

Professional Services

Deltek Know more.
Do more.®

Deltek Maconomy Business Performance Management

Better decisions through
trusted and timely information

deltek.com/maconomybusinessintelligence

Your challenges.

Know more.
Do more.
Solve more.

Does this sound familiar?

"It's **hard to make decisions** because our information is outdated and inaccurate. I need numbers now, and I need them to be correct."

"Our meetings are full of **confusion and disagreement** because everyone brings a different set of the same data— nothing matches, and we don't know which numbers to rely on."

"It's **hard to make sense of the information**. We're stuck with complex reports that are too detailed, or high level charts that don't tell the whole story. We can't tailor information for the level and skill of each decision-maker."

"**Waiting two weeks** for IT to produce a report for my specific questions doesn't really help me solve a problem I have today. I wish I could answer all my questions.... myself."

"**We can't see issues** until they've become large problems. By then, it's too late— we need visibility to respond now."

If you're facing these or similar challenges in your own organization, you're not alone. Many professional services organizations are challenged to effectively use the information they collect every day about people, time, projects, clients, or financial results. Consider:

- Information is often spread across a number of disconnected systems, each containing different versions of redundant information. You can't trust the numbers.
You need consistent information, all in one place.
- Financial results and other key measurements aren't calculated until the books are closed after the project has ended- and accessible only in confusing, hard-to-find reports. You're always looking behind, never ahead.
You need current status of the areas you care most about, in a format you can understand- any time you want it.
- Reports are cumbersome to develop, and nearly impossible to modify. Each unique question needs a unique report— all of which have to be developed & distributed by Finance or, worse, IT. You can't get precise answers to your individual questions.
You need a reporting & analysis approach that's so easy, decision-makers can self-service their own queries.
- Reports— when finally developed— are too rigid, and can't adapt when the question changes. You can't easily modify reports based on dimensions like service line, client, department, or even time-of-year.
You need a reporting structure that's easy to use, yet flexible so reports are easy to modify.

Our solution.

Deltak Maconomy Business Performance Management unifies your critical business data into a single environment that brings knowledge & insight to decision-makers at all levels. Information is consistent so it's trusted, up-to-date so it's current, and available on-demand so users get it when & how they want it.

A single business intelligence solution of integrated live reporting, dashboards, and ad-hoc analysis transforms users at all levels into informed, knowledgeable decision-makers across the organization. Unlike complex analytical tools or rigid predefined reports, the Deltak Maconomy Business Performance Management engaging user experience quickly delivers information self-service that's powerful enough for a business analyst, yet easy enough for executives, managers, or even front-line resources.

Learn more .

[deltak.com/
maconomybusinessintelligence](https://deltak.com/maconomybusinessintelligence)

Dashboards

Users gain foresight to quickly and easily correct slight project delays or address unplanned expenses— long before these become issues that require harsh reactions.

Deltek Maconomy Dashboards help users across the organization monitor status of key performance measurements for their group or department.

Dashboards are tailored to display information that is relevant and meaningful for each role – like profit & cash flow information for Finance, project or job status for Project Management, or pipeline and revenue for Business Development.

While other reporting solutions might require experts to format data so it's meaningful, Deltek Maconomy Dashboards deliver understandable information on-demand— immediately available

to the user. Highly visual snapshots displayed in charts and graphs make information easy to interpret, so status is immediately clear. Yet unlike static charts or graphs produced in Excel™ or other reporting tools, Deltek Maconomy Dashboards stay connected to the data— so users can quickly link from dashboards to more detailed reports, easily explore the reasons behind problem areas, and take corrective action.

Preconfigured dashboards can be deployed immediately, or easily modified to meet the diverse needs of users across departments or locations, at all levels of the organization.



The pre-configured, best practice dashboards provide business users with a simple visual overview of their business area.

Reporting

Deltek Maconomy Reporting delivers a reporting environment designed for responsive performance, best-practice reports, and flexibility.

Deltek Maconomy Reporting brings the performance and efficiency necessary for high-volume reporting environments that have a high number of users or a large amount of reports. Other reporting solutions may try to execute complex reports or to service a large user base by reporting against the transaction database. But a database not designed for comprehensive reporting is risky— complex report queries can cause slow performance, impacting other users trying to control projects, retrieve financials, or manage clients. Deltek Maconomy Reporting is

the best of both worlds— a separate reporting environment designed for performance and efficiency, yet synchronized with live data so reports are always current and accurate.

Deltek Maconomy Reporting delivers the structure of predefined report templates, designed specifically to answer the commonly-asked, repeatable questions we've identified from nearly 30 years of focus on professional services organizations. More than 100 report templates are available, spanning the needs of the entire organization. Yet our experience has shown that each user has unique needs— so each report is flexible for users to modify by editing queries, or by adjusting layout and design. Users can even schedule reports for periodic distribution, such as weekly or monthly, via the Maconomy application or through integration to e-mail.

Personal folders give users easy access to their personalized reports. Reports that need to be produced regularly can be scheduled for automated distribution. There's never a worry about outdated information— Deltek Maconomy Reporting's advanced reporting engine automatically updates the data each time the reports are sent.

Job Profitability Summary

USD

Customer No. and Name	Revenue			Cost			GM	
	Invoiced	Revenue Rec.	WIP	Budgeted	Registered	Committed	Gross Margin	Gross Margin %
10037 British Petroleum	1,584,710	1,382,469	297,739	989,100	1,367,609	7,620	1,471,869	78.2%
10038 KPMG	369,200	476,280	102,000	755,583	417,190	1,395	441,880	92.8%
10040 Ford Ltd	0	122,400	122,400	0	110,880	0	122,400	100.0%
10046 WPP	2,619,568	1,471,004	851,536	1,187,720	3,245,266	2,325	3,343,640	96.3%
10049 British Aerospace	752,170	1,297,100	594,930	375,600	1,247,660	5,230	1,278,540	98.6%
10053 BNO	2,113,020	2,166,740	33,720	593,860	1,947,596	0	2,104,340	97.1%
10056 Price Waterhouse Coopers	94,680	137,380	42,700	248,880	126,364	0	100,260	73.0%
ZZ00 Standard customer - 20	0	0	0	0	1,918,352	0	0	0.0%
Total:	7,503,528	9,553,373	2,049,845	4,150,743	10,380,917	16,530	8,862,929	92.8%

Already designed for the typical reporting needs of most organizations, the library of predefined, best-practice reports is ready to use immediately. As well, each report template can be personalized to meet specific requirements— at the organization, department, or even user level.

Ad-Hoc Analysis

Suppose a user is seeking to plan projects or estimate revenue for the upcoming year. Access to the trusted data source brings users the detailed information they need to compare this year's revenue to last year and combine the data with their forecast. Hence, users can quickly identify trends and determine areas where added focus will driver greater profitability.

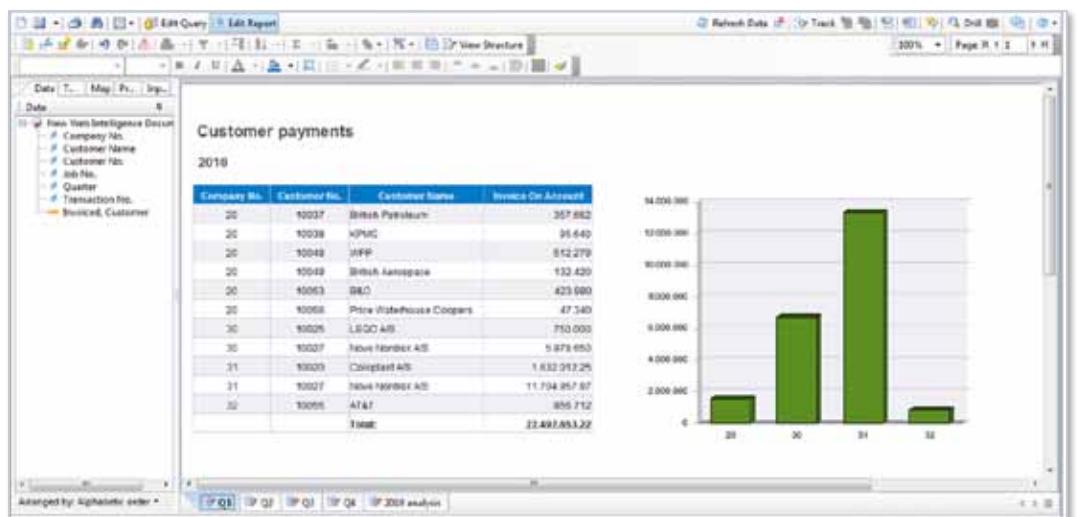
Complex problems require deep analysis– which may mean a series of unique and highly detailed questions to get to the “why” behind the “what.”

Because a decision-maker's information needs go beyond the straightforward status presented in dashboards, and the common repeatable questions answered by reports, Deltek Maconomy Analysis provides a single environment of accurate, current data– along with a structured view that guides users freely through the data, helping them explore the root causes and “real reasons” behind problems. Deltek Maconomy Analysis eliminates the burden that repeated detailed reporting requests place

on IT, as users across the organization can now immediately self-serve their information needs.

Information is extracted from the structure of the transaction database, and organized for deep analysis. Users can easily establish even complex queries to join information into nearly any context, along dimensions such as client, business unit, service, project type– infinite ways to view the data, sure to bring an answer to the question at hand.

Heavy-use business analysts and non-technical occasional users gain a flexible, intuitive interface for easily answering their ad hoc queries. A familiar, Microsoft Office™-like user experience puts comprehensive analysis and formatting capabilities right at their fingertips.



Deltek Maconomy Analysis is a framework to guide even novice users to root causes, yet is also flexible for experts to freely explore the data using ad-hoc queries.

Key Capabilities

Collaborative Decision-Making

When groups can't collaborate effectively around shared data, it takes many meetings, phone calls, or e-mails to reach a decision. Conversely, when an individual makes a decision, you might never see the basis for his or her conclusions. Deltek Maconomy Business Performance Management addresses both these issues, enabling users to collaborate while they view shared information. Threaded discussions help users share their insights & conclusions, and document-sharing gives everyone the same view of information. Collaboration brings users to a common context & viewpoint of the data, increasing confidence in the decisions made with the information.

Multilingual Information Access

Organizations are increasingly global; now you can share crucial decision-support information across your services organization, accessible to users in their native language.

Integration to Microsoft Office™, Portals & Mobile Devices

Mobile devices, desktop tools, and portals constantly blur the boundaries of your organization's growing information environment. Deltek Maconomy Business Performance Management easily adapts to your information environment by supporting multiple information delivery options and integration points. Users can access and synchronize data from corporate and personal sources and deliver it using Microsoft Office™ applications, internal portals like Microsoft SharePoint™, and mobile devices.

Secure & Cost-Effective Platform

You want your critical business information managed on a business intelligence platform that delivers leading-edge technology, trusted security, and world-class performance. Built on Business Objects™, Deltek Maconomy Business Performance Management delivers a single point of security and administration for all users. Unlike other solutions, which may use multiple technologies for each layer of reporting, monitoring, and ad-hoc analysis—leading to complex and cumbersome deployment and risky support issues—Deltek Maconomy Business Performance Management deploys quickly and reduces internal maintenance by streamlining control of each user's security profile and data-access rights.

Deltek (Nasdaq: PROJ) 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. Over 14,500 organizations and 1.8 million users in approximately 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.

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