

Insight 2010 - GCS Session Catalog								
Insight Track	Code	Title	Abstract	Technical Level	Timeslot	Room	Credit Type	Credit Value
GCS	GCS-101	Financial Reporting and Analysis	Is your senior management team asking you for more flexible financial reports? Come explore the financial reporting possibilities in GCS Premier. See how trend reporting can assist your upper management in making better financial decisions. Run financial statements based on your organization's hierarchy, compare budgeted costs to actuals, and track indirect costs by department.	Beginner	5/18/2010 2:30 pm - 3:30 pm; 5/20/2010 11:15 am - 12:15 pm	Maryland 4; Maryland 4	CPE; NASBA	1
GCS	GCS-102	Impromptu for GCS Premier Customized Reports to Meet your Business Needs	Attend this session to learn how to create reports that are specific to both your business needs and management's requests. You will learn how to extract and sort data based on established criteria, group results, add labels and titles, and so much more. This presentation will provide you with the knowledge and tools necessary to create reports that are custom-fit for your company.	Beginner	5/19/2010 10:00 am - 11:00 am; 5/20/2010 10:00 am - 11:00 am	Woodrow Wilson D; Woodrow Wilson D		
GCS	GCS-103	Ready, Set, Go...GCS Premier Materials - Start to Finish	This session will provide an overview of the Materials Management modules of GCS Premier. See how each module is integrated with other materials modules and also how they are related to the General Ledger. Each module will be discussed to show how they might benefit your organization.	Beginner	5/19/2010 10:00 am - 12:15 pm	Maryland 6		
GCS	GCS-108	Streamline Your Accounts Payable	Is your Accounts Payable department operating at peak performance? Get advice from a GCS Premier client on how to streamline your Accounts Payable process. In this session you'll learn how to reconcile your Open AP Report to the General Ledger, set up your system for EFT transmittals, and use powerful utilities.	Beginner	5/19/2010 4:30 pm - 5:30 pm	Maryland 5	CPE; NASBA	1
GCS	GCS-109	Cool Tips for Using GCS Premier	Come discover time-saving tips and tricks when using GCS Premier! An experienced user will demonstrate the cool features that are available in GCS Premier, including, how to modify entry screens, decipher error and warning messages, quickly set up user rights, use inquiry screens and online help, and much, much more.	Beginner	5/18/2010 3:45 pm - 4:45 pm; 5/20/2010 2:30 pm - 3:30 pm	Maryland 2; Maryland 2	CPE; NASBA	1
GCS	GCS-112	Labor Categories	What are Labor Categories and how do you use them effectively and efficiently? This session will review everything about Labor Category and Employee Workforce set up. You will be able to follow Labor Categories as they move from GCS Premier to Time & Expense and back again. This information will help you improve the accuracy of your employee labor charging and billing process, and also help you understand your project reports and answer the question - who charged their time to this project?	Beginner	5/18/2010 12:00 pm - 1:00 pm	Maryland 3	CPE; NASBA	1
GCS	GCS-115	Get Your Company's Fixed Assets and GFE Under Control	If you're tracking your company assets and depreciation on spreadsheets, this class is for you. See how the Fixed Assets module can simplify asset tracking, auto-calculate depreciation and post to the ledger, and track government-furnished equipment. We'll also discuss reporting options.	Beginner	5/19/2010 2:00 pm - 3:00 pm	Maryland 6	CPE; NASBA	1
GCS	GCS-117	GCS Premier Analytics - Analyze Your Business a Whole New Way	Are your executives tired of looking through piles of reports to make critical business decisions? Learn how GCS Premier Analytics can get rid of those piles and put the information you need at your fingertips. Hear how an existing client is utilizing GCS Premier Analytics in their day-to-day operations to identify and mitigate risks, and to provide visibility into their business' performance.	Beginner	5/19/2010 2:00 pm - 3:00 pm; 5/20/2010 10:00 am - 11:00 am	Maryland 1; Maryland 5		
GCS	GCS-118	GCS Premier's Newest Module - Premier Billing	Trouble meeting contract required invoice formats? Do you need to add certification text or signature lines to your billing invoices? Premier Billing, GCS Premier's Excel based billing, is the answer! This new and exciting functionality will simplify the invoicing process by providing flexible and customizable options to the GCS Premier invoice formats. If you're responsible for your company's invoicing, mark this session as a "can't miss!"	Beginner	5/19/2010 11:15 am - 12:15 pm	Maryland 4		
GCS	GCS-120	Let GCS Premier Handle Your HR Reporting Requirements	Come see how you can use the GCS Premier Human Resources module to the fullest extent. By maintaining key fields in the Employee Master file, you can then let GCS Premier create all your necessary reports including EEO, VETS-100, and Workers Comp. Did you know that you can also use user-defined fields in the Employee Master file to store additional information that is easily extracted into reports by using either Impromptu or DataPort?	Beginner	5/19/2010 2:00 pm - 3:00 pm	Maryland 3	CPE; NASBA	1
GCS	GCS-121	A Fast and Efficient Way to Process Your Payroll	Learn time-saving tips to take the payroll punch out of the payroll crunch. This session will provide a detailed look at the GCS Premier Payroll process including creating direct deposits, processing tax deposits, and transmitting the payroll information to the bank. We will also discuss reconciling payroll to labor distribution, handling bonuses, specifying special deductions, and making timesheet changes after the period is closed.	Beginner	5/19/2010 3:15 pm - 4:15 pm	Maryland 5	CPE; NASBA	1
GCS	GCS-122	Purchasing Tips and Tricks	Are you using your GCS Premier Purchasing system to its fullest capabilities? This session will cover Customer Care's top 25 most commonly asked questions about Purchasing/Receiving. You will also learn how properly setting up and using this module will save time and money. And, we will answer the burning question...What is a line type and why do I need it?	Beginner	5/19/2010 5:45 pm - 6:45 pm; 5/20/2010 10:00 am - 11:00 am	Maryland 2; Maryland 6	CPE; NASBA	1
GCS	GCS-123	GCS Premier and GovWin/Costpoint CRM a Perfect Match to Win New Business	This session will provide an introduction to GovWin/Costpoint CRM, the business development and capture management solution for all government contractors. You will hear from a GCS Premier client on how they have put GovWin/Costpoint CRM to work in their organization. This session will also provide details on how they integrate GCS Premier data with GovWin/Costpoint CRM, as well as how they use roles, workflows, and scheduled reports to assist in managing the information.	Beginner	5/18/2010 2:30 pm - 3:30 pm	Maryland 2	CPE; NASBA	1
GCS	GCS-201	Tips & Tricks for Creating Premier Billing Templates	Learn how to create billing templates that suit your needs as well as your customer's. In this class, you'll learn how to build tables to look up labor category descriptions, hide rates so they can't be determined from the bill, and combine bills that use two different rates. Additional tips and tricks will be discussed.	Intermediate	5/19/2010 10:00 am - 11:00 am	Maryland 3	CPE; NASBA	1
GCS	GCS-202	Everything You Need to Know About Calculating Revenue	Come to this fast-paced session that discusses revenue calculation options for Cost Plus, Time & Material, and Fixed Price contracts. Discuss and learn the setup techniques that will make calculating revenue using GCS Premier a breeze. This session will review setup options in the Contract Master File, as well as how to process revenue adjustments and how to use the Summary Budgets' Ceiling File.	Intermediate	5/18/2010 2:30 pm - 3:30 pm; 5/20/2010 11:15 am - 12:15 pm	Maryland 5; Maryland 5	CPE; NASBA	1
GCS	GCS-204	Manage Your Subcontractors in GCS Premier Purchasing	To some extent, almost all government contractors use subcontractors. This session will show you how GCS Premier can help you to manage your subcontractors from project start to finish. From setting up purchase orders and capturing time and expenses, to processing payments and billing for their time, this class will benefit anyone working with subcontractors.	Intermediate	5/19/2010 2:00 pm - 3:00 pm	Maryland 4	CPE; NASBA	1
GCS	GCS-205	Let Time Collection Monitor Overtime Validations For You	Continuously changing overtime regulations are requiring businesses to strictly monitor their employees' time entry. This process becomes even more complicated if you have employees in multiple states with varying overtime rules. Come see how Time Collection can help you manage your varying overtime regulations. This session will discuss Federal and State overtime regulations, how to set up different configuration options, and a demonstration of the rules in action.	Intermediate	5/19/2010 10:00 am - 11:00 am; 5/20/2010 11:15 am - 12:15 pm	Maryland 2; Maryland 3	CPE; NASBA	1
GCS	GCS-206	GCS Premier Analytics - Getting Started	This session will discuss everything from an introduction of GCS Premier Analytics to installation, implementation, and administration of your new system. We'll review how to upload data directories, make auditing changes, schedule data uploads, and use best practices at month end. You'll also learn how to reconcile the charts and grids back to GCS Premier, analyze the trend reporting, and download into Excel or PDF.	Intermediate	5/19/2010 3:15 pm - 4:15 pm	Woodrow Wilson D		
GCS	GCS-207	Diving into GCS Premier datafiles with DataPort	Learn how to create and use DataPort reports to answer frequently asked questions and create monthly reports. Examples of reports that will be profiled include various billing reports, employee rosters, and a listing of projects by manager. See the various output options you can use to examine your data.	Intermediate	5/19/2010 2:00 pm - 3:00 pm	Maryland 2	CPE; NASBA	1
GCS	GCS-208	Using Preprocessors to Save Time	Are you using another system for payroll, human resources, budgets, or timesheets? Do you spend too much time entering the same data in two systems? Preprocessors enable you to use spreadsheets to get information from other systems into GCS Premier. In this class you will learn how to reduce duplication of effort and eliminate inconsistencies. If you can get data into a spreadsheet, you can get it into GCS Premier.	Intermediate	5/19/2010 4:30 pm - 5:30 pm	Maryland 4		

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GCS	GCS-209	Pool Structures for Every Client Level	This session will provide information about matching pool structures to client size for maximum efficiency. Explore the Federal Acquisition Regulation (FAR) regulations regarding indirect costs and their relationship to pools. We will review facets of the indirect pool file and service centers as additional tools, and explore how divisions and multiple fringe and overhead pools can assist in maximum cost recovery and increased profit.	Intermediate	5/18/2010 3:45 pm - 4:45 pm	Maryland 6	CPE; NASBA	1
GCS	GCS-210	Managing Your Financial Commitments	Do you struggle with managing your subcontractor billings? Are you having difficulty managing material costs? Are you surprised with costs appearing on your contracts or indirect accounts? Let GCS Premier do the work for you. In this class we'll review the Purchasing module and how it can assist you in managing your financial commitments.	Intermediate	5/18/2010 2:30 pm - 3:30 pm	Maryland 6	CPE; NASBA	1
GCS	GCS-211	Don't Stop BeLEAVEin!	If you've experienced challenges reconciling, accruing, or correcting leave balances in GCS Premier, this class is for you. We will discuss where leave is stored, how you can track leave in Time Collection, and how to handle different types of leave. We'll also review how to handle comp time and banked holiday time, along with the timing of leave.	Intermediate	5/19/2010 3:15 pm - 4:15 pm	Maryland 3	CPE; NASBA	1
GCS	GCS-212	Upgrading to GCS Premier v5.0	Are you still running GCS Premier v4.x? It's time to upgrade to GCS Premier v5.0. Learn all the tips and benefits of upgrading. This session will focus on the technical steps to move to v5.0. We will review upgrade paths to v5.0, role-based security, Premier Billing installation, and supported platforms.	Intermediate	5/19/2010 10:00 am - 11:00 am; 5/20/2010 10:00 am - 11:00 am	Maryland 1; Maryland 1	CPE; NASBA	1
GCS	GCS-213	Streamline Your Invoicing Process	Does your company experience payment delays due to invalid invoices? If preparing valid invoices takes longer than it should, this class is for you. We'll walk you through the invoicing process from contract setup through invoice posting. We will also identify ways that you can use GCS Premier to reduce errors, adhere to contract requirements, and accelerate cash receipts.	Intermediate	5/18/2010 12:00 pm - 1:00 pm	Maryland 4	CPE; NASBA	1
GCS	GCS-214	Security - An All Access Pass	Is your company growing, and you need to pay more attention to WHO has access to WHAT areas of GCS Premier? This session will explain the various security settings for GCS Premier, including restricting screen level access, contract security, and divisional security. We will also review template security within GCS Premier Billing and setup options in GCS Premier Analytics.	Intermediate	5/19/2010 5:45 pm - 6:45 pm; 5/20/2010 1:15 pm - 2:15 pm	Maryland 4; Maryland 1	CPE; NASBA	1
GCS	GCS-216	Use Miscellaneous Functions to Simplify your job	Are you constantly scrolling through old and unused records and data? Do you spend a lot of time attempting to reconcile to summary records? Or do you simply need to find more hours in the day to get your job done? Let GCS Premier do the work for you. In this class we'll review the Miscellaneous Functions in all modules of GCS Premier and how they can streamline your job.	Intermediate	5/18/2010 3:45 pm - 4:45 pm	Maryland 1	CPE; NASBA	1
GCS	GCS-217	Red Flag Reporting in Impromptu® for GCS Premier	This session will change the focus away from the standard list reports most users create. Instead we will analyze data to find deviations that can be easily overlooked due to keystroke errors or a lack of proper database administration.	Intermediate	5/19/2010 11:15 am - 12:15 pm	Woodrow Wilson D	CPE; NASBA	1
GCS	GCS-218	Leveraging Deltek for Maintaining DCAA Compliance	This session will outline how Deltek and a proper control environment can help a company maintain DCAA compliance and avoid problems with DCAA top audit issues: Indirect Rates, Labor and Timekeeping, Unallowable Costs, and Internal Control Systems. Case studies will be presented to illustrate how a Deltek partner works with its clients, in conjunction with Deltek, to maintain DCAA-approved accounting systems.	Intermediate	5/18/2010 12:00 pm - 1:00 pm	Maryland 6	CPE; NASBA	1
GCS	GCS-219	Using GCS Premier and Cognos Impromptu to Submit a Compliant Incurred Cost Submission (ICE)	In this session, we will demonstrate how to extract the data that is used to populate the compulsory and optional schedules needed to satisfy the requirements for a compliant Incurred Cost Submission to DCAA. We will present a sample of our custom Impromptu reports that furnishes the requirements for the Indirect Schedules (A-E) and the Direct Cost Schedule (H). Additionally, using the data we have presented, we will provide a sample of "Checks and Balances" to reports produced from GCS Premier, thereby ensuring a fully compliant and consistent approach to this submission.	Intermediate	5/18/2010 3:45 pm - 4:45 pm; 5/20/2010 2:30 pm - 3:30 pm	Maryland 3; Maryland 2	CPE; NASBA	1
GCS	GCS-220	Month-End Reconciliations Made Easy	Month-end reconciliations are a necessary evil for all accountants. Attend this session and ease your pain and stress at month-end. GCS Premier features key reports, utilities, and a model for reconciling the Contracts module to the General Ledger.	Intermediate	5/18/2010 3:45 pm - 4:45 pm; 5/19/2010 5:45 pm - 6:45 pm	Maryland 5; Maryland 5	CPE; NASBA	1
GCS	GCS-221	Maximizing Deductions and Employer Contributions	Review some tips and tricks to simplify the Payroll/Human Resources module of Deltek GCS Premier. In this class, we'll review the mass updates utility, how to process a mid-year deduction code change, setting up taxability deductions, how to handle State Disability Insurance (SDI), and much more.	Intermediate	5/19/2010 11:15 am - 12:15 pm	Maryland 3	CPE; NASBA	1
GCS	GCS-222	Simplifying Your Expense Processing	This session on advanced features of Expense for GCS Premier clients is sure to increase efficiency and enhance your user experience. Learn how to speed processing time by using the AMEX/VISA Interfaces and Per-Diem Preprocessor.	Intermediate	5/19/2010 5:45 pm - 6:45 pm; 5/20/2010 2:30 pm - 3:30 pm	Maryland 3; Maryland 3	CPE; NASBA	1
GCS	GCS-223	Using the WAWF Feature, the Key to Billing Success	Bring your billing processes to a new level by automatically creating the WAWF invoice and output files. See how easily the GCS Premier WAWF functionality is initialized and how quickly your cash flow will increase by decreasing the days your receivables are outstanding.	Intermediate	5/20/2010 10:00 am - 11:00 am	Maryland 4	CPE; NASBA	1
GCS	GCS-224	Surviving DCAA Audits with GCS Premier	GCS Premier is a powerful tool for surviving DCAA Audits. In today's environment, there is increased scrutiny over compliance and a focus on transparency in the federal marketplace. Do not let a failed audit limit your federal opportunities. Learn how to maximize GCS Premier to survive your next encounter with DCAA.	Intermediate	5/19/2010 11:15 am - 12:15 pm	Maryland 2	CPE; NASBA	1
GCS	GCS-225	Automating Your Bank Reconciliation	Whether you are currently using or considering implementing the GCS Premier Bank Reconciliation, this session will benefit you. The agenda includes the Bank Reconciliation File, the journals which post to the Bank Reconciliation, the monthly reconciliation steps, reports, an overview before you initialize the system, and FAQs.	Intermediate	5/19/2010 3:15 pm - 4:15 pm	Maryland 1	CPE; NASBA	1
GCS	GCS-226	Billing Guidelines and Best Practices	Are your customers rejecting some of your invoices? Are your invoices taking weeks to prepare, rather than hours? Hear our experts detail the timesaving features of the GCS Premier Billing module. Topics on the agenda include keys to maximizing your utilization of the Billing Worksheet, handling Not-to-Exceed ceilings, and accommodating non-billable items.	Intermediate	5/19/2010 10:00 am - 11:00 am	Maryland 4	CPE; NASBA	1
GCS	GCS-227	Budgeting	Are your project reports missing something? Oh, right...budgets! Provide your project managers with more meaningful reports—give them budget vs. actual variances. Discover both the Budgeting and estimate-to-complete (ETC) in GCS Premier. We'll discuss the features of each module and how they can be used to help you budget your projects. We will also cover budget upload options.	Intermediate	5/19/2010 4:30 pm - 5:30 pm	Maryland 3	CPE; NASBA	1
GCS	GCS-228	What's New with Time & Expense	Are you currently using Time & Expense? Then you'll definitely want to attend this session covering the major enhancements in version 8. This session will also review some of the most frequently overlooked administrative features available in Time & Expense, such as: enhanced expense corrections, lodging rate override, government per diem changes with incidentals, mass timesheet correction, and a sneak peak at the future Blackberry for Time Collection enhancement.	Intermediate	5/18/2010 12:00 pm - 1:00 pm; 5/19/2010 4:30 pm - 5:30 pm	Maryland 1; Maryland 2	CPE; NASBA	1
GCS	GCS-229	GCS Premier Revenue Roundtable discussion	This client-driven session will include topics related to revenue recognition: deciding what revenue formula to use based on contract terms, determining when to recognize revenue, accounting for award fees, how have you solved your most challenging revenue issues, and so on. At the start of the session, we will invite you to recommend additional topics, so bring your ideas!	Intermediate	5/20/2010 11:15 am - 12:15 pm	Potomac 5/6		
GCS	GCS-230	GCS Premier Billing Roundtable discussion	This client-driven session will include topics related to billing: deciding what billing formula to use based on contract terms, how to speed up your billing process, billing award fees, how have you solved your most challenging billing issues, are you subject to ACNR billing and how did you handle this billing process. Has your company utilized Premier Billing to solve specific billing issues? At the start of the session, we will invite you to recommend additional topics, so bring your ideas!	Intermediate	5/19/2010 5:45 pm - 6:45 pm	Potomac 3/4		

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GCS	GCS-231	Automate Leave Requests through Deltek Time Collection	Tired of managing paper leave requests? Not sure which employees scheduled time off for the holidays or summer vacations? Let Time Collection go to work for you. By using the employee Work Schedule feature you can automate this process, allowing employees to request time off electronically and route the request to managers for approval automatically. See how managers can review their employees' leave balances, approve or reject the request for time off, and view a listing of their employees' work schedules.	Intermediate	5/18/2010 3:45 pm - 4:45 pm; 5/20/2010 11:15 am - 12:15 pm	Maryland 4; Maryland 2	CPE; NASBA	1
GCS	GCS-301	Unbilled Receivables - Are You Invoicing All Your Costs?	Are you invoicing all your costs? Do your accounting practices include periodic analysis of the unbilled receivable balance? Don't worry, we've got you covered. Join us for a discussion on the importance of analyzing your unbilled receivables. Learn to examine the major components of the unbilled balance and interpret the Unbilled AR Report, and then begin maintaining all those unbilled accounts.	Advanced	5/19/2010 3:15 pm - 4:15 pm; 5/20/2010 2:30 pm - 3:30 pm	Maryland 4; Maryland 4	CPE; NASBA	1
GCS	GCS-302	The Compliant Purchasing System You've Been Looking For	This session will provide tips on how to set up and maintain your GCS Premier Purchasing module for proper compliance. Learn how to incorporate your company's policies to assist in receiving certification for a compliant purchasing system whether it is for ISO, CPSR, or other auditing agency. GCS Premier Purchasing lets you document changes, deletions, and revisions to purchase orders. We'll also discuss how specific fields help you keep your purchasing processes compliant, including PO Comment, PO Standard Text, and Extended Descriptions.	Advanced	5/19/2010 4:30 pm - 5:30 pm	Maryland 6	CPE; NASBA	1
GCS	GCS-303	Enhance Integration Between GCS Premier and Time Collection	Get the most out of GCS Premier and Time Collection. This session is packed full of tips and tricks sure to increase the efficiency of your electronic timesheet processing. A Deltek consultant will demonstrate the process flow and provide insight into the inter workings of the Time Collection and GCS Premier interface. Frequently asked support questions and resolutions are key to this interactive discussion.	Advanced	5/19/2010 10:00 am - 11:00 am; 5/20/2010 11:15 pm - 2:15 pm	Maryland 5; Maryland 4	CPE; NASBA	1
GCS	GCS-304	GCS Premier Database Maintenance	This session will answer questions like... Should I delete old contracts? Should I purge the labor distribution file? Should I make a backup of my database each month? How do I access my old databases? Can I reuse a contract number? Come learn the answers to these questions and many more!	Advanced	5/18/2010 2:30 pm - 3:30 pm	Maryland 1	CPE; NASBA	1
GCS	GCS-305	Steps to a Hassle-Free Month End	Having trouble closing your month? Nervous that you've forgotten something or that you're closing too late? This session will guide you through a hassle-free month end. Learn the steps for closing the month efficiently and effectively, to ensure accurate and timely financial reporting. We will also review how to back up your information and keep the right data in the right period.	Advanced	5/18/2010 12:00 pm - 1:00 pm	Maryland 5	CPE; NASBA	1
GCS	GCS-306	How to Properly Handle Unallowable Costs	This session will review the current regulations for classifying and burdening unallowables per DCAA. Our experts will discuss best practices and options for handling unallowables within GCS Premier as well as explore the differences between G&A, Overhead, and Project Unallowables.	Advanced	5/19/2010 2:00 pm - 3:00 pm; 5/20/2010 11:15 am - 12:15 pm	Maryland 5; Maryland 6	CPE; NASBA	1
GCS	GCS-307	Service Centers - Best Practices and Alternative Uses	Service Centers in GCS Premier can go beyond just allocating facility costs. They can be used to assist with other unique and/or complicated allocations. In addition, this session will address some of the pitfalls to avoid when setting up and using service centers.	Advanced	5/19/2010 3:15 pm - 4:15 pm	Maryland 6	CPE; NASBA	1
GCS	GCS-308	Common Technical Errors and their Resolutions	Arm yourself with the knowledge to troubleshoot, resolve, and avoid common technical issues related to Deltek GCS Premier. During this session, a senior technical support consultant will review technical errors and their resolution options. Attendance in this session is sure to increase efficiency and decrease downtime.	Advanced	5/18/2010 12:00 pm - 1:00 pm; 5/20/2010 11:15 am - 12:15 pm	Maryland 2; Maryland 1	CPE; NASBA	1
GCS	GCS-309	GCS Premier to Costpoint Migration	Is your business changing in strategy or complexity? Is your company going through growth that is increasing your manual processes? During this session, you will learn about how Costpoint can handle your organization's changing structure and needs. Additionally, you will learn how Deltek's implementation methodology will ensure an easy and successful migration.	Advanced	5/19/2010 4:30 pm - 5:30 pm; 5/20/2010 10:00 am - 11:00 am	Maryland 1; Maryland 3		
GCS	GCS-310	Maximizing Impromptu's Power – Advanced Reporting Techniques	Are you tired of the same old boring list reports? Take your GCS Premier reporting to the next level using the techniques discussed in this session. Topics include, but are not limited to, union queries, reporting from multiple data sources, reverse crosstabs, drill-through reports, conditional formatting, hotfiles, and macros.	Advanced	5/19/2010 2:00 pm - 3:00 pm; 5/20/2010 11:15 am - 12:15 pm	Woodrow Wilson D; Woodrow Wilson D	CPE; NASBA	1
GCS	GCS-311	Interpreting the Statement of Indirect Expenses	The Deltek GCS Premier Statement of Indirect Expenses (SIE) is critical to understanding your indirect rates and rate structures fully. Attend this session and unlock the mysteries of the SIE! Topics for the session include a discussion on the differences between Company-Wide and Divisional Reports, tiering, variances, and unallocated amounts. Learn as a Deltek expert provides tips and tricks and reveals the power behind this valuable GCS Premier report.	Advanced	5/19/2010 11:15 am - 12:15 pm; 5/20/2010 1:15 pm - 2:15 pm	Maryland 5; Maryland 5	CPE; NASBA	1
GCS	GCS-312	Add Flexibility to Your Financial Reporting	Learn how the Organizational Breakdown Structure (OBS) empowers you to deliver flexible financial reports to your executives, providing key data for their decision-making. A GCS Premier consultant will walk you through the process of initializing, updating, and troubleshooting the addition of an Organizational Breakdown Structure to your General Ledger.	Advanced	5/19/2010 5:45 pm - 6:45 pm	Maryland 1	CPE; NASBA	1
GCS	GCS-313	Pay Types: Handling Hazard Pay and COLA Requirements	The list of hazard pay approved duty stations is growing, and more organizations are striving to streamline the processing of additional compensation to employees performing duties under hazardous conditions. This session examines the GCS Premier functionality available and reviews proven best practices for handling hazard pay situations. We also explain how to make sure employees are reimbursed properly and how to invoice these items correctly. This session also reviews automation considerations using Time Collection.	Advanced	5/18/2010 2:30 pm - 3:30 pm	Maryland 3	CPE; NASBA	1
GCS	GCS-314	Advanced Setup Decisions for Your New Contract	Learn how the Work Breakdown Structure (WBS) can help you initialize your contracts for billing, reporting, and management. This session covers one of the most important decisions in setting up a new contract, which is determining the task requirements in the Contract Master File. You will also gain an in-depth understanding of the impact that the Task Revenue and Task A/R options have on the General Ledger, Job Summary reports, Unbilled reports, AR reports, and cash receipts.	Advanced	5/19/2010 4:30 pm - 5:30 pm	Woodrow Wilson D	CPE; NASBA	1
GCS	GCS-MGS	GCS 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 5:00 pm - 6:00 pm	Potomac A/D		
Pre-Conference Workshops	PCW-GCS1	GCS Premier Billing Workshop	To meet today's contract billing requirements, invoices require customization. The GCS Billing Workshop is designed to simplify the invoice customization process. This workshop will focus heavily on editing master templates and creating new templates. We will review available fields, calculations, and repeating fields. A complete Premier Billing cycle, including mapping templates and invoice generation, will be detailed to maximize the efficiency of invoice production. The workshop includes extensive, comprehensive exercises. (Add \$550) Level: Intermediate — Application User Duration: Six hours Prerequisites: GCS Premier Fundamentals and GCS Premier Billing	Intermediate	5/17/2010 9:30 am - 4:00 pm	Chesapeake B	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

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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		
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

Insight 2010 - GCS Session Catalog

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