



## Deltek ProjectCon 2022

### **POWERING PROJECT SUCCESS..... IN SO MANY WAYS**

#### **INTRODUCTION**

It's a new day at Deltek, as the company held its first ProjectCon conference following a decade-plus of Deltek Insights with a couple years being virtual. So much has changed since the final Deltek Insight in 2019. Every industry has had to adjust to a variety of issues, including the repercussions of COVID, work at home, the great resignation, inflation, and others. Professional services organizations (PSOs) tend to be well prepared for these changes as workers normally operate independently, and very few work on at corporate offices. Hybrid work is the new norm and PSOs must have the tools that enable their workforce to work remotely efficiently and effectively.

What makes Deltek unique compared to its competition is that it offers a *variety* of ERP solutions for many project-driven organizations, in both the public and private sector. Each solution, while different, targets specific professional services organizations in a variety of markets and different sized organizations. While this emphasis on multiple solutions might seem difficult, Deltek does quite well with the support of Roper a leading investment firm, which has enabled the solution provider to continually research and develop new capabilities and solutions. Deltek has been able to grow and thrive over the past few years, even when many of their competitors have had to reduce headcount due to COVID and other economic factors.

Deltek has used both organic and inorganic practices to develop and sell solutions. Many of their solutions, such as Vantagepoint, Costpoint, and

others have been developed internally and refined over the years. Likewise, Deltek has also purchased solutions over the years and incorporated them into their technology infrastructure. Some of these include Ajera, Workbook and Maconomy. Each solution operates independently of the others. Therefore, Deltek can refine each solution to meet the needs of a specific market or organization size. For instance, Maconomy was an acquisition by Deltek over a decade ago, and now is a leading enterprise class ERP solution serving large, multinational project-driven organizations.

Deltek discussed how the technology market is changing. Younger workers have come into consultancies with technical skills very few people in their 50s and 60s had back when they came into the market. They also expect technology to work, and do not tolerate technology that does not. Younger workers demand applications that are more visually appealing and more graphical than those solutions developed 40 years ago.

#### **MAJOR ANNOUNCEMENTS**

While Deltek has made quite a few announcements on its solutions over the past three years there is something special about watching the announcements live and in person. Much has changed in those three years, and Deltek continues to develop industry-leading business solutions for project-driven organizations. There is just not enough room to list them all. In this Research Note SPI Research will concentrate on those in the following applications to be analyzed later:

- △ **Vantagepoint:** Project-based ERP for Consultants, Architecture & Engineering firms
- △ **Maconomy:** Enterprise Project-based ERP designed for global consulting organizations
- △ **Unionpoint:** Integration Platform as a Service (iPaaS)

Deltek is making greater use of mobility in all their solutions with efforts to reduce the tedious, manual activities such as entering expenses consultant’s dread. One example it with Intelligent Character Recognition (ICR) and how users can take notes when necessary and then automatically upload them to ERP.

### IT ALL STARTS WITH THE (DELTEK) CLOUD

For a 40 year old company that started building on-premise applications, Deltek sure knows the Cloud. The vendor currently has 17 Software-as-a-Service (SaaS) products with over 18,000 customers and 1.3 million users. With an uptime of 99.98+%, Deltek knows how to keep the wheels turning. During the conference it introduced its new Integration Platform as a Service (iPaaS) offering to provide greater security and performance to its customers. Deltek can manage the full stack, from its infrastructure through the business applications. The world is moving to SaaS, but if companies aren’t there yet, Deltek has a solution for them.

SaaS is making it easier for professional services organizations to run their business. With a continual focus on security, as well as performance monitoring and tuning, SaaS solutions enable PSOs to focus on business, not technology. Cyberthreats are increasing, and it is paramount PSOs keep their data secure. Deltek understands this as well

as anyone considering its work with government organizations over the past 40 years.

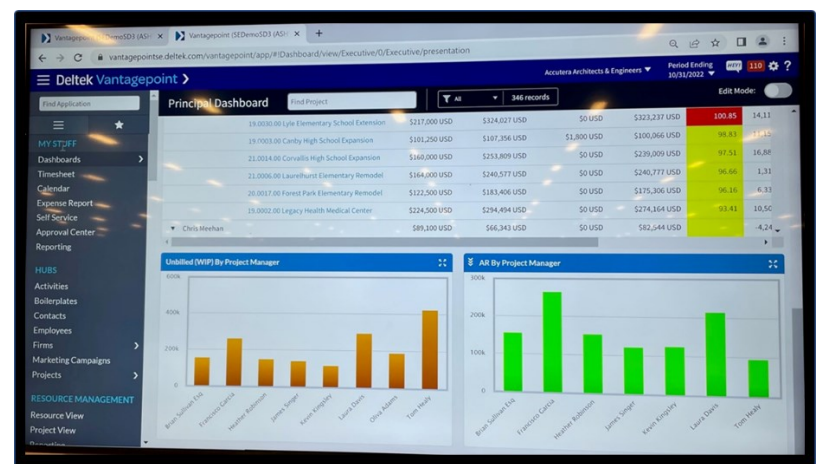
### DELTEK VANTAGEPOINT

Deltek has been on a six-year journey with Vantagepoint, following nearly 20 years of development of Deltek Vision. Vantagepoint now has over 1,500 cloud customers. It was developed in the Cloud first approach with high security and data sensitive architecture. Vantagepoint has many new customers while existing customers continue to upgrade from Deltek Vision. Deltek Vision has been an industry staple for two-decades.

There have been so many enhancements to Deltek Vantagepoint over the past three years, there is not enough room to discuss them all. Deltek released Vantagepoint 5.0 in May 2022 and Vantagepoint 5.5 the following October. Deltek announced many enhances to Vantagepoint, which have increased its adoption:

- △ **User Interface** – browser based accessible from anywhere interface that is fresh and modern and has been massively streamlined to be more intuitive and visually appealing.
- △ **Dashboard and Analytics** – right data, right time presented in a rich graphical

Figure 1: Deltek Vantagepoint



Source: Deltek, November 2022

representation of organizational performance data providing key performance metrics through charts, graphs and lists designed by the customer to call attention to key areas.

- △ **Innovation** – inclusion of things like ICR, digital assistant, banking and payments. integration/automation provide innovative features to save time and improve accuracy
- △ **Business Development from Anywhere** – BD focused people need access to info from anywhere, therefore key CRM functionality offered in the browser, via mobile app and Connect, which brings that CRM functionality into end users’ email application.
- △ **Project Command Center** – all project information, processes, tasks, etc. in a single location providing a command center approach to creating, planning, managing, monitoring and executing projects.
- △ **Project Management** – next generation project management tools make the PM’s job easier by making building project plans more efficient, creating teams and identifying necessary skills more effective, monitoring those plans and adjusting more intuitive and having all the information in a single location at the PM’s fingertips.
- △ **Accounting Efficiency** – less clicks and reimagined components to complete common tasks and expanded functionality around payments and billing to provided added insight and information and to streamline processes.

Deltek continues to drive operational efficiencies into Vantagepoint. The goal is to reduce the number of “clicks” and provide capabilities that reduce traditional data

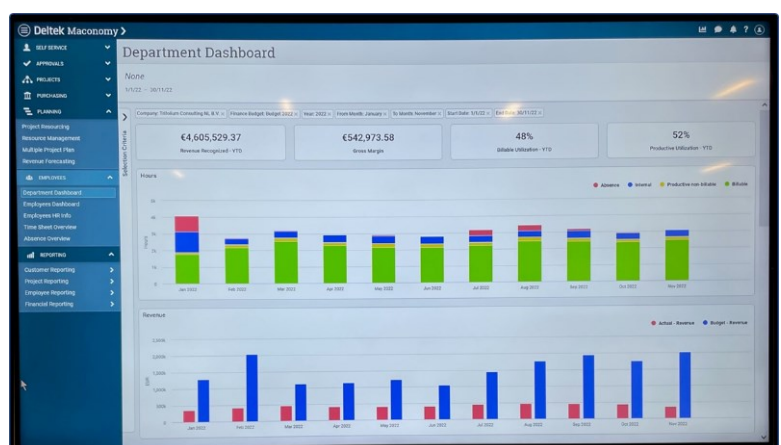
entry. Whether it is OCR while scanning receipts or voice activation to enter data, Vantagepoint makes users much more efficient and productive. Vantagepoint now has a new business card scanner for CRM, multi-page resumes and project sheets, new Dashparts where people can see their upcoming work assignments by task, project, etc., just to name a few. It also has calculated fields in dashboards, which helps PSOs track performance trends, and mobile login assistance.

## DELTEK MACONOMY

Maconomy has quietly become one of the leading professional services solutions. Multi-lingual and currency capabilities have always separated Maconomy from its competitors. It was built for global organizations and Maconomy is now being installed in smaller PSOs than in prior years.

Innovation has always been a part of Maconomy’s DNA. The solution has changed significantly since SPI Research last spent time with the Maconomy team. It has a refreshed user interface and more closely resembles that of Vantagepoint and other Deltek solutions. Deltek has moved Maconomy to SaaS and done much more with mobile time to the solutions.

Figure 2: Deltek Maconomy



Source: Deltek, November 2022

Maconomy's new web client was designed with the younger worker in mind. It has an island design, which is appealing as people can look at various chunks of information. People Planner, a resource management and planning tool is now part of Maconomy Projects. It also has a new look-and-feel like Vantagepoint, highlighting Deltek's emphasis on usability.

## DELTEK UNIONPOINT

Taking center stage was its newest platform, Deltek Unionpoint, the iPaaS solution designed to make it easier for project-based businesses to automate processes for their projects. No ERP solution does everything. Other applications must be part of the information infrastructure. Warren Linscott, Chief Product Officer at Deltek, stated "Deltek Unionpoint expands the connectivity options for project-based businesses and opens the door for Deltek customers to easily integrate to a vast range of applications. It is based on the foundation of integration capabilities that Deltek already offers – and gives customers the power to connect across our industry-specific products and between other point and best-of-breed solutions."

Deltek Unionpoint users are enabled to quickly build, deploy and manage integrations to and from Deltek solutions, and can utilize the out-of-the-box connectors, or build their own through the intuitive interface, and more easily automate workflows, eliminate inefficiencies, and increase collaboration – all while saving time and money. Deltek Unionpoint takes advantage of middleware vendor Workato and its extensive collection of standard connectors.

## CONCLUSIONS

Deltek ProjectCon was a rousing success. Nashville's Gaylord Hotel treated Deltek's customers very well, just like in past years. Customers were happy to meet in person for the first time in years.

Deltek highlighted enhancements to all its solutions and provided a road map of where they are going. The solutions for professional services organizations, especially consultancies, are heading in the right direction. Deltek has remained a leading ERP provider due to their focus on project success. The look-and-feel of all Deltek consultancy solutions has improved and provides much more power than in the past. Deltek is focused on the reduction or elimination in the number of clicks users need to do their job. A cleaner graphical user interface to most of their solutions as well as enhancements and integration capabilities sets up the company for future success.

What is always impressive about Deltek's sessions is not only that they define the business process and specifically how the new solutions and enhancements fit into operational processes and the Deltek Infrastructure. Deltek continues to be a leading provider of ERP solutions for project-based organizations and one SPI Research highly recommends. Get ready for Deltek ProjectCon 2023, in Orlando, October 16-19!

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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.

SPI provides a unique depth of operating experience combined with unsurpassed analytic capability. We not only diagnose areas for improvement but also provide the business value of change. We then work collaboratively with our clients to create new management processes to transform and ignite performance. Visit [www.SPIresearch.com](http://www.SPIresearch.com) for more information on Service Performance Insight, LLC.