

**Insight 2010 - EPM Session Catalog**

Insight Track	Code	Title	Abstract	Technical Level	Timeslot	Room	Credit Type	Credit Value
EPM	EPM-101	MPM Tips & Tricks	This ever-popular session is packed with information designed to help you get the most out of MPM. Discover the most common mistakes users make and how to avoid them. Have you ever thought there must be a better way to get something done? Well then this session is for you!	Beginner	5/18/2010 12:00 pm - 1:00 pm; 5/20/2010 11:15 am - 12:15 pm	Chesapeake 10; Chesapeake 8	CPE; NASBA	1
EPM	EPM-102	Getting Started with wnsight	Join this session and learn how to make the most of wnsight in simple, easy terms. This basic presentation will walk you through the key components of wnsight, such as views, sorts, filters, charts, and reports. You will also learn essential hints and steps for basic analysis.	Beginner	5/18/2010 2:30 pm - 3:30 pm	Chesapeake 8		
EPM	EPM-103	What's new in wnsight?	Learn the latest features of Deltek wnsight and see what they can do to improve your business in 2010 and beyond.	Beginner	5/19/2010 11:15 am - 12:15 pm; 5/20/2010 11:15 am - 12:15 pm	Chesapeake 7; Chesapeake 7		
EPM	EPM-104	EVMS Implementation: Overcoming the Challenges	Do you need guidance through the maze of implementing an Earned Value Management System (EVMS)? This session addresses some of the common challenges encountered with implementing an EVMS and provides ways to navigate around them, including having a carefully constructed roadmap. We'll also share lessons learned from a variety of clients with differing company cultures, EVMS goals, and customer expectations.	Beginner	5/19/2010 11:15 am - 12:15 pm	Chesapeake 8	CPE; NASBA; PMI	1
EPM	EPM-105	Putting the Value back in Earned Value	This session focuses on the nuances of realizing value in the implementation of Earned Value. Everyone understands the compliance requirements for ANSI-748, but not everyone is aware of the key items that will introduce artificial variances into the program. Program Managers and Control Account Managers need to focus on key program variances, not artificial variances. This presentation will focus on best practices in implementing an EVMS on a program with a focus on analysis of real program issues during execution.	Beginner	5/19/2010 10:00 am - 11:00 am	Chesapeake 9	CPE; NASBA; PMI	1
EPM	EPM-107	Standardization is Key to a Successful EPM Tool Set	Are your EPM applications optimized to provide the most meaningful data across projects, groups, and roles? In this session, you'll learn the steps and benefits of standardization for your enterprise, including a fully integrated resource schedule that you can use to provide status information and to calculate monthly earned value data.	Beginner	5/18/2010 12:00 pm - 1:00 pm	Chesapeake 11	CPE; NASBA; PMI	1
EPM	EPM-108	wnsight Performance Reporting for the OMB IT Dashboard	Did you know that Federal Government Program Offices use wnsight to manage 100% of capital IT investments, monitoring scope, schedule, and cost? This session will help you make the most of that knowledge and will focus on the program management system and architecture, including the integration levels necessary to provide accurate, timely, and actionable information vital to effective program management and reporting in the OMB IT Dashboard.	Beginner	5/19/2010 3:15 pm - 4:15 pm	Chesapeake 10		
EPM	EPM-110	Mako Preview	Don't miss this great opportunity to see this new ground breaking application from Deltek. Mako will fundamentally change the way Program Control Analyst and Control Account Managers interact with tools like Cobra, MPM, Open Plan, MS Project and other key management tools. See how you can dramatically reduce your reporting cycle time, improve your visibility into project performance, and increase the quality of your data. Imagine a world where you actually have time to analyze what the Scheduling and Earned Value Tools are telling you instead of struggling to get your system updated. If any of this sounds familiar to you, don't miss this important opportunity to learn more about this exciting new application available soon from Deltek.	Beginner	5/18/2010 5:00 pm - 6:00 pm; 5/19/2010 5:45 pm - 6:45 pm	Chesapeake 8; Chesapeake 11		
EPM	EPM-201	Keeping Open Plan and Cobra in Sync	This session focuses on the process of keeping your projects in sync between Open Plan and Cobra to eliminate discrepancies – and stress – during DCMA reviews.	Intermediate	5/18/2010 5:00 pm - 6:00 pm	Chesapeake 6	CPE; NASBA	1
EPM	EPM-202	Improving Control Account Plan and Performance Measurement	Is your staff more focused on administering data than managing its metrics? If so, join this session and learn how to reduce the time spent gathering information and reconciling Control Account Plans (CAP) by integrating Microsoft Access® with Cobra.	Intermediate	5/20/2010 10:00 am - 11:00 am; 5/20/2010 11:15 am - 12:15 pm	Chesapeake 6; Chesapeake 9	CPE; NASBA	1
EPM	EPM-203	Resource Management, Planning & Leveling	In this much-requested session, learn how to use Open Plan to compile resource loading and make smarter decisions on resource allocation and implementation. Topics include spreading specific resources across multiple projects and implementation of resource planning in project plans.	Intermediate	5/18/2010 12:00 pm - 1:00 pm	Chesapeake 7	CPE; NASBA; PMI	1
EPM	EPM-204	Customizing the wnsight Dashboard	wnsight's flexibility allows for numerous configurations based on user needs. Now learn to meet your specific analytical requirements with this detailed demonstration of basic wnsight dashboard customizations.	Intermediate	5/19/2010 4:30 pm - 5:30 pm; 5/20/2010 2:30 pm - 3:30 pm	Chesapeake 12; Chesapeake 8	CPE; NASBA	1
EPM	EPM-205	EVMS Thresholds and What They Mean to Your Company	If you are concerned about the various government EVMS thresholds, what they mean to your business, and most of all, how to comply with them, this session is for you. Detailed discussions include: Understanding the differences in the EVMS thresholds for various government agencies and departments; Compliance with the various thresholds; and Recognizing the nuances of each agency and department's EVMS requirements.	Intermediate	5/19/2010 11:15 am - 12:15 pm	Chesapeake 11	CPE; NASBA; PMI	1
EPM	EPM-206	7 Phases of Upgrading to Cobra 5.0	The upgrade to Cobra 5.0 can be a simple one, as you'll learn in this informative session. This easy-to-digest walkthrough of the framework will cover documentation, planning, communication, implementation, and testing. Participants will also walk away with an executable plan for implementing the upgrade properly.	Intermediate	5/19/2010 4:30 pm - 5:30 pm	Chesapeake 6		
EPM	EPM-207	Risky Business	Ever wonder if your schedule is realistic? Using the Risk Analysis functionality in Open Plan can help you determine the chances of your project, or project milestones, finishing on time.	Intermediate	5/19/2010 11:15 am - 12:15 pm; 5/20/2010 1:15 pm - 2:15 pm	Chesapeake 10; Chesapeake 9	CPE; NASBA; PMI	1
EPM	EPM-208	Microsoft Project Integration with Deltek MPM	Easily integrate your cost and schedule information using MPM and Microsoft Project. Join this session to see firsthand just how simple it is to move schedule information into MPM.	Intermediate	5/19/2010 11:15 am - 12:15 pm; 5/20/2010 2:30 pm - 3:30 pm	Chesapeake 12; Chesapeake 7	CPE; NASBA	1
EPM	EPM-209	EVMS: A "System of Systems"	An Earned Value Management System is a "System of Systems" consisting of Technology, Processes, and People. This session will address the components, design, and implementation of an ANSI 748-compliant EVMS. Integration points between Cobra 5.0 and scheduling tools and accounting systems (Costpoint and GCS Premier) will be discussed and illustrated using actual customer case studies.	Intermediate	5/18/2010 12:00 pm - 1:00 pm	Chesapeake 6	CPE; NASBA; PMI	1
EPM	EPM-210	Cobra 5.0 Reporting	With the release of version 5.0, Cobra reporting has radically changed from the previous 4.x version. The major benefit to this improved reporting is that all reports are processed in and customized using Microsoft® Excel. This session profiles the new Cobra 5.0 reporting as well as some example customizations made by altering the existing report's properties and tags to pull and display different types of data from Cobra.	Intermediate	5/19/2010 5:45 pm - 6:45 pm; 5/20/2010 2:30 pm - 3:30 pm	Chesapeake 7; Chesapeake 9	CPE; NASBA	1
EPM	EPM-211	Using Names with Labor Category Rates	This session will highlight the practice and benefits of using named resources and associating them with labor category rates. The benefits we will review include simplified planning and tracking of actuals, more efficient maintenance, and improved management insight.	Intermediate	5/19/2010 3:15 pm - 4:15 pm	Chesapeake 11	CPE; NASBA	1
EPM	EPM-212	Maximize the Power of Open Plan with Calculated Fields	Did you know that you can customize Open Plan through the use of calculated fields, filters, sorts, and views? Learn how one company has used these powerful Open Plan features to help analyze and assess its schedules to industry best practices. This session will also include a step by step tutorial on how to build customized calculated fields, filters, sorts, and views.	Intermediate	5/19/2010 3:15 pm - 4:15 pm	Chesapeake 7	CPE; NASBA	1
EPM	EPM-213	What's new in MPM 3.4?	From improved efficiency to meeting complex reporting needs, this session provides a comprehensive overview and walk-through of the new features introduced in MPM version 3.4.	Intermediate	5/19/2010 10:00 am - 11:00 am	Chesapeake 7		
EPM	EPM-214	Life in the Fast Lane: Drive EVM Analysis with wnsight	Making project decisions based solely on past performance is like driving down the highway looking in the rear-view mirror. This session will show you how earned value can help you keep your focus forward, illustrating how wnsight reports like the Format 4 can be used to predict performance and how you can leverage the new Microsoft SharePoint® 2010 to get the most from your reports and start driving your projects.	Intermediate	5/18/2010 5:00 pm - 6:00 pm	Chesapeake 11	CPE; NASBA	1

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EPM	EPM-215	Forecasting with Cobra	Are you confused about the order of processing to create a valid forecast? What about retaining an existing forecast? This session takes you through the basics of utilizing Cobra for generating forecasts, including discussions of best practices and helpful tips, like loading a forecast from the schedule "A" spreadsheet.	Intermediate	5/18/2010 12:00 pm - 1:00 pm	Chesapeake 9		
EPM	EPM-216	The Cobra Integration Wizard	Getting data into Cobra from another system doesn't take a magic wand. This session identifies and demonstrates the best business practice options for loading your existing data into Cobra, simply and easily. Discussion topics will cover everything from setting up and securing configurations to debugging Microsoft Excel® or .CSV problems.	Intermediate	5/19/2010 2:00 pm - 3:00 pm	Chesapeake 9		
EPM	EPM-217	The Next Decade of Earned Value Analysis	The strength of Earned Value management software has increased rapidly. We must seek new techniques to analyze the level of information that is now available. This presentation will review new ways of analyzing EV data, while encouraging open discussion. Participants will leave the session with a renewed interest in bringing the analysis techniques of their organization to the next level.	Intermediate	5/18/2010 2:30 pm - 3:30 pm	Chesapeake 11	CPE; NASBA; PMI	1
EPM	EPM-218	Customize Open Plan View with Conditional Formatting	Harness the power of the conditional formatting feature in Open Plan with this demonstrative session, showcasing users' creativity and knowledge in creating required expressions. Learn how to use filters and Open Plan's calculated fields feature, and combine both for greater flexibility in creating customized views.	Intermediate	5/19/2010 5:45 pm - 6:45 pm; 5/20/2010 1:15 pm - 2:15 pm	Chesapeake 9; Chesapeake 10	CPE; NASBA	1
EPM	EPM-219	Cobra 5 Rolling Wave Planning Process	This session focuses on how Rolling Wave Planning is accomplished using Cobra 5 and Microsoft Project®. All process elements and their importance will be detailed.	Intermediate	5/19/2010 11:15 am - 12:15 pm; 5/19/2010 3:15 pm - 4:15 pm	Chesapeake 6; Chesapeake 6	CPE; NASBA	1
EPM	EPM-220	XML file from Cobra to wnsight	Learn how the xml data for a performance period is exported from COBRA 5 to wnsight. This in-depth discussion will also include process elements and their importance.	Intermediate	5/20/2010 10:00 am - 11:00 am	Chesapeake 10	CPE; NASBA	1
EPM	EPM-221	Virtualization for EVM Programs	This session discusses virtualization, with a focus on server virtualization. Discussion points include: Defining a Virtual Machine (VM) and the various types; When and how to use virtualization; Impact on your EVM program; and Advantages and disadvantages of using server virtualization.	Intermediate	5/19/2010 10:00 am - 11:00 am	Chesapeake 10	CPE; NASBA	1
EPM	EPM-224	wnsight Best Practices	This presentation takes an interesting look back at nine years of wnsight, highlighting best practices, lessons learned, and real-world examples of everything from functionality, support, and training, to navigating the upgrade process.	Intermediate	5/18/2010 12:00 pm - 1:00 pm	Chesapeake 8	CPE; NASBA	1
EPM	EPM-225	Maximizing the Integrated Baseline Review	Often the Integrated Baseline Review (IBR) is driven by an arbitrary timeline and a mentality of "checking the box". This is a missed opportunity for both customer and contractor and ultimately inhibits the project's chances of success. The IBR is a project's opportunity to identify and address risks, align assumptions between contractor and customer and establish the foundation for solid project controls going forward. How you prepare for an IBR, how to evaluate the PMB and, what you do with the data collected during the IBR are all key factors for enabling the process to add value to your project and to take the IBR beyond just checking the box. This presentation walks through a proven process for planning an IBR, using the data submitted before an IBR to guide the interview and how to use the data collected during the IBR to improve your project. The process has been defined and refined over many years of facilitating IBR's across both Department of Defense and civilian agencies and this presentation will use those real world examples to illustrate what works and what doesn't.	Intermediate	5/18/2010 2:30 pm - 3:30 pm	Chesapeake 6	CPE; NASBA; PMI	1
EPM	EPM-226	wnsight Town Hall	Join fellow members of the wnsight community for an interactive session to discuss best practice product implementations, product features, and tips and tricks. You will also have the opportunity to provide product feedback and suggest product enhancements to members of the wnsight product team.	Intermediate	5/19/2010 2:00 pm - 3:00 pm	Potomac 1/2		
EPM	EPM-227	Implementing the EPM Suite in an FFP Environment	This exciting session provides useful tips and unique tricks for implementing the EPM suite (Cobra 5 and wnsight Professional) in an FFP contracting environment. Discussions and demonstrations include how the team developed the individual and program-level integration and reporting of schedule and EVMS data as well as practical schemas for integrated financial data for internal and external reporting.	Intermediate	5/19/2010 2:00 pm - 3:00 pm	Chesapeake 10	CPE; NASBA; PMI	1
EPM	EPM-228	wnsight Web Enterprise Implementation	LLNL's wnsight Web enterprise implementation includes discussions and examples of our institutional Performance Measurement Baseline (PMB) reporting data for various roles to evaluate baseline performance. This presentation illustrates tool customizations for generating charts, reports, sorts, and filters. Use of this Web-based application is expected to result in cost savings for our organization.	Intermediate	5/19/2010 4:30 pm - 5:30 pm	Chesapeake 7		
EPM	EPM-229	EVMS Adoption Phase - Where the Business Rhythm Begins	In this session, you'll learn how the steps taken during the Adoption Phase of an Earned Value Management System (EVMS) establishes the rhythm of business across your entire enterprise. Topics include the EVMS life cycle and adoption challenges, the importance and use of EVMS-related tools, and real-world applications through actual customer case studies.	Intermediate	5/18/2010 2:30 pm - 3:30 pm	Chesapeake 9	CPE; NASBA; PMI	1
EPM	EPM-231	How Much Is This Really Going to Cost?	When dealing with shifting schedules, resources, and materials, getting to the bottom line isn't always simple. In this session, you will learn to use quantitative risk analysis to calculate the effect of schedule uncertainty on project cost.	Intermediate	5/19/2010 2:00 pm - 3:00 pm; 5/20/2010 2:30 pm - 3:30 pm	Chesapeake 12; Chesapeake 10	CPE; NASBA; PMI	1
EPM	EPM-232	MPM Town Hall	Gather together with fellow members of the MPM community for an interactive session to discuss best practice product implementations, product features, and tips and tricks. Provide product feedback and suggest product enhancements to members of the MPM product team.	Intermediate	5/19/2010 3:15 pm - 4:15 pm	Potomac 1/2		
EPM	EPM-233	Cobra Town Hall	Gather together with fellow members of the Cobra community for an interactive session to discuss best practice product implementations, product features, and tips and tricks. Provide product feedback and suggest product enhancements to members of the Cobra product team.	Intermediate	5/19/2010 10:00 am - 11:00 am	Potomac 1/2		
EPM	EPM-234	EPM Roundtable - Variance Analysis	Join this roundtable session for a unique opportunity to exchange ideas and best practices with other EPM users. Topics for this session include focusing on the critical aspects of projects, best metrics for analyzing data, tracking corrective actions, and more.	Intermediate	5/18/2010 12:00 pm - 1:00 pm	Potomac 3/4	PMI	2
EPM	EPM-235	wnsight Glue Viewer - Its Setup and Use	In this session, you'll become familiar with the steps that are necessary to extract schedule data from Open Plan, MS Project, and Primavera. You'll also learn how to use wnsight Glue Viewer to import the data into the wnsight database, as well as enhance your EV analysis with integrated, synchronized, and detailed schedule information.	Intermediate	5/20/2010 10:00 am - 11:00 am	Chesapeake 8	CPE; NASBA	1
EPM	EPM-236	Open Plan Town Hall	Join fellow members of the Open Plan community for this interactive town hall session. We will discuss best practice product implementations, product features, and tips and tricks. You will also have the opportunity to provide product feedback and suggest product enhancements to members of the Open Plan team.	Intermediate	5/18/2010 2:30 pm - 3:30 pm	Potomac 1/2		
EPM	EPM-237	EPM Roundtable - Change Management	Join this roundtable session for a unique opportunity to exchange ideas and best practices with other EPM users. Topics for this session include managing changing resource requirements, managing baseline change requests, keeping visibility to multiple changes in an integrated environment, estimating and incorporating changes into the PMB, and more.	Intermediate	5/20/2010 10:00 am - 12:15 pm	Potomac 3/4	PMI	2
EPM	EPM-238	101 wnsight Tips & Tricks, Part VII	Drawing on over 13 years' experience as a wnsight user and educator, Eleanor returns to the speaker podium with yet another new batch of tips, tricks, and helpful hints. This popular speaker delights in finding shortcuts and new analytical techniques and then sharing them with fellow analysts, and she guarantees an all new set for 2010!	Intermediate	5/19/2010 10:00 am - 11:00 am	Chesapeake 6	CPE; NASBA	1
EPM	EPM-239	EVM Panel / Town Hall	Attend this "meeting of the minds" where Deltek clients from various verticals can come together for an open discussion of EVM topics and concerns.	Intermediate	5/18/2010 5:00 pm - 6:00 pm	Potomac 1/2	PMI	1

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EPM	EPM-240	Replanning Projects Using Cobra	Projects change. A formal replan may be warranted depending on the reason for the change, such as a major shift in the resource profile required to accomplish the remaining work or restrictions to funding. Regardless of the reason, Deltek Cobra makes managing the replan process painless. This presentation will demonstrate how Deltek Cobra can be used to easily and effectively give you the ability to manage your replan while maintaining the visibility you need into historical variances.	Intermediate	5/19/2010 5:45 pm - 6:45 pm; 5/20/2010 11:15 am - 12:15 pm	Chesapeake 6; Chesapeake 10		
EPM	EPM-241	Lockheed Martin MFC's Cost/Schedule Integration and Data Analysis Process	This session provides an overview of Lockheed Martin-MFC's cost/schedule integration process including custom automation procedures, validity reporting tools, and standardization techniques within MS Project, Deltek Cobra, and Deltek wInSight/Glue. Multiple perspectives are incorporated in this best practices session to include Cost Management, Scheduling, and Information Technology backgrounds.	Intermediate	5/19/2010 3:15 pm - 4:15 pm	Chesapeake 8	CPE; NASBA	1
EPM	EPM-242	Master Planning/Scheduling	This session discusses the roles of a Planning/Schedule analyst in the Earned Value process. Topics on the agenda include: MS Project and standardization, MSP to Cobra Integration, MSP to wInSight Integration, and Cost and Schedule Integration Validation. Lessons learned from others in the EV industry will be discussed.	Intermediate	5/19/2010 4:30 pm - 5:30 pm	Chesapeake 10	CPE; NASBA	1
EPM	EPM-243	Accelerated IBR	This overview session covers the award-winning JLTV program and its accelerated 60-day IBR process, including a review of procedure, obstacles and advantages. An innovative program recognized as one of the best managed in the DoD, JLTV's approach is being considered for future rollout.	Intermediate	5/18/2010 5:00 pm - 6:00 pm	Chesapeake 12	CPE; NASBA; PMI	1
EPM	EPM-244	Uncovering Hidden Schedule Integrity Issues	There is an easy, consistent and cost effective way to find hidden schedule integrity issues. Find out how to identify these issues within minutes and ensure that your schedule meets the highest Government and internal standards before your run Risk Analysis or Earned Value Analysis.	Intermediate	5/18/2010 5:00 pm - 6:00 pm	Chesapeake 7		
EPM	EPM-245	MPM as a Tool for Proposal Estimating	Learn the basics of using MPM as a tool for proposal generation. Learn the strengths of the tool set, how to get data into and out of MPM, how to review your proposal and adjust estimates, and finally output the data for inclusion in your Cost Volume Report.	Intermediate	5/18/2010 2:30 pm - 3:30 pm	Chesapeake 10		
EPM	EPM-246	Schedule Optimization through Project Metrics Analysis	Discusses how the use of project metrics can be used to provide a powerful and true insight into schedule quality and avoidance of cost/schedule overruns. Tied to this, the session introduces a new and unique means of flattening large and complex projects through the use of project ribbons. This exciting new reporting technique enables quick and easy slicing and dicing of projects and combined with assessment through project metrics gives a cutting edge insight into how to improve the quality of project plans.	Intermediate	5/19/2010 2:00 pm - 3:00 pm	Chesapeake 11	CPE; NASBA	1
EPM	EPM-247	A Case Study of GAO's Review of Government-wide EVM	"Agencies Need to Improve the Implementation and Use of Earned Value Techniques to Help Manage Major System Acquisitions". Since 2002, GAO has used EV techniques to assess agency performance. Recent reviews have found weaknesses in the implementation of sound EVM programs at various agencies, as well as on the lack of aggressive management action to correct poor performance trends.	Intermediate	5/19/2010 10:00 am - 11:00 am	Chesapeake 11	CPE; NASBA	1
EPM	EPM-248	Implementing an Integrated Project Controls Process for a Federal Agency Program	In August 2007, the FAA made a final investment decision to fund the Surveillance and Broadcast Services (SBS) program which will change the nation's air traffic control system from one that relies on radar technology to a system that uses precise location data from the global satellite network. Enabling this evolution is a proven technology called Automatic Dependent Surveillance-Broadcast (ADS-B). ADS-B is a crucial component of the nation's Next-Generation Air Transportation System, and its implementation over the next 20 years will turn the NextGen vision into a reality.  Given the breadth of the SBS program, implementing a program wide EVMS comes with many challenges. Data must be integrated across several sources such as ITT Corporation (prime vendor), legacy FAA programs, and a variety of program support contractors as well as the federal workforce itself. In addition, the workforce is geographically dispersed. This presentation describes the challenges in more detail, the Linked EVM solution, and the associated lessons learned.	Intermediate	5/19/2010 4:30 pm - 5:30 pm	Chesapeake 11	CPE; NASBA	1
EPM	EPM-249	Implementing EVM on a Government Project; the Good, the Bad and the Ugly	This presentation will be on the pitfalls, lessons learned, and work arounds that have been encountered while implementing an EVM system at a government project (both at NASA and NAVAIR). Also on the agenda? A detailed discussion of the interfaces that were developed at NASA Dryden Flight Research Center between Cobra and Microsoft Project.	Intermediate	5/19/2010 3:15 pm - 4:15 pm	Chesapeake H/I		
EPM	EPM-301	SQL in Cobra	Do you want to get the most of your Cobra data? Using SQL and the SQL Command Utility makes it possible. In this session you will learn how to write SQL statements that extract and update your Cobra data. This session will demonstrate how to set up pre-defined statements with prompts for variables that general users can execute. We will also review security settings that control what kind of SQL statements users can execute. This session is a must for system administrators and power users.	Advanced	5/19/2010 11:15 am - 12:15 pm; 5/20/2010 1:15 pm - 2:15 pm	Chesapeake 9; Chesapeake 11	CPE; NASBA	1
EPM	EPM-302	Open Plan OLE API	Do you want to get the most out of Open Plan? Then join this session and learn how to customize and easily integrate Open Plan with your standard office tools (including Microsoft Office®) using the Open Plan OLE API. Discussion will include application ideas and simple API coding.	Advanced	5/18/2010 2:30 pm - 3:30 pm; 5/20/2010 2:30 pm - 3:30 pm	Chesapeake 7; Chesapeake 11	CPE; NASBA	1
EPM	EPM-303	Getting the Most out of wInSight	Meet your business needs and maximize the benefits of wInSight with this helpful session. Topics include creating and modifying reports and dashboards, using sort windows to manage metrics, and integrating with Microsoft® Windows.	Advanced	5/19/2010 5:45 pm - 6:45 pm; 5/20/2010 1:15 pm - 2:15 pm	Chesapeake 10; Chesapeake 8	CPE; NASBA	1
EPM	EPM-304	Reporting off the MPM Data Warehouse	What is a data warehouse and how does it work? What are the advantages of reporting off of the data warehouse? And, what's the future of the MPM data warehouse and the application of cubes? Get the answers to these questions and many more with this practical, comprehensive overview session.	Advanced	5/19/2010 2:00 pm - 3:00 pm; 5/20/2010 1:15 pm - 2:15 pm	Chesapeake 7; Chesapeake 7		
EPM	EPM-305	Advanced Validation, Alerts, and Filters in wInSight	This session will focus on creating custom wInSight reports for project managers (PMs), control account managers (CAMs), and analysts. Demonstrations will include filtering on data not currently available in the wInSight filter function, highlighting conditions for efficient analysis of multiple elements, creating "Auto-Filter" drop-down lists for filtering by CAM name or organization, and integrating performance data from other systems with wInSight.	Advanced	5/18/2010 5:00 pm - 6:00 pm	Chesapeake 9	CPE; NASBA	1
EPM	EPM-306	Using Apportionment in Your ICAS Management Process	Gain familiarity with the tools and techniques used to optimize integrated schedules and cost plans through the use of Apportionment. Come prepared for a detailed discussion of all aspects of the setup and use of Apportionment, including the demonstration of a model Apportionment usage strategy using both Open Plan and Cobra.	Advanced	5/19/2010 4:30 pm - 6:45 pm	Chesapeake 9	NASBA	2
EPM	EPM-307	OLE Automation	Are manual tasks taking up your most productive hours? Learn how to utilize the powerful OLE tools in Open Plan to create an efficient OLE 2.0 automated process in this informative, practical discussion.	Advanced	5/19/2010 5:45 pm - 6:45 pm	Chesapeake 8	NASBA	1
EPM	EPM-308	Getting the Most out of Open Plan	Become an import/export guru with this advanced session on creating your own scripts for Open Plan. Experienced users will learn how to move data quickly and easily in and out of Open Plan.	Advanced	5/19/2010 10:00 am - 11:00 am	Chesapeake 8	CPE; NASBA	1
EPM	EPM-309	Integrating Cobra with Oracle® Project Accounting	Learn how the Lawrence Livermore National Laboratory successfully integrated and deployed these two systems to provide a scope-based budgeting, planning, and tracking system. This session will cover goals, architecture, approach, and compliance with the ANSI EVMS standard.	Advanced	5/19/2010 2:00 pm - 3:00 pm	Chesapeake 6	NASBA	1
EPM	EPM-310	EPM Roundtable - Forecasting	Join this roundtable session for a unique opportunity to exchange ideas and best practices with other EPM users. Topics for this session include best forecasting techniques, best practices for tracking forecasts at different project phases, value of forecast comparisons, and more.	Advanced	5/19/2010 3:15 pm - 5:30 pm	Potomac 3/4	PMI	2

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EPM	EPM-311	Advanced Report Writing with Cobra 5.0	Join this session and learn to use this powerful system for managing project costs and measuring earned value to create reports that comply with rigorous government standards. This comprehensive session includes Formatting; Understanding grouping and parameters; Relating Calendar Sets to Reporting Periods; Creating and using filters and sorts; and much more!	Advanced	5/20/2010 10:00 am - 11:00 am	Chesapeake 9	CPE; NASBA	1
EPM	EPM-312	Standardization of wnsight Filters for Data Analysis	Through the standardization of wnsight filters for data analysis, this session will demonstrate how all programs across your business can effectively focus on the same key issues. This best practice session explains why filters are important, who creates and runs the filters and at what frequency, and how filters are shared across the business. In addition it identifies guidance for actionable items resulting from the application of filters and demonstrates how the filters are useful in preparation for compliance reviews.	Advanced	5/19/2010 3:15 pm - 4:15 pm	Chesapeake 12	CPE; NASBA	1
EPM	EPM-313	Interfacing Microsoft Project with MPM	This informative session reviews in detail the process of using MSP link to interface Microsoft Project with MPM. The session emphasizes the importance of standardization and illustrates how such standardization has helped Raytheon's business.	Advanced	5/19/2010 4:30 pm - 5:30 pm	Chesapeake 8	CPE; NASBA	1
EPM	EPM-314	IT Custom Automation	This session details how Lockheed Martin interfaces COBRA and wnsight. The agenda includes the how of VBscript, C#, .Net, SQL stored procedures, XML and XLS to generate reports, JAVA to dynamically generate .PDF formats, and Excel COM objects. The discussion will focus on Cost/Schedule Integration tools, the COBRA to wnsight interface, and launching COBRA in multiple environments.	Advanced	5/18/2010 2:30 pm - 3:30 pm	Chesapeake 12	CPE; NASBA	1
EPM	EPM-316	Converting Batch Processing from Cobra 4.7 to Cobra 5.0	This session focuses on converting existing Cobra 4.7 batch process to Cobra 5.0. Discussion topics on the agenda include documenting Cobra 4.7 batch process, reviewing the differences between Cobra 4.7 and Cobra 5.0, and converting, testing and verifying batches.	Advanced	5/18/2010 12:00 pm - 1:00 pm	Chesapeake 12	CPE; NASBA	1
EPM	EPM-317	How Lockheed Martin MS2 improved Open Plan Performance	In this session Lockheed Martin MS2 will present how we improved Open Plan performance by un-rotating Code and User Defined Fields. The un-rotation of these fields can yield big performance gains in environments with large volumes of data. We will discuss our pre-condition, the evaluation process to select which fields to un-rotate, and the process to perform the un-rotation. The lessons learned, special considerations in an integrated environment, and post-process performance metrics will also be discussed.	Advanced	5/19/2010 2:00 pm - 3:00 pm	Chesapeake 8	CPE; NASBA	1
EPM	EPM-318	Deltek MPM Batch Import Conversion Utility	This presentation will provide another way to create saved imports/exports using the Batch Import Conversion Utility (BICU) in MPM. Learn how to create Comma Separated Value (.CSV) files outside MPM and then use the Batch Import Conversion Utility to convert them into saved imports and exports.	Advanced	5/18/2010 5:00 pm - 6:00 pm	Chesapeake 10	CPE; NASBA	1
EPM	EPM-MGS	EPM 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.	Intermediate	5/18/2010 3:45 pm - 4:45 pm	Potomac A/D		
Pre-Conference Workshops	PCW-EPM1	Transitioning to Cobra 5 — What's New in Cobra 5	This workshop is designed to prepare existing Cobra 4.7 users for the transition to Cobra 5. In this workshop, you will review the new Cobra 5 terminology, the new Cobra user interface, navigation and menus, process changes with the use of wizards, converting data, and security. This workshop builds proficiency using Cobra 5, adding significant value to cost management and project control operations. (Add \$550)  Duration: Six hours Prerequisites: Participants should have familiarity with Cobra 4.7.	Beginner	5/17/2010 9:30 am - 4:00 pm	Chesapeake 6	CPE; NASBA; PMI	6
Pre-Conference Workshops	PCW-EPM2	Deltek wnsight Advanced	This advanced, one-day course is intended for the earned value analyst who has completed the wnsight Fundamentals class. The class is taught as a hands-on, computer-based course to enable students to practice and learn powerful tips and techniques. At the conclusion of this class, participants will be able to customize all aspects of wnsight and follow a structured approach to analysis and forecasting. Attendees will practice analyzing data after an over target baseline, customizing and applying workspaces and reports, and tailoring an effective reporting approach for their organization. (Add \$550)  Level: Intermediate Prerequisites: wnsight Fundamentals	Advanced	5/17/2010 9:30 am - 4:00 pm	Chesapeake A	CPE; NASBA; PMI	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

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Insight Track	Code	Title	Abstract	Technical Level	Timeslot	Room	Credit Type	Credit Value
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		
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		

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Insight Track	Code	Title	Abstract	Technical Level	Timeslot	Room	Credit Type	Credit Value
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