



## What gets measured gets tracked

**DELTEK CONTINUES TO DRIVE GREATER DATA ANALYSIS, ENABLING PSOS TO MORE EFFICIENTLY AND EFFECTIVELY RUN THEIR BUSINESS**

### INTRODUCTION

As anyone knows, Deltek primarily sells to project-based businesses, and the market is moving to become more project-based. Whether it's Deltek core markets of government contractors, architects and engineers, marketing agencies, or IT and management consultancies, organizations in every industry have realized the importance of better project and service management. Deltek is much bigger than most of their competitors and dedicates far more capital to the advancement of project-based solutions.

Besides many of the advancements made to the core Enterprise Resource Planning (ERP) solutions, Deltek Vantagepoint and Deltek Maconomy, Deltek made other announcements interest, some of the more noteworthy include:

- ▲ **Deltek Specpoint** – a collaborative specification tool that empowers architects, engineers and specifiers to efficiently develop construction specifications in a single solution.
- ▲ **Deltek Payments** – a suite of financial tools that helps government contractors, architecture and engineering firms, and construction companies move away from manual processes when managing payments.

Deltek is best known for its on-premise solutions, but the company has spent the past 10 years moving to the cloud. They are also known for serving the

largest project-based organizations, but now have a diverse customer base of small, medium and enterprise customers. Their work on Deltek Vantagepoint has gained Deltek new customers every day, but the company has also committed to support its Deltek Vision customers as well. . Eventually, SPI Research expects most Deltek Vision customers will move to Deltek Vantagepoint.

Like most conferences, Deltek announced many functional additions, but the overall message was clear – **more cloud and greater integration**. There were so many announcements it was difficult to track them all.

The focus of Deltek's development efforts since its inception has been geared toward comprehensive solutions for project-based businesses, helping keep Deltek as a leader in the market. Today's Research Note will discuss Deltek's two most important solutions for independent professional services organizations: **Deltek Human Capital Management** and **Deltek Vantagepoint**. Both solutions represent the future of the vendor's strategy in consulting markets.

### INTEGRATION RUNS SUPREME

Deltek emphasized the importance of integration capabilities during several of its sessions. Professional services organizations use hundreds of applications to improve productivity and profitability, alongside project-based ERP. Deltek's discussions centered on connecting ERP with other applications, as well as other services, such as

banking, data warehouses, email and others, showed its commitment to information visibility. Deltek plans to announce its official **Integration Platform** in the next several months.

## DELTEK TALENT MANAGEMENT

Labor is the single most important component of professional services organizations (PSOs), which is why Deltek has invested so much in it. Deltek continues to build on its Talent Management solution, which is central to all project-based organizations, and is used by many of Deltek’s customers, regardless of their core ERP solution. In project-based businesses, talent is the key differentiator, and Deltek is driven to ensure these organizations manage their people well. As a result, Deltek announced several enhancements to talent management, which will improve organizations’ ability to recruit, hire, train and retain employees. Some of them include:

- ▲ Improved **resume search and match** – for PSOs to find the right resources more efficiently
- ▲ **Recruitment effectiveness** (funnel) – turn job seekers into employees
- ▲ **Talent Learning** – search redesign, media course, enrollment enhancements
- ▲ **Deltek Learning zone** – dashboard, search redesign and navigation improvements.
- ▲ **Performance and development** – employee recognition, role-base development, 360 administration, survey tools

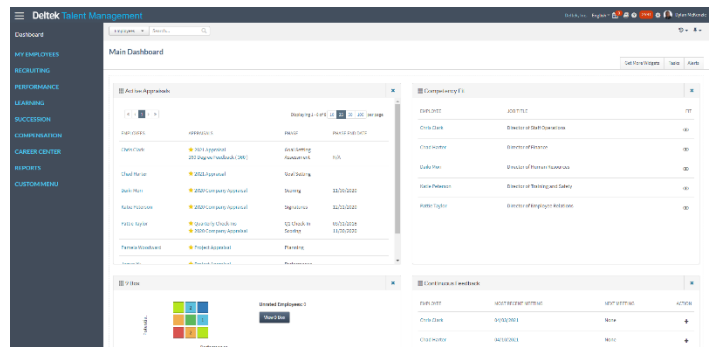
Deltek also gave a glimpse of the new version of Talent Management scheduled to be released in the Summer of 2022, although nothing is officially promised yet. These enhancements include:

- ▲ Multiple employee updates (at the same time. New office for all)
- ▲ Security Clearance on TTP (Total Talent Profile)
- ▲ Preferred Name

- ▲ Employee Fill Self-Service
- ▲ Assign Employee IDs

And in the winter of 2022, Deltek 18.0 plans to release other capabilities including:

- ▲ Company Directory
- ▲ Effective Dated Import File
- ▲ Birthdays, anniversaries, and emergency contact

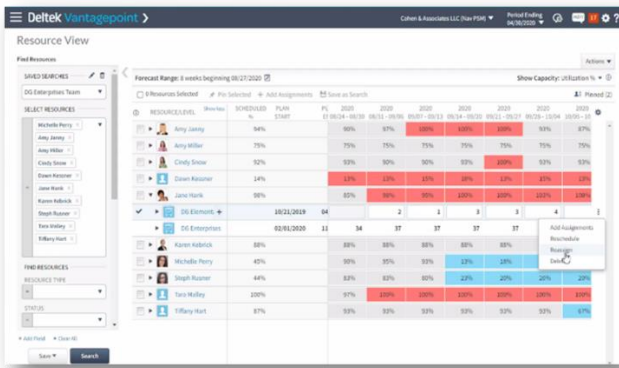


With a large customer base and comprehensive project-based ERP solutions, Deltek values its partnerships. As such, the vendor is very focused on integration with its core ERP solutions so that organizations can better manage business processes and associate work done with the people, their time and cost, as well as clients.

Deltek introduced **Deltek Talent Development**, which helps PSOs develop and retain employees. It enables PSOs to identify gaps in skills and plan for secession. A critical component of Deltek Talent Development is to better understand where these skills gaps lie and initiate hiring or training to reduce the gap. Deltek Talent Management also helps employees plan their careers, which is a motivating factor behind reducing attrition – and happy employees tend to create happy clients, greater efficiency and higher growth rates and profits.

## DELTEK VANTAGEPOINT

It is hard to believe that it has been five years since the rename of Deltek Vision to Deltek Vantagepoint. There are now over 800 professional services organizations using Deltek Vantagepoint, with 250 being former Deltek Vision customers that have upgraded. And this is just the beginning. Deltek has put every available resource on adding new functionality to Deltek Vantagepoint, and over the past 12 months they have done quite a bit. They would be the first to admit they have more work to do, but the solution has come a long way and does more than many of its competitors.



One thing Deltek wanted to make clear is that **Deltek Vision is not going away anytime soon**, and no one is being forced to upgrade. However, SPI Research expects most organizations will move over the next few years, as the increased functionality and benefits make it too attractive not to.

SPI Research found interesting that Deltek allows customers the option to run Deltek Vantagepoint either in the cloud or on-premise, for those customers where government regulations mandate. No other leading cloud vendor can make this claim.

The following sections highlights just a few of the more notable functionality recently released and planned over the next year.

### 4.0 (Q2 2021)

- ▲ **Deltek Vantagepoint Connect** – easier to manage business development in either Vantagepoint or Microsoft Outlook.
- ▲ **Mobile** – biometrics authentication and credit cards.
- ▲ **Proposals** – format enhancements
- ▲ **Billing and accounting** – digitally markup draft invoices, credit card matching, expense report screen designer.
- ▲ **Dashboards** – new enhanced bases, new project detail base, end user dashboard filters

### 4.5 (Q4 2021)

- ▲ **Resource planning** – Estimate to complete, saved resource search, redistribute planned hours
- ▲ **CRM** – Export to Microsoft Word, linking text elements in proposal, Deltek Vantagepoint for Gmail
- ▲ **Dashboards** – Drill down to consultant expense details, Accounts Receivable details
- ▲ **Accounting** – Automatic bank feed, intercompany billing in the browser.
- ▲ **Billing** – Revision tacking in digital markup, multiple roles for billing

Deltek also provided a glimpse in to Deltek Vantagepoint 5.0, due to be released in the second quarter of 2022. The plan is to include enhancements to resource planning, proposals (business card scanner, export to InDesign), accounting (greater banking integration) and others. The bottom line is Deltek has a solid roadmap for the next few years, working very closely with its customers to prioritize.

## CONCLUSIONS

Virtual conferences are efficient and effective. They eliminate travel time and provide more information than would be available to participants if they had to choose which sessions they might attend, potentially missing the one that might be best for them.

However, virtual conferences lack the inter-personal time that people want and need. The ability to speak with several people (and firms) in a small group setting helps drive greater insight and education. Deltek did an excellent job of providing a virtual conference to help people learn. Next year, without another pandemic outbreak, things could be back to normal.

Deltek has, and will continue to be, a leader in project-based ERP solutions. The company's nearly 35-year heritage is centered on the financials of a project, rather than the financials of inventory and widgets, which is the case in most other traditional ERP solutions. The cloud has taken over the development resources at Deltek, but the vendor continues to be committed to on-premise solutions for those organizations potential to move toward SaaS.

Deltek maintains its position as the only major ERP supplier building solutions centered on projects. This strategy continues to serve the organization well, as the features and functionality it offers continually enable project-based organizations to work more efficiently and effectively sell, manage, and control project work. Deltek has a leadership position in the specialized project markets of architecture engineering, government contracting and media/advertising, and has made great strides with its 5-year-old Deltek Vantagepoint solution.

For Deltek to make a strong move to become the global leader in project-based ERP solutions, it must continue to grow market share in management and IT consultancies. They continue to represent significant growth opportunities for Deltek. And with a mature Deltek Vantagepoint solution SPI Research expects continued success.

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Service Performance Insight (SPI Research) is a global research, consulting and training organization dedicated to helping professional service organizations (PSOs) make quantum improvements in productivity and profit. In 2007, SPI developed the PS Maturity Model™ as a strategic planning and management framework. It is now the industry-leading performance improvement tool used by over 35,000 service and project-oriented organizations to chart their course to service excellence.

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