

**Insight 2010 - Costpoint Session Catalog**

Insight Track	Code	Title	Abstract	Technical Level	Timeslot	Room	Credit Type	Credit Value
Costpoint	CP-102	Can Deltek Costpoint Materials Help You Improve Your Business Operations	In this session, we will discuss how the Materials Management offering can help you improve and automate your business operations. Every organization has procurement functions, but what about inventory or tracking of customer orders? If you are a systems integrator or project manufacturer, then we have the solution for you.	Beginner	5/18/2010 5:00 pm - 6:00 pm	Chesapeake 3		
Costpoint	CP-103	Planning, Analysis and Financial Reporting with Enterprise Planner	Join Paul Miller, VP Financial Operations, Planning & Analysis for Stanley Associates, for an overview of how Stanley takes full advantage of Enterprise Planner. He'll also share how Stanley uses Enterprise Planner to perform its annual plan; determine indirect rates and update quarterly forecasts; analyze and validate results; and generate operational and financial reports. The discussion will explore model definition, creation, and administration; automation to populate model data; and, methods of building reports and dashboards.	Beginner	5/18/2010 3:45 pm - 4:45 pm	Chesapeake G	CPE; NASBA	1
Costpoint	CP-104	Technical Insight: Deltek Costpoint 6.1	Learn about the latest technical features in Costpoint Web and client server. Topics such as changes in client server setup, using Web application rights in client server, and enhancements to Costpoint Web User interface in 6.1 SP2 will be discussed. You will take a tour of the latest enhancements and review some of the fundamentals as well.	Beginner	5/18/2010 3:45 pm - 4:45 pm	Maryland C	CPE; NASBA	1
Costpoint	CP-105	Looking Ahead at Deltek Costpoint Technology	Come and learn about the technology enhancements we are exploring for the next major release of Deltek Costpoint. Topics will include integration with industry-leading content management systems, personalization and customization frameworks to tailor the product to the needs of your organization, portal enablement with the integration console, and so on. We will encourage your feedback.	Beginner	5/18/2010 5:00 pm - 6:00 pm; 5/20/2010 2:30 pm - 3:30 pm	Maryland C; Maryland D		
Costpoint	CP-106	Going Green with Employee Self-Service	Want to help save the planet and reduce company costs at the same time? Use Employee Self-Service to go green! Reduce or eliminate paper direct deposit advices, use electronic updates for employees to change taxes, beneficiaries, and dependents on benefits. Eliminate redundant work by allowing your employees to update their own information in Employee Self-Service.	Beginner	5/18/2010 5:00 pm - 6:00 pm; 5/19/2010 4:30 pm - 5:30 pm	Chesapeake E; Chesapeake E	CPE; NASBA	1
Costpoint	CP-107	Changing Cycles in Labor, Leave, Payroll, and Time Collection	Changing cycles for Labor, Leave, Payroll, or Time Collection can be a daunting task. This session will review how to make these crucial changes in your system. Ensure that you have a checklist to follow to make these transitions easier and smoother.	Beginner	5/18/2010 5:00 pm - 6:00 pm; 5/20/2010 11:15 am - 12:15 pm	Chesapeake D; Chesapeake E	CPE; NASBA	1
Costpoint	CP-108	Open Enrollment Changes - How to Update Enrollment Cycles	Benefits change every year, and the cycle for open enrollment can be one of those changes. Make sure you know how to complete this task and how it impacts both Costpoint and Employee Self Service.	Beginner	5/18/2010 3:45 pm - 4:45 pm; 5/19/2010 5:45 pm - 6:45 pm	Chesapeake D; Chesapeake E	CPE; NASBA	1
Costpoint	CP-109	Deltek Performance Management Roundtable	Want to learn more about how your peers use Deltek Performance Management and implement best practices? This session is a highly interactive roundtable discussion in which the participants are encouraged to share their experiences and explore how to solve common challenges. Potential topics include security, administration, and report design and deployment.	Beginner	5/19/2010 11:15 am - 12:15 pm	Potomac 3/4		
Costpoint	CP-110	Deltek Performance Management HR and Payroll Reporting	We'll explore the capabilities of the Deltek Performance Management HR and Payroll services offering. The solution includes a comprehensive metadata (Framework Manager) model and a set of commonly used reports. Learn how to take advantage of the pre-built model to build ad hoc queries and production-quality HR reports for your enterprise.	Beginner	5/19/2010 2:00 pm - 3:00 pm; 5/20/2010 1:15 pm - 2:15 pm	Chesapeake F; Chesapeake 3		
Costpoint	CP-111	Wage Determination and Union Setup	Review the screens and functionality of Wage Determination and Union Setup. Follow the flow of data through to the timesheets, and review how cash fringes can be automatically added to timesheets. Review of how union fringes work and compute during payroll.	Beginner	5/19/2010 10:00 am - 11:00 am; 5/19/2010 5:45 pm - 6:45 pm	Chesapeake E; Chesapeake D	CPE; NASBA	1
Costpoint	CP-112	The Best of Both Worlds: DPM with Microsoft Office	How can we take advantage of what Excel®, PowerPoint®, and Word do best without the headaches? Join us as we explore the integration between Microsoft Office and Deltek Performance Management. Leave the data entry behind and learn how to automatically update your spreadsheets, slide decks, and Word documents.	Beginner	5/19/2010 3:15 pm - 4:15 pm; 5/20/2010 11:15 am - 12:15 pm	Maryland A; Chesapeake 1/2	CPE; NASBA	1
Costpoint	CP-113	Improving Equipment Utilization and Availability with AssetSmart®	AssetSmart is the leading provider of integrated, enterprise-wide asset management software for addressing all phases of the asset life cycle and handling all categories of equipment and material. This session focuses on improving equipment utilization and availability to manufacturing and engineering projects through the application of structured cataloging techniques for equipment assets.	Beginner	5/19/2010 11:15 am - 12:15 pm	Chesapeake J	CPE; NASBA	1
Costpoint	CP-114	Lessons Learned: VSE's Deployment of Deltek Performance Management	Join Dave Chivers, CIO of VSE Corporation, as he recaps the planning and execution that supported VSE's deployment of Deltek Performance Management. Dave will discuss the lessons they learned along the way, what specific benefits they've realized, and what they would do differently.	Beginner	5/19/2010 11:15 am - 12:15 pm	Chesapeake K/L	CPE; NASBA	1
Costpoint	CP-115	Bad Debt - Write-Off or Revenue Adjustment - Which One?	With the increasing bad debt that companies have to deal with, what is the best way to handle this from both an accounting perspective and within Costpoint? How do you evaluate your reserve for bad debt and how do you flag customers as a credit risk? This session will show you how to capture this in Costpoint.	Beginner	5/18/2010 3:45 pm - 4:45 pm	Chesapeake 4/5	CPE; NASBA	1
Costpoint	CP-116	Your Top 10 Billing Questions Answered	Hear the answers to the questions consultants get asked the most. Learn how to add certification statements and banking information to your bills, how to handle billing the same customer with multiple locations, and how to add recurring charges to your bills. Participate in discussions about Time and Material billings, Open Billing Detail, and best practices.	Beginner	5/19/2010 11:15 am - 12:15 pm	Maryland C	CPE; NASBA	1
Costpoint	CP-117	A Camera in the Vault: Monitoring Costpoint Controls	With increased pressure to pass DCAA audits, there is a critical demand to ensure compliance. Learn how Lumigent can provide a "Camera in your Costpoint Vault" to ensure that proper internal controls are in place and are effective over time, and enable your organization to provide persuasive evidence of compliance through continuous controls monitoring.	Beginner	5/20/2010 10:00 am - 11:00 am	Chesapeake H/I	CPE; NASBA	1
Costpoint	CP-118	A Beginner's Guide to Deltek Performance Management	What is Deltek Performance Management and what can it do for you? In this session, learn how you can get browser-based access to project and corporate data to monitor and maintain your profitability. We'll explore how to reach stakeholders across the enterprise - executives, project managers, accountants, and purchasing agents.	Beginner	5/18/2010 2:30 pm - 3:30 pm	Chesapeake K/L	CPE; NASBA	1
Costpoint	CP-119	Successful Migrations to Deltek Performance Management	How are organizations moving from vanilla Impromptu reports to an interactive, web-based analytic environment with Deltek Performance Management? We'll offer recommendations and discuss how to take advantage of the Deltek value-add. Deltek consultants will also share stories on how other organizations have been successful in deploying better information more quickly to their user community.	Beginner	5/19/2010 3:15 pm - 4:15 pm	Chesapeake J	CPE; NASBA	1
Costpoint	CP-120	Report Studio Tips and Tricks for Beginners	Looking to design more interesting reports that your company will love? This session is targeted at new users of Report Studio who want to improve their report authoring skills. We'll cover some of the most valuable product features and share some tips to help you create more visually appealing and intuitive reports.	Beginner	5/18/2010 3:45 pm - 4:45 pm; 5/19/2010 4:30 pm - 5:30 pm	Chesapeake 1/2; Chesapeake 1/2	CPE; NASBA	1
Costpoint	CP-121	Recruiting and Onboarding Management	Learn how to automate recruiting and onboarding with Silk Road. In the session, we will demonstrate job requisitioning, job board integration, capturing passive job seekers, and the candidate experience. Additionally, we will cover the socialization of the new hire, task management, and compliance. By the end of this session, you should understand how Silk Road can help you find qualified employees cheaper and onboard that new employee faster.	Beginner	5/18/2010 2:30 pm - 3:30 pm	Chesapeake D		
Costpoint	CP-124	Proving Nothing Cuts Compliance Costs	Only continuous monitoring through automated systems can provide persuasive evidence that something did not happen, that no change was made to source data during a monitoring period, preventing costly, manual testing and revision of unchanged data and controls that inflate compliance costs. This session explains why "Proving Nothing" is vital to significantly reducing compliance costs.	Beginner	5/18/2010 2:30 pm - 3:30 pm	Chesapeake 4/5	CPE; NASBA	1

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Costpoint	CP-125	Cyber Recruiter-Get Positions Filled and Billed Faster	This session will educate you on how to improve your recruiting process by using an Applicant Tracking System (ATS). You will see Cyber Recruiter in action, helping to track openings and manage applicants and employee resumes. Cyber Recruiter is an ATS designed for project management organizations. It is available in-house and is licensed for the entire organization to use.	Beginner	5/19/2010 2:00 pm - 3:00 pm	Chesapeake D		
Costpoint	CP-126	Cyber Train - Manage Employee Development	Cyber Train has everything you need to effectively manage training for your organization. This robust, role-oriented, self-service training management software manages the entire training process and can be configured to meet your specific procedures, curriculum, and requirements. Ensure your employees receive the training they need on time, every time with Cyber Train software.	Beginner	5/19/2010 3:15 pm - 4:15 pm	Chesapeake D		
Costpoint	CP-127	New Guidance Regarding Contractor Internal Controls	This presentation will highlight new procurement regulations and audit guidance that affects government contractor compliance. Best practices learned from the implementation of Sarbanes Oxley Act (SOX) compliance programs will be shared and applied to contractor requirements for adequate internal controls.	Beginner	5/19/2010 3:15 pm - 4:15 pm	Chesapeake 4/5	CPE; NASBA	1
Costpoint	CP-128	Tricking Out the Look of Your Invoices	Do you need to customize the way your invoices look to meet a client's needs? Does the 1035 Government form just not meet those needs? Come join us as we set up generic billing formats in Costpoint. In this session, we will define the formats used to print the invoice and set up supporting schedules to use as backup to those invoices.	Beginner	5/18/2010 3:45 pm - 4:45 pm	Chesapeake H/I	CPE; NASBA	1
Costpoint	CP-129	What's New in Costpoint 7	What is new and exciting in the upcoming release of Costpoint 7? This course will cover high-level features and functionality that will be incorporated in this release.	Beginner	5/18/2010 2:30 pm - 3:30 pm; 5/19/2010 4:30 pm - 5:30 pm	Maryland A; Chesapeake 4/5		
Costpoint	CP-130	Do it Yourself! Authoring Reports with Query Studio	Many organizations will tell you that Query Studio is one of the biggest differentiators between Impromptu and Deltek Performance Management. You can author your own reports and ad hoc queries without the help of IT. We'll review several practical examples, explore the capabilities of Query Studio, and share the ways that other companies have been successful with this component.	Beginner	5/20/2010 10:00 am - 11:00 am	Chesapeake E	CPE; NASBA	1
Costpoint	CP-131	Costpoint Analytics: Intelligent Dashboards for Executives and Finance	Come for a sneak peak of our up and coming Costpoint Analytics solution. Costpoint Analytics delivers pre-integrated, role-based dashboards that enable organizations to implement more quickly. Join us to learn how Costpoint Analytics can improve your visibility into your company's performance.	Beginner	5/18/2010 2:30 pm - 3:30 pm	Maryland B		
Costpoint	CP-132	Costpoint Analytics: Build & Deploy Customized Dashboards	Join us to learn how you can quickly build customized dashboards and deploy them to your executive team and other key decision makers. Costpoint Analytics is a new kind of business intelligence tool that is easy to use and enables users to slice and dice data, delivering valuable information. The power of real-time business answers is in the hands of all users, so they can make better decisions.	Beginner	5/19/2010 10:00 am - 11:00 am; 5/19/2010 5:45 pm - 6:45 pm	Maryland C; Chesapeake K/L		
Costpoint	CP-133	The Real ROI of Automation	CIOs who demonstrate increased productivity and profitability via IT investments are best positioned to capture future budget dollars. Implementing an automated Governance, Risk, and Compliance solution for your Costpoint application provides real ROI by reducing costly manual compliance reporting, mitigating risk, and ensuring the integrity of critical business information.	Beginner	5/18/2010 5:00 pm - 6:00 pm	Chesapeake G	CPE; NASBA	1
Costpoint	CP-134	Save Time and Reduce Costs with Expense for Costpoint	Still using paper forms or Microsoft Excel® templates to collect expenses? Come see how Expense automates the expense collection process from pre-trip approval to expense reimbursement. This session will include a demonstration on how Expense automates company and government policies for Lodging, Transportation, Meals, Entertainment, and many other types of transactions. Also learn how pre-trip authorizations, credit card processing, international transactions, receipt imaging, and managerial approvals can be easily tailored to suit your organization's travel policies. Join us to find out why Expense is the perfect companion to Time Collection and Costpoint!	Beginner	5/19/2010 10:00 am - 11:00 am	Chesapeake F		
Costpoint	CP-201	What's New with Enterprise Planner 8.4?	Enterprise Planner 8.4 features exciting new capabilities, including a completely redesigned user interface. Learn what this means to you and your user community, and find out how you can take full advantage of the release.	Intermediate	5/20/2010 2:30 pm - 3:30 pm	Chesapeake 3		
Costpoint	CP-202	Integrating Cognos® 8 with SharePoint and Other Portals	Interested in including your Deltek Performance Management (Cognos 8) solution in your corporate SharePoint strategy? Cognos will provide an overview of how to configure the integration and share their proven practices so you can make your Performance Management/SharePoint deployment a success. They will also demonstrate a working example and discuss real world success stories.	Intermediate	5/18/2010 5:00 pm - 6:00 pm	Chesapeake H/I	CPE; NASBA	1
Costpoint	CP-203	MRP Project Visibility, Including the Use of Netting Groups	Project visibility can be challenging and have significant impact on operations, supply chain, and business management. This session explores how Laser Systems uses MRP with netting groups and ad hoc reporting tools to solve difficult project visibility and material issues.	Intermediate	5/19/2010 3:15 pm - 4:15 pm	Chesapeake 3	CPE; NASBA	1
Costpoint	CP-204	Revenue Round Table	This client-driven session will include topics related to revenue recognition. Some ideas include: deciding what revenue formula to use based on contract terms, determining when to recognize revenue, accounting for award fees, how you have solved your most challenging revenue issues, and so on. We invite you to bring your ideas and solutions to share with the group!	Intermediate	5/18/2010 3:45 pm - 6:00 pm	Potomac 3/4		
Costpoint	CP-205	Stimulus - Chasing Opportunities and Easing Reporting	We will discuss how to effectively use the capabilities of Costpoint to capture the reporting data. We are inviting a recent Aronson Costpoint implementation client with stimulus reporting requirements to participate in the program. We'll also discuss the latest stimulus opportunity trends and how stimulus spending is positively impacting the contracting environment and the economy.	Intermediate	5/19/2010 11:15 am - 12:15 pm	Chesapeake 1/2	CPE; NASBA	1
Costpoint	CP-207	Troubleshooting Costpoint Projects	Learn how to initiate a troubleshooting process if issues arise with Costpoint Projects. Save time and money and reduce frustration by quickly identifying solutions that can be implemented sooner and more cost effectively.	Intermediate	5/19/2010 10:00 am - 12:15 pm	Maryland B	CPE; NASBA	2
Costpoint	CP-208	Costpoint Budgets	This session will explore the different project budgeting modules in Costpoint: Budgeting and ETC and Advanced Project Budgeting. Included will be a discussion of the functions within each along with examples of how they can be used to keep your costs and revenue on track. As a bonus, there will also be a comparison of these budgeting modules to other products such as Cobra and MPM.	Intermediate	5/19/2010 2:00 pm - 4:15 pm	Woodrow Wilson B	CPE; NASBA	2
Costpoint	CP-209	Valuable Costpoint Features, Often Overlooked	This session will demonstrate various processing features within Costpoint that are often overlooked, yet provide significant processing and reporting efficiencies. Features such as revenue redistribution, alternate revenue, and multi-job cost processing will be demonstrated, as well as the general use of user-defined fields for project reporting.	Intermediate	5/19/2010 2:00 pm - 3:00 pm	Chesapeake H/I	CPE; NASBA	1
Costpoint	CP-210	Get the Most Out of Costpoint Data in Time Collection	Do you know which fields in Time Collection get updated and which don't? Find out how to get the most out of your transfer with the least amount of work. Learn about export configurations and discuss tips for reading import files to resolve errors.	Intermediate	5/19/2010 11:15 am - 12:15 pm	Chesapeake D	CPE; NASBA	1
Costpoint	CP-211	Report Studio Tips for Intermediate and Advanced Users	Are you an experienced Report Studio author who wants to add more substance and relevance to your reports? Our experts will walk you through several advanced topics to help make your reports perform better and provide more value. We'll examine areas such as charting techniques, advanced filtering and prompting, drill-throughs, and conditional formatting.	Intermediate	5/18/2010 5:00 pm - 6:00 pm; 5/19/2010 5:45 pm - 6:45 pm	Chesapeake 1/2; Chesapeake 1/2	CPE; NASBA	1
Costpoint	CP-212	Getting Started with DPM Security and Administration	What options are available for establishing security across your user base? How can you take advantage of the built-in auditing capabilities to learn more about how your organization is using the application? In this session we'll cover more advanced topics in Deltek Performance Management security and administration.	Intermediate	5/19/2010 10:00 am - 11:00 am; 5/20/2010 10:00 am - 11:00 am	Chesapeake G; Chesapeake G	CPE; NASBA	1

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Costpoint	CP-213	Get to Know the DPM Framework Manager Model	If you're responsible for administering Deltek Performance Management, you need to fully understand Framework Manager, DPM's metadata layer. We'll review how the model was designed, what's included "out of the box," and changes you can make to add value for your company. Say farewell to catalogs forever and learn how to take advantage of this powerful component of Performance Management.	Intermediate	5/18/2010 2:30 pm - 3:30 pm	Chesapeake H/I	CPE; NASBA	1
Costpoint	CP-214	Where Is My Data? Navigate Your Way Through DPM	Yes, the Deltek Performance Management packages are comprehensive, but where are the fields you really need for your reports? In this session, we examine the most frequently used reporting tables and help you navigate your way to more productive report authoring. You will save time, avoid errors, and create reports that add more value to your organization.	Intermediate	5/18/2010 5:00 pm - 6:00 pm; 5/19/2010 4:30 pm - 5:30 pm	Chesapeake K/L; Chesapeake F	CPE; NASBA	1
Costpoint	CP-215	Deliver Portals & Dashboards to Expand the Reach of DPM	While we tend to think of reports as the best way to reach our management audience, more and more companies are expanding their use of portals. Take advantage of DPM and build the insightful home pages and dashboards your executives and project managers need to be successful. We'll also explore how Performance Management can integrate with portal technologies such as SharePoint.	Intermediate	5/20/2010 11:15 am - 12:15 pm	Chesapeake F	CPE; NASBA	1
Costpoint	CP-216	Award Fees: How are they Calculated and Captured in Costpoint	This in-depth session covers the initialization, calculation, posting, and reporting of award fees in Costpoint. You will learn about the steps involved in setting up award fees, with an explanation of the award fee formulas available. You will see how the project ledger tables are populated and learn how each of the formulas populates the tables differently. If you have contracts that include award fees, you cannot afford to miss this session!	Intermediate	5/19/2010 2:00 pm - 3:00 pm	Chesapeake 1/2	CPE; NASBA	1
Costpoint	CP-218	Costpoint Reporting: A Customer's Transition from Impromptu to Deltek Performance Management	This session will focus on the benefits realized by the Iowa Foundation for Medical Care in transitioning company-wide reporting from Impromptu to Deltek Performance Management (DPM). All aspects of DPM will be discussed - the advantages of utilizing the DPM canned reports, the benefits of allowing access to Query Studio for select employees, and the ability to merge multiple Impromptu reports into a single DPM report.	Intermediate	5/19/2010 4:30 pm - 5:30 pm	Chesapeake G	CPE; NASBA	1
Costpoint	CP-219	TBE Made AP a Profit Center using Costpoint Preprocessors	Save time and improve accuracy by using automated tools to feed Costpoint. Automate vouchers (corrections, freight, telephone, and so on) and repeated journal entries. We will show how Costpoint Preprocessors make this possible.	Intermediate	5/19/2010 11:15 am - 12:15 pm; 5/19/2010 4:30 pm - 5:30 pm	Chesapeake E; Chesapeake K/L	CPE; NASBA	1
Costpoint	CP-220	Deltek Performance Management at QinetiQ North America: An Integration Overview	QinetiQ North America, a leading provider of IT, intelligence, engineering, and technology solutions to government and commercial customers, will cover the successes enjoyed by their implementation of Deltek Performance Management. Eric Gates, QNA's Business Intelligence Manager, will also explain how they took advantage of database mirroring and snapshots in their deployment with Costpoint 6.1 and MS SQL Server 2005.	Intermediate	5/19/2010 10:00 am - 11:00 am	Chesapeake K/L	CPE; NASBA	1
Costpoint	CP-224	Making Sense Out of the Unbilled Receivable Analysis Report	This session will discuss what it means to reconcile the unbilled receivable report, the Costpoint tables used to feed the report, how to obtain detail data within the application screens, posting corrections, and how to determine if and when unbilled amounts are legitimate or need to be cleaned up.	Intermediate	5/18/2010 5:00 pm - 6:00 pm	Chesapeake F	CPE; NASBA	1
Costpoint	CP-226	Costpoint Web Integration Services Training and Demo	This session focuses on all the steps required to set up Costpoint Web Integration from your existing legacy applications and new systems you acquire. Using the techniques provided during this session, you will be able to create the integration points and access Costpoint Web through these integration points. Includes live demonstrations of the development and execution of Costpoint Web Integration Services.	Intermediate	5/19/2010 11:15 am - 12:15 pm; 5/20/2010 10:00 am - 11:00 am	Maryland D; Maryland D	CPE; NASBA	1
Costpoint	CP-228	Leave Balance Adjustments in Costpoint and Time Collection	We often hear from clients who have made adjustments to leave in Costpoint or in Time Collection and then find that the two systems are not in balance. Do you find that you still see old balances when employees rehire? Do you have process payroll using a third system, and find that the three systems do not balance? Do you frequently need to make manual adjustments to one or two systems to keep leave in balance? Adjustments to leave balances in Costpoint and Time Collection need to be done in the proper order to keep the systems synchronized. Learn the tips and tricks for keeping your systems up to date and making your life easier.	Intermediate	5/19/2010 3:15 pm - 4:15 pm; 5/20/2010 10:00 am - 11:00 am	Chesapeake E; Chesapeake D	CPE; NASBA	1
Costpoint	CP-229	Service Contract Act - Computing and Paying Fringes Correctly in this environment	The purpose of this session is to review the Costpoint Labor setup in order to comply with Service Contract Act employees fringe payment requirements. We will also discuss how stored procedures can help with fringe reconciliations to eliminate manual processes.	Intermediate	5/18/2010 2:30 pm - 3:30 pm	Chesapeake E	CPE; NASBA	1
Costpoint	CP-230	Setting Up Sub-Contractors in Costpoint and Time Collection	Sub-Contractors need to input their timesheets, too! How do you set up the Sub-Contractors in Costpoint and Time Collection? What are other companies doing? This session will provide a review of system setup needs and a discussion of options.	Intermediate	5/19/2010 2:00 pm - 3:00 pm; 5/20/2010 11:15 am - 12:15 pm	Chesapeake E; Chesapeake D	CPE; NASBA	1
Costpoint	CP-231	Taxable Benefit Setup - Imputed Income Computation and Tax Withholding	Group Term Life Insurance, and other payments made for employees by employers must be included in wages paid. How do you configure these payments to compute in Costpoint? Review and discussion of how these deductions/pay types are set up and used to include payments made for employees.	Intermediate	5/18/2010 3:45 pm - 4:45 pm; 5/19/2010 4:30 pm - 5:30 pm	Chesapeake E; Chesapeake D	CPE; NASBA	1
Costpoint	CP-232	Processing Cash Advances in Deltek Expense	This session focuses on all of the steps required to implement custom Cash Advance processing in Deltek Expense. Using the procedures provided during this session, you will be able to implement the interface, which allows users to request a cash advance through T&E, thus omitting the manual creation of cash advances (A/P vouchers) in Costpoint.	Intermediate	5/18/2010 3:45 pm - 4:45 pm	Chesapeake F	CPE; NASBA	1
Costpoint	CP-233	The Complete Picture: Using IBM® Cognos® 8 for Enterprise Planner Reporting	You have a lot of valuable information stored in your Enterprise Planner models, but how do you share it with those in your organization who need it? This session explores the options for joining IBM Cognos 8 with Enterprise Planner to create models and reports that can benefit your decision-makers.	Intermediate	5/19/2010 2:00 pm - 3:00 pm	Chesapeake J	CPE; NASBA	1
Costpoint	CP-234	Costpoint 6.1 Advanced Security	This is a deep dive into the Costpoint security options. We will explain the seven user-level authentication options, including active directory and single sign-on. We'll review fine-grain authorization options and the ability to use Web security for Client Server as well as the security options for Costpoint Web services.	Intermediate	5/19/2010 2:00 pm - 3:00 pm	Maryland D	CPE; NASBA	1
Costpoint	CP-235	Revenue Formulas: Using Them Effectively	Contractors are faced with contractual conditions that require complex revenue recognition methods. The challenge is how to properly establish projects to generate the revenue according to company accounting policies and practices. This session focuses on more complex calculations and how our clients have used these formulas to systematically generate revenue for their complex contracts.	Intermediate	5/19/2010 10:00 am - 11:00 am	Chesapeake H/I	CPE; NASBA	1
Costpoint	CP-236	Indirect Cost Pools: Keys for Success	The setup, maintenance, and processing of indirect cost pools and service centers in Costpoint is integral for accurate and timely reporting to the government. This session will discuss the importance of sound controls around cost pool setup and maintenance, reconciling cost pools to the General Ledger on a routine basis, and tips on streamlining month-end and year-end close.	Intermediate	5/19/2010 11:15 am - 12:15 pm	Chesapeake H/I	CPE; NASBA	1
Costpoint	CP-237	Impact of Upcoming Microsoft® Release and Other Technologies	This session will help you understand how current and forthcoming releases of Microsoft operating systems and development technology may impact forthcoming releases from Deltek and other software vendors. Other significant technology trends will also be discussed.	Intermediate	5/19/2010 10:00 am - 11:00 am	Maryland D	CPE; NASBA	1
Costpoint	CP-239	The Future of Deltek Integration	Application and data integration is challenging for every organization. Deltek has created a strategy to provide integration across Deltek products that will also integrate Deltek products with the products in your organization. Come learn about the tools and capabilities under development at Deltek.	Intermediate	5/20/2010 - 10:00 am - 11:11 am	Chesapeake 4/5		
Costpoint	CP-240	Costpoint Project Manufacturing - What's Next?	What does the future hold for Costpoint's Project Manufacturing Solution? In this session, we'll take a look at the product roadmap for Project Manufacturing, as well as get your feedback concerning future feature requests.	Intermediate	5/18/2010 2:30 pm - 3:30 pm	Chesapeake 3		

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Costpoint	CP-241	Improve Project Manufacturing by Thinking Outside the Box	Teledyne Brown Engineering shares their ideas on saving time and improving accuracy by combining Costpoint information with external information using automated tools to feed and/or retrieve Costpoint data. Learn how they automated loading item masters and bills of material, and how they efficiently used estimating and reporting tools to assist the manufacturing process.	Intermediate	5/19/2010 10:00 am - 11:00 am	Chesapeake 3	CPE; NASBA	1
Costpoint	CP-244	Tracking and Capturing Manufacturing Labor	This session provides a high level introduction to the functionality and configurations within the Costpoint Manufacturing modules that allow users to capture and track direct and subcontractor manufacturing labor within Costpoint, as well as integrating with Deltek Time Collection.	Intermediate	5/20/2010 10:00 am - 11:00 am	Chesapeake 3	CPE; NASBA	1
Costpoint	CP-245	Quality Management and Serialized As-Built Configuration for Costpoint	Complimentary solutions maximize your investment in Costpoint Manufacturing. TipQA highlights key functionality in the areas of quality, compliance and serialized configuration management designed specifically for the complex manufacturing requirements of Aerospace and Defense.	Intermediate	5/19/2010 2:00 pm - 3:00 pm; 5/20/2010 11:15 am - 12:15 pm	Chesapeake 3; Chesapeake 3		
Costpoint	CP-246	Compliance, Visibility, Audit, and Controls for Your Travel and Purchasing Card Programs	It's no secret that a lack of visibility, compliance, and controls results in costly leakage, misuse, non-compliant behavior, and unrealized spend savings. Join this session to learn how to leverage leading technology, automation, and best practices for improving your P-Card and Travel programs and achieving the delivery of increased compliance, governance, rebate, and savings. TakeCharge Technologies is a leading provider of enterprise spending governance, intelligence, and optimization. From source-to-settle, TakeCharge empowers organizations with unprecedented visibility and control to govern enterprise spending decisions enabling the rapid realization of dramatic cost savings, compliance, and improved bottom line results.	Intermediate	5/19/2010 2:00 pm - 3:00 pm; 5/20/2010 10:00 am - 11:00 am	Chesapeake G; Chesapeake J	CPE; NASBA	1
Costpoint	CP-247	Common Procurement Issues and Solutions	Prevent Procurement Issues before they happen. In this session, learn how to expedite the procurement cycle by avoiding common pitfalls. Also, discover ways to correct and solve your common purchasing issues.	Intermediate	5/18/2010 3:45 pm - 4:45 pm; 5/19/2010 3:15 pm - 4:15 pm	Chesapeake J; Chesapeake G	CPE; NASBA	1
Costpoint	CP-248	Understanding the Setup and Use of Inventory Projects	In this session, we will discuss the setup of the Inventory Project and how it impacts day to day operations. Setting up inventory in Costpoint offers many options, from how inventory is tracked, to how transactions affect project accounting.	Intermediate	5/19/2010 11:15 am - 12:15 pm	Chesapeake 3	CPE; NASBA	1
Costpoint	CP-249	Dynafact Software Inc. - Advanced Planning, and Scheduling	This session will feature the Dynafact Manufacturing System (DMS), a fully integrated advanced planning, scheduling, and shop floor execution solution for both Repetitive and Non-Repetitive environments. It has been designed to complement the Costpoint system and to replace non-integrated tools and manual processes. The DMS core value is its capability to model very complex shop environments and give the tools required to perform quick simulations. The toolsets in DMS enable organizations to maximize profitability by simulating production and managing shop resources for best global output performances.	Intermediate	5/19/2010 10:00 am - 11:00 am	Chesapeake J		
Costpoint	CP-250	Best Practices for Maintaining and Updating Costpoint 6.1	Join this session for an overview of best practice recommendations for keeping Costpoint 6.1 updated. The session includes demonstrations of how to apply different kinds of updates for both the Web and Client/Server applications.	Intermediate	5/18/2010 5:00 pm - 6:00 pm; 5/20/2010 11:15 am - 12:15 pm	Woodrow Wilson B; Woodrow Wilson B	CPE; NASBA	1
Costpoint	CP-251	Upgrading to Costpoint 6.1 SP2 and Time & Expense with Employee Self-Service 8.1	This session provides an overview of the upgrade process for both Costpoint and Time & Expense with Employee Self-Service with best practice recommendations. Learn Deltek's recommended tips and tricks to make your next upgrade run smoothly.	Intermediate	5/19/2010 10:00 am - 11:00 am; 5/20/2010 10:00 am - 11:00 am	Woodrow Wilson B; Woodrow Wilson B	CPE; NASBA	1
Costpoint	CP-253	Appraisal Requirements CMMI for Services	Government contractors want to understand how to become appraised for CMMI. As a long time Deltek user, ITG leverages the capabilities of Costpoint in supporting the Best Practices requirements of CMMI levels 2 and 3. The purpose of this session is to show you the Best Practices procedures necessary to pass a CMMI appraisal and how to leverage Deltek to become certified.	Intermediate	5/19/2010 11:15 am - 12:15 pm	Chesapeake F	CPE; NASBA	1
Costpoint	CP-254	Optimizing Expense for International Travel	Does your company have a lot of international travel? If so, you will want to attend this in-depth session on Expense configuration for international customers. Come learn how to import exchange rates, manage currency and tax schedules, configure VAT taxes, set up Expense Report Types, and manage payment options for international travelers by using Expense.	Intermediate	5/18/2010 2:30 pm - 3:30 pm; 5/20/2010 10:00 am - 11:00 am	Chesapeake F; Chesapeake F	CPE; NASBA	1
Costpoint	CP-255	Implementing Barcoding with Costpoint	Sure... everyone understands how barcode works from the front-end; what it brings to stockrooms, shop floors and other areas, but the unknown common-thread is "how exactly does it talk to Costpoint?" In this session Telephonics will share their story of how they have integrated barcode solutions for inventory transactions and shop floor labor collection.	Intermediate	5/19/2010 4:30 pm - 5:30 pm	Chesapeake 3	CPE; NASBA	1
Costpoint	CP-256	Critical Internal Controls: Increasingly Important	This session is designed to provide Auditors, CFOs, and Finance and Accounting personnel with an understanding of key risks and controls related to application systems including business processes, application security, transaction integrity, balancing, and reconciliations, as well as IT controls that support the critical aspects of application processing.	Intermediate	5/19/2010 3:15 pm - 4:15 pm	Chesapeake 1/2	CPE; NASBA	1
Costpoint	CP-301	Event-Driven Integration with an Enterprise Service Bus	In this session, enablement of real-time event-driven processing is reviewed for integration opportunities with Costpoint. The session focuses on deployment of an Enterprise Service Bus that facilitates connections with Costpoint through WID and external systems, including quality, MES, labor, and so on, based on event-driven transactions. The session also reviews concepts of SOA, Service Orchestration, federation, and load balancing.	Advanced	5/18/2010 5:00 pm - 6:00 pm	Chesapeake J	CPE; NASBA	1
Costpoint	CP-302	Report Studio Tips for Technical Users	Do you wear the technical report author hat and need more Report Studio tips and tricks? Let's fill you up with technical techniques! We'll explore topics like bursting, scheduling reports to run based on a database trigger, and troubleshooting steps.	Advanced	5/19/2010 3:15 pm - 4:15 pm	Chesapeake F	CPE; NASBA	1
Costpoint	CP-303	Lockdown: Advanced DPM Security and Administration	What options are available for establishing security across your user base? How can you take advantage of the built-in auditing capabilities to learn more about how your organization is using the application? In this session, we'll cover more advanced topics in Deltek Performance Management security and administration.	Advanced	5/19/2010 11:15 am - 12:15 pm; 5/20/2010 11:15 am - 12:15 pm	Chesapeake G; Chesapeake G	CPE; NASBA	1
Costpoint	CP-304	The DPM Toolbox: Configure and Tune Your Environment	What factors lead to faster-running reports and happier users, and what small changes can lead to big results? What has worked best for other organizations? We'll maximize your application's performance by exploring best practices for your architecture, network topology, and deployment strategy.	Advanced	5/18/2010 3:45 pm - 4:45 pm	Maryland B	CPE; NASBA	1
Costpoint	CP-305	Say It Isn't So - Surviving a Mid-Year Rate Restructure	In this session, you will learn various approaches to a mid-year rate restructure, including timelines, processes for doing the restructure, and reconciliations that can be performed after completion. This presentation will also contain lessons learned to assist those considering a mid-year rate restructure.	Advanced	5/19/2010 2:00 pm - 3:00 pm	Chesapeake K/L	CPE; NASBA	1
Costpoint	CP-306	Costpoint Project Tables: Pools and Revenue	This session will focus on how project tables are populated by some of the most important Project processes: Compute and Print Pool Rates, Compute Burden, and Compute Revenue. As a bonus, this session will also include some tips and tricks for troubleshooting burden and revenue. If you have ever wondered how the project ledger gets populated, you do not want to miss this one.	Advanced	5/19/2010 4:30 pm - 6:45 pm; 5/20/2010 1:15 pm - 3:30 pm	Maryland B; Maryland B	CPE; NASBA	2
Costpoint	CP-307	PAGs Gone Wild!	Do you have more than 50 Project Account Groups (PAGs) or constantly find that project setup personnel have chosen the wrong PAG? If you answered yes to any of these, you may have a case of "PAGs Gone Wild." Learn how to review your PAGs for possible consolidation and their interactions with other Costpoint elements. In addition, we'll provide tips and tricks to assist with documentation and user training.	Advanced	5/20/2010 10:00 am - 11:00 am	Maryland A	CPE; NASBA	1
Costpoint	CP-308	9 Migrations in 2 1/2 years and Still Standing!	This session will present different methodologies for migrating a database and the pros and cons of each. In addition, the presenters will describe how they approached various challenges and will discuss how to test data to mitigate risk, the use of resources, and change management techniques.	Advanced	5/18/2010 3:45 pm - 4:45 pm	Chesapeake K/L	CPE; NASBA	1

**Insight 2010 - Costpoint Session Catalog**

Insight Track	Code	Title	Abstract	Technical Level	Timeslot	Room	Credit Type	Credit Value
Costpoint	CP-309	No Process Left Behind – It's Not Just Data Migrating	When migrating data, the focus is always on the technical aspects – but what about the pieces external to the database? Will new forms or approvals be required to support the new environment or job duties realigned? This session will discuss answers to all of those questions and give attendees ideas on how to change processes in a methodical, organized approach at the time of migration.	Advanced	5/19/2010 4:30 pm - 5:30 pm	Chesapeake H/I	CPE; NASBA	1
Costpoint	CP-312	Maximizing the Performance of Costpoint on an Oracle Database	This session provides tips and tricks for maximizing the performance of Costpoint on Oracle databases. We'll discuss partitioning options for large Costpoint tables, use of Oracle parallel execution with Costpoint Web, Oracle stored outlines, and so on. We'll review how various Oracle technologies are affecting Costpoint applications as well as specific tuning steps that Deltek is taking to improve performance.	Advanced	5/19/2010 4:30 pm - 5:30 pm; 5/20/2010 1:15 pm - 2:15 pm	Maryland D; Maryland D	CPE; NASBA	1
Costpoint	CP-313	Costpoint Web Configuration	Take a deep dive into the configuration options of Costpoint Web. Learn about configuring multiple systems on a single application server, multiple database schemas, and options for their use. We'll also discuss clustering features of Weblogic and Actuate servers to help your system scale up. We'll round out the session with a discussion of job server enhancements and a few more advanced features. See new Web configuration features in Costpoint 7.	Advanced	5/19/2010 3:15 pm - 4:15 pm	Maryland D	CPE; NASBA	1
Costpoint	CP-314	Improving Performance in Manufacturing	The competitive edge in manufacturing is the efficient use of shop resources and meeting customer service levels. Preactor®, the world's leading scheduling package, now integrates with Costpoint. This integration enhances the visibility of the shop floor and increases confidence in meeting delivery dates, along with providing better management of work-in-progress and materials. In this session, see an overview of the Preactor-Costpoint integration, and learn how advanced planning and scheduling increases shop floor efficiency and improves on-time delivery.	Advanced	5/18/2010 3:45 pm - 4:45 pm	Chesapeake 3		
Costpoint	CP-315	Oracle® SQL Interface Tools and Tracing Techniques for Costpoint 6.1	In prior versions of Costpoint, the primary SQL interface tool was SQLTALK and the primary tracing method was through the SQL.INI file. In Costpoint 6.1 the SQL.INI file is no longer used and SQLTALK is no longer shipped, so clients must become familiar with alternative SQL interface tools and tracing methods. This session will introduce you to tools like Oracle SQL Developer, Toad®, and Oracle SQL*Plus. The session will also demonstrate how to capture traces in Oracle, with specific recommendations geared towards Costpoint.	Advanced	5/19/2010 11:15 am - 12:15 pm	Woodrow Wilson B	CPE; NASBA	1
Costpoint	CP-316	Microsoft SQL Server® SQL Interface Tools and Tracing Techniques for Costpoint 6.1	In prior versions of Costpoint, the primary SQL interface tool was SQLTALK and the primary tracing method was through the SQL.INI file. In Costpoint 6.1, the SQL.INI file is no longer used and SQLTALK is no longer shipped, so clients must become familiar with alternative SQL interface tools and tracing methods. This session introduces you to tools like Microsoft SQL Server Query Analyzer and SQL Server Profiler. The session also demonstrates how to capture traces in Microsoft SQL Server, with specific recommendations geared towards Costpoint.	Advanced	5/19/2010 2:00 pm - 3:00 pm	Maryland B	CPE; NASBA	1
Costpoint	CP-317	Acorns! Simply Enhanced Billing with ACRNs	No, this is not an abbreviation for acorns. In this session, we explore converting your standard billings into a mighty oak by enhancing them through the use of ACRN billing. ACRN is the acronym for the Accounting Classification Reference Number frequently required by many customers for billing and funding. Learn how to capture funding by ACRN without encumbering your existing project number with an extra level. Then produce a bill that supplements your standard bill.	Advanced	5/19/2010 2:00 pm - 3:00 pm	Maryland A	CPE; NASBA	1
Costpoint	CP-318	Multiple Companies & Costpoint	This session will cover the different methods for handling multiple companies within Costpoint. It will present the pros and cons of each method and provide real world examples. Topics that will be covered in the session include coding structures, cost pool allocations, cross charging, different currencies, and consolidation of financial data.	Advanced	5/19/2010 3:15 pm - 4:15 pm	Chesapeake K/L	CPE; NASBA	1
Costpoint	CP-319	Strategies for Merging Multiple Costpoint Databases	In this session, the benefits of merging multiple Costpoint databases will be discussed. There are several approaches to achieving a consolidated database and we'll explore the pros and cons of each alternative. Particular emphasis will be placed on the data conversion approach, historical data requirements, interfaces with external applications, and the need for custom reports.	Advanced	5/19/2010 10:00 am - 11:00 am	Chesapeake 1/2	CPE; NASBA	1
Costpoint	CP-320	Unbilled Receivables: "Causes and Cures" Part 1: Causes	In this session, we will examine the causes for seemingly irreconcilable Unbilled Receivable balances. We look at the systemic reasons for differences that result due to improper project initialization, poor procedures, and erroneous short cuts during the billing process. We will also look at the underlying tables that support the data used in the Unbilled Analysis Report.	Advanced	5/19/2010 10:00 am - 11:00 am; 5/20/2010 1:15 pm - 2:15 pm	Maryland A; Maryland A	CPE; NASBA	1
Costpoint	CP-321	Unbilled Receivables: "Causes and Cures" Part 2: Cures	In this session, we will examine the cures and solutions for unraveling the irreconcilable differences existing in the Unbilled Receivable Account. We focus on the seven-point "CAPITAL" reconciliation program: a methodical approach to dissecting the data into manageable and reconcilable subsets. Follow the process checklists to tackle the most challenging of all reconciliations.	Advanced	5/19/2010 11:15 am - 12:15 pm; 5/20/2010 2:30 pm - 3:30 pm	Maryland A; Maryland A	CPE; NASBA	1
Costpoint	CP-322	Owning vs. Performing Organization: Project Revenue & Reporting	This session will discuss owning versus performing organization revenue. We'll explore the impact on revenue posting, PSR reports, and financial reports, including a brief discussion of the Cost Transfer Journal Entry and Redistribute Revenue processes.	Advanced	5/19/2010 3:15 pm - 4:15 pm	Maryland B	CPE; NASBA	1
Costpoint	CP-323	Understanding the Fixed Assets G/L Book Info Screen	This session will focus on the various fields within the Fixed Assets G/L Book Info screen, allowing you to understand how to properly initialize the data and/or make changes.	Advanced	5/19/2010 10:00 am - 11:00 am; 5/20/2010 10:00 am - 11:00 am	Chesapeake 4/5; Chesapeake K/L	CPE; NASBA	1
Costpoint	CP-324	Impact of Variance Posting on Revenue and Financial Statements	This presentation focuses on the impact of posting revenue variances on revenue recognition, project reports, and financial statements. The presentation illustrates how the revenue data stored in the Project Burden Summary table is incorporated into the revenue posting and how variance posting options influence the inclusion or exclusion of the data.	Advanced	5/18/2010 3:45 pm - 4:45 pm	Maryland A	CPE; NASBA	1
Costpoint	CP-325	Inter-Company Work Orders	This session provides an overview of the Costpoint Inter-Company Work Orders (IWOs) module. Topics covered include financial architecture design, IWO module configuration, IWO processing, and issues pertaining to financial statement consolidation. If you use Inter-Company Work Orders, you cannot afford to miss this session!	Advanced	5/18/2010 5:00 pm - 6:00 pm; 5/20/2010 10:00 am - 11:00 am	Maryland A; Chesapeake 1/2	NASBA	1
Costpoint	CP-MGS	Costpoint Mini-General Session	Join Deltek product and technology experts for a content-packed, one-hour general session devoted to your specific product family. You'll gain the latest Deltek perspective on the market trends that are affecting your business today, and the ones that will affect your business tomorrow. In this don't-miss session, you'll also see how Deltek has extended your software with new options to better meet your business needs and improve your operating efficiency.	Beginner	5/18/2010 12:00 pm - 1:00 pm	Potomac A/D		
Pre-Conference Workshops	PCW-CP1	Costpoint Unbilled Receivables – The Reconciliation	In this abbreviated version of our two-day course, we will focus on several facets of the Costpoint Unbilled Receivable Reconciliation, using step-by-step procedures for identifying issues. Initially, we will look at the problems behind balances that do not naturally clear. We will then examine user process errors that create many unreconcilable differences. Finally, we will examine the "CAPITAL" reconciliation methodology. (Add \$550)  Duration: Six hours Prerequisites: Participants should have one year of prior Costpoint experience.	Intermediate	5/17/2010 9:30 am - 4:00 pm	Chesapeake 4/5	CPE; NASBA	6

**Insight 2010 - Costpoint Session Catalog**

Insight Track	Code	Title	Abstract	Technical Level	Timeslot	Room	Credit Type	Credit Value
Pre-Conference Workshops	PCW-CP2	Deltek Performance Management v3.0 Report Studio for Costpoint Accountants	Designed specifically for Costpoint Accounting specialists, this class focuses on the functionality of Report Studio and highlights the 10 must-have reports used daily by accountants. Participants in this course will review creating reports using filters, prompts, subtotals crosstabs, and graphs, as well as developing quarterly financial statements and trend reports. The creation of an aging open billing detail report will also be covered.  Level: Beginner/Intermediate Application User, Implementation Team Members Prerequisites: Accounting knowledge is required to understand the reports that will be developed in this class using Report Studio. Note: Attendees will be given guided instructions for creating reports in this class. Knowledge of SQL is NOT required in this class.	Intermediate	5/17/2010 9:30 am - 4:00 pm	Chesapeake C	CPE; NASBA	6
Pre-Conference Workshops	PCW-CP3	Costpoint Advanced Billing Concepts	This class addresses several complex billing issues. Detailed exercises include creating a "combo" project with Cost Plus and Time and Materials components, as well as making use of units. Retroactive invoices for both hourly Project Labor Category rate and indirect rate changes will be examined. This course will also include billing retainage, wide area workflow, and discounts.  Level: Intermediate Prerequisites: Minimum one year experience with Billing	Intermediate	5/17/2010 9:30 am - 4:00 pm	Chesapeake D	CPE; NASBA	6
Cross-Track	XT-101	Do You Know Your FAR and CAS Standards?	This presentation will provide an overview on the basics of the Cost Accounting Standards (CAS) and Federal Acquisition Regulation (FAR). The coverage of CAS and the organization of FAR as well as details on individual standards, clauses, and regulations will be presented. The applicability of CAS and FAR will be discussed as well.	Beginner	5/18/2010 3:45 pm - 4:45 pm	Magnolia 3	CPE; NASBA	1
Cross-Track	XT-102	The Path to Collaboration-Integrating Corporate Systems	CACI has leveraged GovWin/Costpoint CRM, Costpoint, and CACI-developed systems in a multi-phased implementation to integrate the entire operations process. Learn the decision processes and strategies used to select, configure, develop, implement, train and deploy an integrated corporate-wide system.	Beginner	5/19/2010 3:15 pm - 4:15 pm	Magnolia 1	CPE; NASBA	1
Cross-Track	XT-103	GovWin/Costpoint CRM Fundamentals	Take the guess work out of your sales strategy with GovWin/Costpoint CRM, the only CRM solution designed to follow the complex business development lifecycle of government contractors. This session will take you through basic process automation from lead identification and pipeline management to contact, customer, and activities management. This session is designed for those who have heard about GovWin/Costpoint CRM, are thinking about purchasing GovWin/Costpoint CRM, or are starting their GovWin/Costpoint CRM implementation.	Beginner	5/18/2010 2:30 pm - 3:30 pm; 5/19/2010 5:45 pm - 6:45 pm	Magnolia 1; Magnolia 1	CPE; NASBA; SMPS	1
Cross-Track	XT-105	Introducing Deltek Mobile Time	Do you have employees who are constantly in the field or who travel frequently? We found that these "road warriors" usually rely heavily on mobile communications devices, in particular Blackberry® handhelds, as their primary means of communicating with the home office. Come see how Deltek Mobile Time, a new module of Deltek Time Collection, extends the timesheet to the Blackberry® to facilitate more timely timesheet updates and managerial approvals. This session covers how employees will use the system (entering time, charge lookups, using favorites, comments, the audit trail, signing, and approvals) as well as application deployment and system requirements.	Beginner	5/18/2010 2:30 pm - 3:30 pm; 5/19/2010 11:15 am - 12:15 pm	Magnolia 3; Magnolia 3		
Cross-Track	XT-201	Human Resources Compliance Update	This session will provide an update on Human Resources compliance and explain the consequences and costs of non-compliance. Ideas for incorporating compliance into your Human Resource systems workflow for Costpoint, GCS Premier, or ADP® are also on the agenda.	Intermediate	5/19/2010 10:00 am - 11:00 am; 5/19/2010 2:00 pm - 3:00 pm	Magnolia 2; Woodrow Wilson C	CPE; NASBA	1
Cross-Track	XT-202	Grass Roots Technical Governance	This session provides an introduction to grassroots technology governance focusing on improvements within requirements definition, master data management, building blocks, and patterns. Participants will have enough information to take tactical steps towards implementing architectural governance. Strategic governance will also be reviewed at a top level.	Intermediate	5/20/2010 10:00 am - 11:00 am	Magnolia 3	CPE; NASBA	1
Cross-Track	XT-203	The Art and Science of Indirect Rates	Attend this session for an overview of the theory behind indirect rates and an explanation of how to structure rates. Methods for selecting a rate structure and levels appropriate for a particular business are the main discussion points. Also on the agenda will be a discussion of the relationship between rates and contract types, as well as the ramifications of new "pass-thru limitation" regulations. Real world examples of different rates and structures will be provided.	Intermediate	5/19/2010 11:15 am - 12:15 pm	Magnolia 2	CPE; NASBA	1
Cross-Track	XT-204	Government Contracting Industry Outlook	Back by popular demand! Baker Tilly (formerly Beers + Cutler) and PSC present an overview of current trends and critical issues facing government contractors. We will address the regulatory landscape, proposed and interim legislation, and industry trends. We will provide practical tips for risk mitigation to help contractors navigate increasing accounting and compliance issues.	Intermediate	5/19/2010 3:15 pm - 4:15 pm	Magnolia 3	CPE; NASBA	2
Cross-Track	XT-205	Internal Controls Optimization to Reduce Compliance Cost	This session will discuss how taking a focused look at your controls—for the Defense Contract Audit Agency (DCAA), Sarbanes-Oxley (SoX), or contract requirements—can help you find efficiencies. By optimizing your controls, you will be able to decrease your compliance costs and increase your likelihood of successful outcomes.	Intermediate	5/19/2010 2:00 pm - 3:00 pm	Magnolia 2	CPE; NASBA	1
Cross-Track	XT-206	Understanding The New Mandatory Government Disclosure and Compliance	New regulations require mandatory disclosure to the government of certain violations of criminal law or the False Claims Act, and require disclosure of significant overpayments. In addition, mandatory internal controls must now be implemented. Contractors receiving contracts in excess of five million dollars are subject to these regulations, but most have yet to comply. Failure to comply can lead to possible suspension.	Intermediate	5/19/2010 4:30 pm - 5:30 pm	Magnolia 3	CPE; NASBA	1
Cross-Track	XT-207	Winning Proposal and Pricing Strategies	This session focuses on the contractor lifeline—winning proposals. In this session, we will review the proposal process, with an emphasis on the cost proposal. We will also discuss strategies and best practices used by successful contractors.	Intermediate	5/19/2010 2:00 pm - 3:00 pm	Magnolia 3	CPE; NASBA	1
Cross-Track	XT-208	Executive Compensation Under Fire	This session focuses on the Defense Contract Audit Agency's increased scrutiny of executive compensation for contractors. The session will provide an understanding of the process DCAA uses to evaluate compensation, successful strategies for rebutting DCAA audit challenges, and strategies for maximizing compensation recovery.	Intermediate	5/18/2010 3:45 pm - 4:45 pm	Magnolia 2	CPE; NASBA	1
Cross-Track	XT-209	Maximizing The Value of Government Contractors	Merger and acquisition activity in the government contracting industry has begun to heat up again. Many contractors are contemplating a possible sale event in the near term. This session will discuss how a buyer values a prospective acquisition candidate, as well as the value drivers influencing the overall price. We will also discuss strategies that contractors can implement for maximizing the value.	Intermediate	5/18/2010 2:30 pm - 3:30 pm	Magnolia 2	CPE; NASBA	1
Cross-Track	XT-210	Come Meet the Costpoint Family	Is your business changing? Not sure how Costpoint can help? Come learn how the Costpoint family of products can help you as your business changes. At the end of this session you will understand the benefits for your firm in deploying components of the Costpoint solution.	Intermediate	5/19/2010 4:30 pm - 5:30 pm	Magnolia 2		
Cross-Track	XT-211	Whew! Everything is One Place Now	WBB Consulting, like many GovWin/Costpoint CRM clients, once had their business development data in multiple data sources. As a part of their implementation, they were able to collapse the multiple sources into a single one, GovWin/Costpoint CRM. Come hear how they did it, the obstacles they faced, and how they were successful in their implementation.	Intermediate	5/18/2010 3:45 pm - 4:45 pm	Magnolia 1	CPE; NASBA	1
Cross-Track	XT-213	docs for Deltek: Finance & Business Performance Solution	docs for Deltek is an integration between Deltek products and document management-based solutions. It adds value to your Deltek software by coupling document management and workflow with accounts payable, requisitions, expense reporting, and billing for improved efficiency and cost savings. Costpoint, Vision, and GCS Premier users can retrieve documents directly from virtually any screen within seconds!	Intermediate	5/19/2010 3:15 pm - 4:15 pm	Magnolia 2		

**Insight 2010 - Costpoint Session Catalog**

Insight Track	Code	Title	Abstract	Technical Level	Timeslot	Room	Credit Type	Credit Value
Cross-Track	XT-214	GSA Contracting: Challenges, Trends, Best Practices	Key General Services Administration (GSA) compliance obligations are often misunderstood by contractors. This session will provide insight into the sticky audit issues GSA FSS contractors regularly face and summarize key contract administration best practices to minimize compliance risk. The speakers will cover the most pressing challenges and discuss recent developments affecting GSA FSS contractors.	Intermediate	5/20/2010 11:15 am - 12:15 pm	Magnolia 2	CPE; NASBA	1
Cross-Track	XT-215	Surviving a Defense Contract Audit Agency Audit	Back by popular demand! Contractors continue to struggle to adjust to the oversight and transparency rules established by the DCAA. The speaker will address the changes that have occurred within DCAA, highlight impacts contractors have felt, bring you up to date with the latest DCAA trends, and review best practices for managing DCAA audits.	Intermediate	5/19/2010 11:15 am - 12:15 pm	Magnolia 1	CPE; NASBA	1
Cross-Track	XT-216	Maximize your Deltek Customer Care Experience	Join this session to learn how to maximize your experience with Customer Care. This session will provide you with a full understanding of how to set severity levels, escalate cases, and employ best practices, and will include a brief demonstration of the Customer Care Connect site.	Intermediate	5/19/2010 5:45 pm - 6:45 pm	Magnolia 2		
Cross-Track	XT-217	Clarity '09 - A Panel Discussion	In 2009 Deltek conducted a survey to understand how government contracting firms operate. That survey resulted in the Clarity '09 report, the most extensive report of its kind. The goal of the report was to provide a benchmark to align your organization against other leading government contractors. Join the panel of experts in a lively discussion of the Clarity '09 report. Discuss how firms just like yours operate and what approaches they employ. Empower yourself with the information that you need to run your entire business more efficiently and profitably. This is a discussion you won't want to miss.	Intermediate	5/19/2010 5:45 pm - 6:45 pm	Potomac 1/2	CPE; NASBA	2
Cross-Track	XT-218	DCAA - It's a Changing Environment	If you are a government contractor, it is likely that you are aware of changes at the Defense Contract Audit Agency (DCAA). Come learn how the changes will impact you and your company. A GovCon expert will discuss how the DCAA plans to change how it works with, and relates to, government contractors. The session will describe the increase of data requests, the new "pass/fail" audit guidance, the impact on smaller firms, the reduced communication with auditors, and how to handle the new and possibly adversarial nature of your relationship with the DCAA. This is a must attend for all government contractors.	Intermediate	5/20/2010 10:00 am - 11:00 am	Magnolia 1	CPE; NASBA	1
Cross-Track	XT-219	Delivering your Deltek Solution in a Cloud	At TBS, we hear this from our clients all the time. Learn how to take the IT mystery (misery) out of fully using your Deltek system and gain a higher Return on Investment (ROI). Learn how hosting can expand the impact of your Deltek system by providing secured access to everyone in your company. Discussion includes expanding Deltek to all users across your entity.	Intermediate	5/19/2010 10:00 am - 11:00 am	Magnolia 3	CPE; NASBA	1
Cross-Track	XT-221	Introducing GovWin/Costpoint CRM Affinity	The new integration between GovWin/Costpoint CRM and Microsoft Outlook® is here. In this session we will highlight the features of this first release, including the synchronization options. We will review all of the data now available in Outlook, including clients, contacts, vendors, opportunities, activities, and more! This product is the result of a collaborative effort with many of your fellow GovWin/Costpoint CRM users, who helped select the right technology partner and identify the data and synchronization rules. These GovWin/Costpoint CRM users participated in months of meetings and testing to help bring this product to you. Join us to celebrate their success!	Intermediate	5/19/2010 10:00 am - 11:00 am	Magnolia 1		
Cross-Track	XT-222	GovWin/Costpoint CRM Contract Data Management	Discover how GovWin/Costpoint CRM can help firms manage contract information and deliverables in a single repository. Since its initial release, many firms have used GovWin/Costpoint CRM as more than their business development software of choice. With its configuration flexibility and broad reporting architecture, GovWin/Costpoint CRM has also become the tool of choice for government contract managers. This session will offer an overview of the contract data management available out of the box, as well as a demonstration of how you can align GovWin/Costpoint CRM with your processes.	Intermediate	5/20/2010 10:00 am - 11:00 am	Magnolia 1		
Cross-Track	XT-223	GovWin/Costpoint CRM Reporting with Microsoft SQL Server® Reporting Services	For the GovWin/Costpoint CRM user or administrator looking to get more out of your GovWin/Costpoint CRM investment, join us for a review of the standard and custom reporting options available with SQL Server Reporting Services (SSRS). There is new flexibility available in standard reporting as a result of the move to SQL Server Reporting Services. SSRS 2008 also offers new report formatting options for those firms that create custom reports for their users.	Intermediate	5/18/2010 5:00 pm - 6:00 pm	Magnolia 1		
Cross-Track	XT-224	Customer Experiences with Deltek Mobile Time	RAND participated in the early adopter program for the Blackberry-based timesheet in Time & Expense 9.0. This presentation describes RAND's timekeeping requirements and challenges and then discusses how T&E 9.0 features assisted in streamlining our processes.	Intermediate	5/18/2010 5:00 pm - 6:00 pm	Magnolia 3	CPE; NASBA	1
Cross-Track	XT-225	Time Collection Tips & Tricks	Does your company struggle getting overtime correctly charged? Would you like to streamline leave requests? Do your employees constantly call your company's Help Desk to get their password reset? Is updating your Government Per Diem files correctly a painful process? If so, you'll want to attend this in-depth session that covers common problems that Deltek Time Collection users face every day. Learn how you can use the system to its fullest potential to help save time and cut timesheet processing costs.	Intermediate	5/18/2010 5:00 pm - 6:00 pm; 5/19/2010 4:30 pm - 5:30 pm	Woodrow Wilson C, Woodrow Wilson C	CPE; NASBA	1
Cross-Track	XT-301	Extend the Power of GovWin/Costpoint CRM with MODI	Come see how one firm uses GovWin/Costpoint CRM's Microsoft Outlook® Desktop Integration (MODI) tools to support several of their business operations. The session will focus on the rollout and support of MODI for four processes including email retention, Microsoft PowerPoint® Presentations, internal telephone directory, and various Microsoft Word forms.	Advanced	5/19/2010 2:00 pm - 3:00 pm	Magnolia 1	CPE; NASBA	1
Cross-Track	XT-302	DCAA and Internal Controls - Bringing it All Together	With the greater Defense Contract Audit Agency (DCAA) focus on internal controls, how do you meet the new requirements with existing documentation? This session will focus on techniques for identifying controls applicable to a specific audit and will explain how to assess potential issues or gaps. Through use of internal control matrices, you will understand how to leverage prior work to facilitate your DCAA audit requirements.	Advanced	5/20/2010 11:15 am - 12:15 pm	Magnolia 1	CPE; NASBA	1
Cross-Track	XT-303	IFRS Impact on Government Contractors	PWC will provide an overview of IFRS and discuss some of the potential accounting impacts faced by the government contracting industry. The session will focus specifically on the differences between US GAAP and IFRS and the corresponding business implications.	Advanced	5/18/2010 5:00 pm - 6:00 pm; 5/19/2010 3:15 pm - 4:15 pm	Magnolia 2; Woodrow Wilson C	CPE; NASBA	2
Cross-Track	XT-304	Security across the Intranet	Today's competitive business market is pushing more and more businesses to exchange data across the Internet. Is it safe? Can data be secured across the Internet, or should data be secured when sent across the Internet? Do you have employees working in secured locations that need to enter time or expense charges? Do your project managers need access to your financial system or project reports? Learn how data should be exchanged in a highly secured environment, anywhere an Internet connection is available.	Advanced	5/20/2010 11:15 am - 12:15 pm	Magnolia 3	CPE; NASBA	1
Cross-Track	XT-305	A Framework for Describing PMO Functions and Types	This session will help you determine which PM functions the PMO should take on as your organization grows. We will present an extended framework for most common PMO types based on findings from a 2007 PMI research program by Hobbs.	Advanced	5/18/2010 12:00 pm - 1:00 pm	Magnolia 3	CPE; NASBA; PMI	1
Cross-Track	XT-306	The DOs and DON'Ts of Writing Sign/Save Edits for Time & Expense	Does your company have a Time and/or Expense business policy that you would like to automate but you're not sure how? If so, come see how you perform custom data and business rule validations outside of the core Deltek Time and Expense application using standard APIs that support calling customer (or Deltek-written) stored procedures.	Advanced	5/19/2010 5:45 pm - 6:45 pm	Magnolia 3	CPE; NASBA	1
Cross-Track	XT-307	Extend GovWin/Costpoint CRM with Advanced Workflows	Come hear from one of Deltek's leading consultants on making workflows work for you. This is an advanced session covering the standard workflows and focusing on the power of the advanced workflows. Learn how and when to apply scheduled and user-initiated workflows. Learn, too, how Deltek clients take advantage of stored procedures and other advanced workflows to enable and simplify their business development and contract management processes.	Advanced	5/19/2010 4:30 pm - 5:30 pm	Magnolia 1	CPE; NASBA	1