp	0.00	6,281.31	26,729.85	10,100.77	36,830.62	79,194.61	42,363.99
Indirect Cost Total	**0.00**	**80,119.22**	**263,098.41**	**94,641.25**	**357,739.66**	**1,012,869.60**	**655,129.94**
Total Expense	**0.00**	**142,845.77**	**450,123.85**	**165,505.50**	**615,629.35**	**1,805,499.78**	**1,189,870.43**
Profit $	0.00	8,570.74	51,324.87	9,930.23	61,255.10	108,330.03	47,074.93
Profit %		5.66%	10.24%	5.66%	9.05%	5.66%	3.81%

"Costpoint allows us to provide to our government client a compliance system through billing, and allows us, as well, to have clean audits, because we can get the data quickly." CFO - Global Resource Solutions

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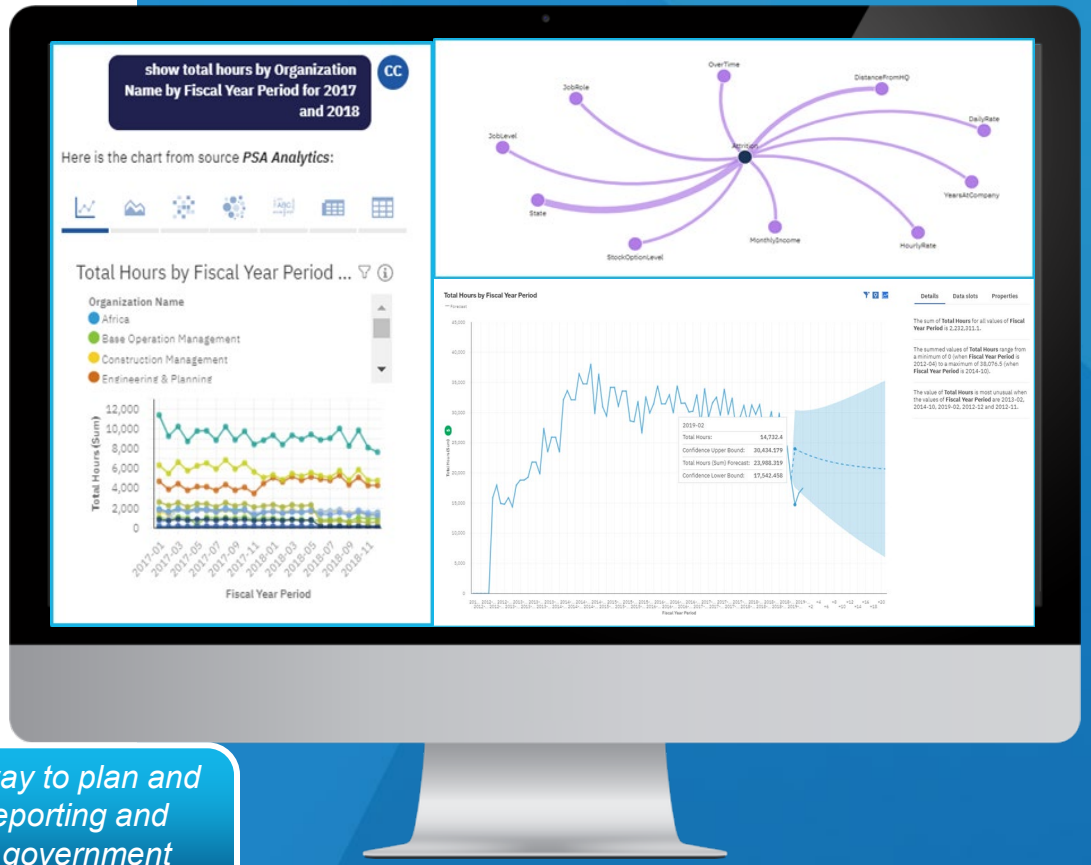
Measure

Use Data for Continuous Business Process Improvement

- Make strategic decisions quicker
- Accelerate data calls and audits
- Self-service reporting and analytics
- Customize and automate, import and export reports
- Know the current state of your business and where it is headed
- Ask AI Assistant to visualize data



"*We lived in spreadsheets. It was time to find a new way to plan and budget, Costpoint is the backbone of our financial reporting and management. Without it, being a successful federal government contractor would be much more challenging.*" Camber Corporation

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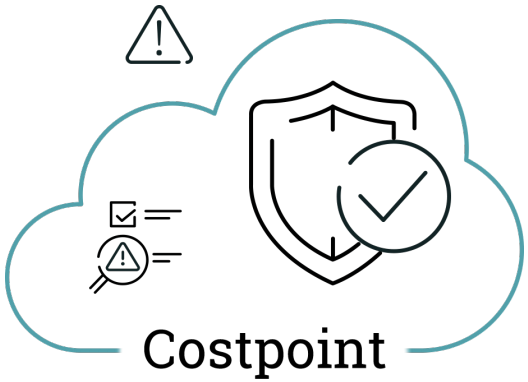
Cloud Offerings Align with Industry Requirements



GCC Standard	
✓	FCI and CUI Storage
✓	NIST 800-171 Controls
Future	CMMC Maturity Level 2

GCC Moderate	
✓	CDI, CTI, ITAR Data Storage
✓	NIST SP 800-53 Controls
✓	DFARS 252.204-7012 Support
✓	US Only Support
✓	FedRAMP Moderate *Equivalent*
Project Initiated	FedRAMP Moderate Ready
Project Initiated	CMMC Maturity Level 2

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Are You Ready to Graduate From QuickBooks?

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You May Be Outgrowing QuickBooks If…

Contracts

Your organization is managing multiple government contracts, or multiple phases within a contract, and employees are outnumbered or struggling to keep pace.

Manual Work

Manual processes still dominate much of your back office and finance, accounting work.

Growth

Fast-track growth for your organization has expanded employee count at a pulse-pounding rate.

Time and Expense

Timekeeping needs have become more meticulous.

Revenue Recognition

Revenue recognition needs have heightened.

Compliance

You are met with shrugs from finance, accounting, IT and compliance when you ask whether certain systems will meet contractual regulation standards and mandates.

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Deltek Costpoint

For Small Businesses

Get Compliant Quick

Accounting – FAR/CAS

Cybersecurity – NIST, CMMC, FedRAMP

Prepare for Growth

Invest in Meeting Future Needs

Win More

Better Estimates

Higher Win Rates

Bid on More Contracts

Get Paid Faster

Automated Invoices and Payment Processing

Avoid Rejected Shipments and Payment Errors

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Small Businesses Benefit from Costpoint's …

- Almost 40 years of backed industry experience
- Cybersecurity Controls – CMMC, FedRAMP, NIST, ITAR
- Being widely recognized by the DCAA, helping customers pass more than 30K successful audits
- Controls and frameworks to implement FAR/CAS compliant business processes
- Ability to identify, segregate and track direct, indirect and unallowable costs at the project and/or contract level
- Over 300 pre-configured dashboards and reports specifically for government contractors
- Full integration across the project lifecycle, from bid-to-invoice

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Q&A

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Resources

- WEBSITE: Costpoint for Small Businesses
- GUIDE: Maximize Your Business Opportunity at Each Stage of The Government Contracting Lifecycle
- GUIDE: Government Compliance With Costpoint
- CUSTOMER STORY: Delta Point
- CUSTOMER STORY: Adaptic, LLC
- CUSTOMER SPOTLIGHT WEBINAR: Switching Your Business to Deltek Costpoint
- BLOG: 4 Reasons Your Small Government Contracting Business Should Consider Moving Off QuickBooks®
- WHITEPAPER: Spotting the Red Flags

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