

Deltek Vision[®]

CRM

Customer Relationship Management for Your Project-Focused Business

FEATURES AND BENEFITS:

- Increase revenue from existing clients
- Improve productivity and proposal accuracy
- Increase win rates
- Quickly support unique business processes

RETHINK THE WAY YOUR ORGANIZATION SHARES INFORMATION

Deltek Vision Customer Relationship Management (CRM) is designed specifically for project-focused businesses. The centralized, web-based system makes it possible for everyone in your organization—from sales and marketing to accounting and finance to management and administration—to work together to meet your clients' needs. This gives your firm a tangible, sizeable advantage over your competition by putting your clients at the center of your business world. By automating your organization, you also gain a competitive edge, win more business and increase customer satisfaction.

DELTEK VISION CRM INCLUDES:

Client and Contact Management—track key information throughout the enterprise

Opportunity Management—track leads and manage your pipeline

Marketing Automation—develop targeted campaigns from one system

Schedule and Activity Management—automatically track and synchronize your interactions

WHY CHOOSE DELTEK VISION CRM?

Your firm's success depends on putting valuable corporate knowledge in the hands of the people who need it most—increasing productivity and

profitability. Deltek Vision CRM provides key personnel the tools they need to make strategic decisions that impact your firm's future.

By making client and prospect information accessible and manageable across your entire organization, you will reach a higher quality of work performance. And, because Deltek Vision CRM is web-based, you can see all the interactions related to a client or a prospect, anytime and from anywhere, via the internet.

“Vision has brought our marketing, accounting and project management departments together. For the first time, these departments are regularly meeting to track and follow up leads, assign values to each lead and track hit rates on these leads through multiple stages. Not only is this helping us understand what's coming down the pipeline so we can streamline our resources accordingly, but it is also helping our firm get a clear understanding of how our marketing efforts are being received.”

– (Durrant) Performance Innovation

SURPASSING TODAY'S TECHNOLOGY STANDARDS

Powerful and Flexible Reporting—Deltek Vision CRM includes a powerful easy to use interactive reporting environment that meets the most demanding reporting requirements. You will enjoy an intuitive interface that allows pinpoint control of the content and layout of reports, including column selection, sorting and grouping, formatting, charting and graphing and more.

Access from Handheld Devices'—Deltek Vision CRM allows access to customer, contact, activity and opportunity records from a Vision compatible handheld device.

Universal Access and Zero Client Install—Any user with Internet Explorer can enjoy global access to Deltek Vision CRM applications. Other than a web browser, you need no software—no ActiveX® controls plug-ins, applets or proprietary controls.

Scalable Server-Based Architecture—Deltek Vision CRM supports hundreds of concurrent users, yet can be readily scaled down to meet the requirements and resources of a small organization. Vision CRM can run entirely on one server or can scale to multiple servers as your concurrent usage increases.

It all adds up to a solution that helps you win more business. By providing a complete, centralized and cost-effective project-based solution for managing your business development and marketing information and activities, Deltek Vision CRM helps you make more effective business development decisions while increasing client satisfaction and revenue.

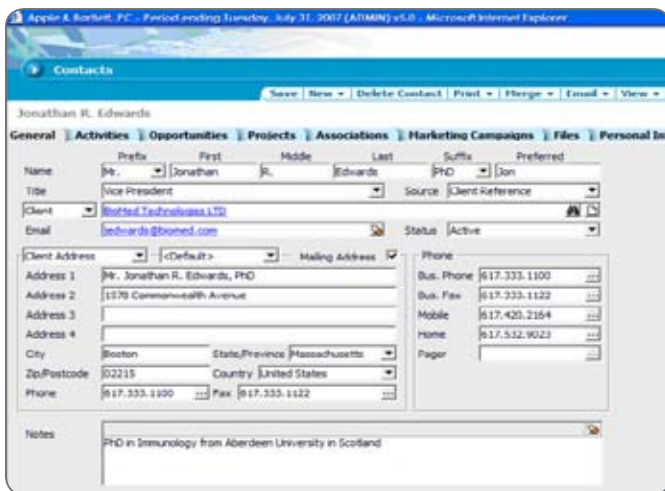


Figure 3: Deltek Vision CRM contact information center.

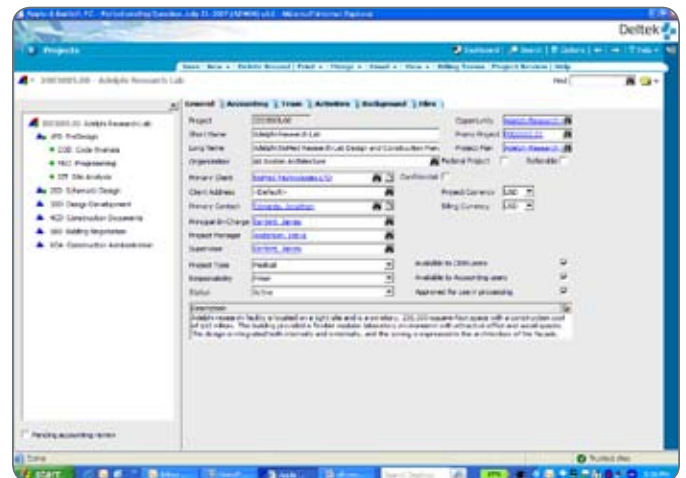


Figure 4: Deltek Vision CRM project information center team tab.

Contact Deltek

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Deltek (NASDAQ: PROJ) is the leading provider of enterprise applications software designed specifically for project-focused businesses. For more than two decades, our software applications have enabled organizations to automate mission-critical business processes around the engagement, execution and delivery of projects. More than 12,000 customers worldwide rely on Deltek to measure business results, optimize performance, streamline operations and win new business.

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