

Insight 2011 Costpoint and Cross-Track Session Catalog							
Track	Topic Code	Title	Abstract	Session Timeslot	Room Name	Primary Speaker	Credit Type
Costpoint	CP-100	Project or Sales Order Billing – Which is Best for You?	Which Billing method should I use? This session is designed to answer this key question. We will compare the features and criteria of each method so that you can make an informed decision, based on the terms of your contract.	May 19 2011 11:00AM - 12:00PM	Hermitage A/B	Brenning, Gary	NASBA
Costpoint	CP-102	Technical Insight: Costpoint 6.1 and 7.0	Learn about the latest technical features in Costpoint 6.1 and 7.0. Topics such as support for single sign-on, using Web application rights in client server, web services, and enhancements to Costpoint Web User interface in 6.1 SP2 and 7.0 will be discussed among many others. You will take a tour of the latest enhancements and review some of the fundamentals as well.	May 17 2011 2:00PM - 3:00PM	Tennessee B	Tyles, Dmitri	
Costpoint	CP-103	VSE - Improving Performance Management with Costpoint Enterprise Reporting (formerly DPM) and Costpoint Analytics	Join Dave Chivers, CIO of VSE Corporation, as he discusses how VSE is improving company performance management with Costpoint Enterprise Reporting and Costpoint Analytics. Dave will recap the planning and execution that supported VSE's deployment. He will also discuss the lessons that VSE learned along the way, the specific benefits they have realized, and what they would do differently.	May 19 2011 8:30AM - 9:30AM	Cheekwood G/H	Chivers, David	NASBA
Costpoint	CP-104	Looking Ahead at Costpoint Technology	Come learn about the technology enhancements we are exploring for the next major release of Costpoint. Topics will include integration with industry-leading content management systems, personalization and customization frameworks to tailor the product to the needs of your organization, portlet enablement with the integration console, and more. We will encourage your feedback.	May 19 2011 8:30AM - 9:30AM	Tennessee B	Tyles, Dmitri	
Costpoint	CP-105	Costpoint Enterprise Reporting (formerly DPM) in a Manufacturing Environment	Are you considering using Costpoint Enterprise Reporting in your manufacturing environment? This session will show you how quickly you can adapt to this business intelligence tool. We will discuss both the easy-to-use, drag-and-drop Query Studio tool for the beginner and the more advanced Report Studio for complex report development. For example, you will learn how Event Studio can alert you by email when pre-defined conditions are met.	May 17 2011 3:15PM - 4:15PM	Cheekwood G/H	Hallahan, Ed	NASBA
Costpoint	CP-106	Generic Billing Formats - A Different Way to Invoice	This session will focus on customizing invoice layouts to meet your customers' needs. We will discuss the process of setting up different billing formats for Time and Materials, Cost Plus, and Unit-based invoices. You will also learn tips for setting up supporting schedules to serve as backups for your invoices.	May 18 2011 9:45AM - 10:45AM	Tennessee B	Carrillo, Trudy	NASBA
Costpoint	CP-107	Multiple Companies and Costpoint	In this session we will cover the options for handling multiple companies in Costpoint and review the pros and cons of each option. We will provide examples and considerations for each solution, along with an overview of how to implement each one.	May 19 2011 8:30AM - 9:30AM	Cheekwood A/B/C	Betz, John	NASBA
Costpoint	CP-108	AppGRC for Costpoint - Getting the Right Data Out Of Costpoint	In this session, learn the risks associated with wrong settings or master data and the best practices to ensure data integrity. We will cover the consequences of processing using wrong settings and data, the methods for ensuring that settings and master data have good integrity, and the roles of automation and people in validating results.	May 18 2011 3:15PM - 4:15PM	Cheekwood A/B/C	Suffers, Ronald	NASBA
Costpoint	CP-109	Executive Introduction: Interface Techniques and Event Driven Processing	This presentation introduces executives to interface technologies including SOA, messaging, queuing, batch processing, and event-driven messaging. The presentation will establish the business benefits of each method, identify ways to establish a return on investment, and discuss management challenges with delivering new technologies into a company's business environment. This session is introductory and is designed to generate a dialogue with management.	May 17 2011 4:30PM - 5:30PM	Hermitage D	Brady, Jason	NASBA
Costpoint	CP-116	Understanding the Data Exported to Time and Expense	This session will explain the content of, and sources of, the data files that are generated in Costpoint and sent to Time and Expense. Knowing the data sources will make it easier for Time and Expense system administrators to troubleshoot issues.	May 19 2011 8:30AM - 9:30AM	Hermitage D	Hofheimer, Debbie	NASBA
Costpoint	CP-118	Capturing Leave in Costpoint and Time Collection	This session will provide a basic understanding of how to set up Leave. We will explain how accruals and used leave are captured in Costpoint and Time Collection. We will also discuss the Leave Modifier function and explain how to set it up. You will learn how and when the General Ledger is affected by leave, as well as how to make leave corrections in Costpoint or in Time Collection.	May 17 2011 3:15PM - 4:15PM	Hermitage D	Hofheimer, Debbie	NASBA
Costpoint	CP-134	Deltek Business Performance Management Overview: Plan, Monitor, and Analyze	What makes up Deltek Business Performance Management and how does each component fit your needs? In this session, learn how you can get timely and accurate access to project and corporate information to plan, monitor, and analyze your business. We will explore how to reach stakeholders across the enterprise - executives, project managers, accountants, HR/Payroll managers, and purchasing agents.	May 17 2011 2:00PM - 3:00PM	Hermitage D	Gibbs, Carol	
Costpoint	CP-136	Costpoint Analytics: Analytical Dashboards for Executives – Beginner Session	Come join us for the unveiling of Costpoint Analytics. Costpoint Analytics delivers pre-integrated, role-based, interactive dashboards, which make it possible to slice and dice data. In this first release, Costpoint Analytics makes key business metrics easily visible, providing executives with quick access to important data. We will conduct live demos and discuss how government contractors can use Costpoint Analytics to meet their business goals.	May 17 2011 2:00PM - 3:00PM	Tennessee C	Mehta, Nikki	

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Costpoint	CP-136	Costpoint Analytics: Analytical Dashboards for Executives – Beginner Session	Come join us for the unveiling of Costpoint Analytics. Costpoint Analytics delivers pre-integrated, role-based, interactive dashboards, which make it possible to slice and dice data. In this first release, Costpoint Analytics makes key business metrics easily visible, providing executives with quick access to important data. We will conduct live demos and discuss how government contractors can use Costpoint Analytics to meet their business goals.	May 18 2011 9:45AM - 10:45AM	Tennessee A	Mehta, Nikki		
Costpoint	CP-149	Proposals with Costpoint Budgeting and Planning	This session focuses on how program managers can leverage the Bid and Proposal module in Costpoint Budgeting and Planning. We will cover how to create and manage proposals to increase accuracy and then adopt the proposal as the Project Budget after the contract award.	May 19 2011 9:45AM - 10:45AM	Hermitage D	Leach, Layne	NASBA	
Costpoint	CP-153	Improve Your Procurement Process	Do you want to improve your procurement process? How about preventing common procurement issues before they happen? In this session learn how to expedite your procurement cycle by avoiding common pitfalls.	May 19 2011 8:30AM - 9:30AM	Hermitage A/B	Brenning, Gary	NASBA	
Costpoint	CP-157	Docs for Deltek: Paperless Purchase Requisitions with Automated Approval Management	If your company relies on Costpoint software, ECP can help with a suite of fully integrated products that are built using industry-leading document management and workflow technology. Our REQConnect product makes it possible for you to create, route, and track electronic purchase requisition forms and attach unlimited supporting documentation. REQConnect can dramatically improve the management and auditability of your organization's purchasing process.	May 19 2011 9:45AM - 10:45AM	Cheekwood A/B/C	Nero, Tim		
Costpoint	CP-158	Improve Your Day to Day Operations with Materials Management	Are you a systems integrator or project manufacturer? Need engineering design or materials planning? How about procurement or inventory? Costpoint's Materials Management Suite offers functionality that you can use to improve your day-to-day business operations.	May 18 2011 11:00AM - 12:00PM	Jackson E/F	Bodett, David		
Costpoint	CP-161	Tips and Tricks of Project Setup	In this session you will learn how to set up a project from start to finish, with a special focus on Time and Materials projects. We will also talk about different levels of project validation (PAG, PAW, POW, and POA), project security, and the different ceiling options available.	May 18 2011 11:00AM - 12:00PM	Tennessee B	Manning, Martha	NASBA	
Costpoint	CP-163	What's New in Enterprise Planner 10.1?	Enterprise Planner 10.1 features exciting new performance and stability changes which will increase model boundaries, provide lower total cost of ownership and dramatically improve performance of new and existing models. Learn what this means for you and your user community, and find out how you can take full advantage of the release.	May 19 2011 8:30AM - 9:30AM	Jackson E/F	Rich, Ronnie		
Costpoint	CP-164	Employee Self Service: Basics and More	This session will cover the basic Costpoint screens that you use to set up Employee Self Service. We will discuss how these screens relate to the Payroll and Benefits modules in Costpoint. We will also look at lesser-known features of ESS and how you can use them to enhance and automate ESS processes.	May 17 2011 2:00PM - 3:00PM	Jackson A/B	Scicluna, Natalie	NASBA	
Costpoint	CP-165	Human Resources in a Box	In this session you will learn how SilkRoad enhances several basic Human Resources functions via the web, including Performance Management and On boarding. We will also discuss how SilkRoad integrates with Costpoint.	May 18 2011 2:00PM - 3:00PM	Jackson C/D	Johnson, Nicolette		
Costpoint	CP-167	Do it Yourself! Authoring Reports with Query Studio and Integrating with Microsoft Office	Many organizations will tell you that Query Studio is one of the biggest differentiators between Impromptu and Costpoint Enterprise Reporting. With Query Studio, you can author your own reports and ad hoc queries, without the help of your IT staff. In addition, you can integrate your system with Microsoft Office so that you are able to update your reports automatically with Excel, PowerPoint, and Word.	May 19 2011 8:30AM - 9:30AM	Tennessee A	Smith, Penelope	NASBA	
Costpoint	CP-173	What's New in Costpoint 7 for Projects?	This session will cover some of the new project features that will be available in Costpoint 7. For example, do you have Time and Materials invoices that customers will not pay because the invoice total does not agree with the amount derived when you multiply the billable hours by the rate? We have solved this problem, among others, in Costpoint 7. Join us for a detailed discussion of this and other new features of the Costpoint 7 release.	May 18 2011 8:30AM - 9:30AM	Tennessee B	Clark, Kimberly		
Costpoint	CP-174	Costpoint 7 - The User Experience	This session will present the all-new Costpoint 7 user experience, including a live demonstration of the new user interface. We will cover common system interactions such as logging in for the first time, retrieving data, and processing data. This session will also provide an overview of the new information architecture. This is a two hour session.	May 17 2011 3:15PM - 4:15PM	Tennessee A	Linscott, Warren		
Costpoint	CP-174	Costpoint 7 - The User Experience	This session will present the all-new Costpoint 7 user experience, including a live demonstration of the new user interface. We will cover common system interactions such as logging in for the first time, retrieving data, and processing data. This session will also provide an overview of the new information architecture. This is a two hour session.	May 17 2011 4:30PM - 5:30PM	Tennessee A	Linscott, Warren		
Costpoint	CP-174	Costpoint 7 - The User Experience	This session will present the all-new Costpoint 7 user experience, including a live demonstration of the new user interface. We will cover common system interactions such as logging in for the first time, retrieving data, and processing data. This session will also provide an overview of the new information architecture. This is a two hour session.	May 18 2011 2:00PM - 3:00PM	Tennessee A	Linscott, Warren		
Costpoint	CP-174	Costpoint 7 - The User Experience	This session will present the all-new Costpoint 7 user experience, including a live demonstration of the new user interface. We will cover common system interactions such as logging in for the first time, retrieving data, and processing data. This session will also provide an overview of the new information architecture. This is a two hour session.	May 18 2011 3:15PM - 4:15PM	Tennessee A	Linscott, Warren		

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Costpoint	CP-175	Unifying the Costpoint User Experience	This session presents the Deltek strategy for unifying the end-user experience across products in the Costpoint family. We will take a look at that transformation as it is occurring, in product releases planned for the coming year and beyond. We will share insight into the types of changes that will happen and how they will lead to a seamless user experience for you, from entering your timesheet to booking revenue.	May 18 2011 9:45AM - 10:45AM	Cheekwood A/B/C	Linscott, Warren	NASBA
Costpoint	CP-176	Report Studio Tips and Tricks for Beginners	Looking to design more interesting reports that your company will love? This session is targeted at new users of Report Studio who want to improve their report authoring skills. We'll cover some of the most valuable product features and share some tips to help you create more visually appealing and intuitive reports.	May 17 2011 2:00PM - 3:00PM	Cheekwood A/B/C	Smith, Penelope	NASBA
Costpoint	CP-200	Manufacturing Execution and Integration with Costpoint	In this session ATK/ABL will provide insight into their Manufacturing Environment with the help of Solumina's Manufacturing Execution System and Costpoint's Materials Management Suite. Materials planning, procurement, inventory tracking, and shipping are conducted in Costpoint. Dispatch, work instructions, routings, and data collection are completed real time in a paperless manufacturing environment, integrated to Costpoint via the Enterprise Service Bus.	May 18 2011 9:45AM - 10:45AM	Jackson C/D	Heltzel, Mark	NASBA
Costpoint	CP-201	Understanding Intercompany Work Orders in Costpoint	Are you maximizing your use of Costpoint to process intercompany transactions? This session focuses on how intercompany work orders function in a database with multiple companies. If you are currently using journal entries to produce intercompany billings or to transfer costs, intercompany work orders can automate this process, saving you time and money.	May 19 2011 8:30AM - 9:30AM	Hermitage C	Heman-Ackah, Sam	
Costpoint	CP-202	How to Close the Month in Costpoint	Have you ever wondered if your close process is comprehensive? This session concentrates on the steps to take when preparing to close the month in Costpoint. We will review the twelve reconciliations that you should complete, the purpose of each reconciliation, the steps required to perform the reconciliations, and how to address any discrepancies found during the reconciliation process.	May 18 2011 2:00PM - 3:00PM	Hermitage C	Heman-Ackah, Sam	NASBA
Costpoint	CP-203	Indirect Cost Pools: Keys for Success	The setup, maintenance, and processing of indirect cost pools and service centers in Costpoint are integral for accurate and timely reporting to the government. If the output of cost pool processing is not reviewed in detail until year-end, the identification and correction of errors can be cumbersome and time-consuming. You can follow defined procedures throughout the year to increase efficiencies around cost pool processing. This session will discuss the importance of sound controls around cost pool setup and maintenance; the importance of reconciling cost pools and service centers to the General Ledger on a routine basis; and tips on streamlining cost pool and service center processing during month-end and year-end close.	May 17 2011 2:00PM - 3:00PM	Tennessee A		NASBA
Costpoint	CP-204	Security Best Practices for Costpoint Enterprise Reporting (formerly DPM)	BAE Systems shares their best practices for implementing security within their global deployment of Costpoint Enterprise Reporting, powered by IBM Cognos. Ensuring that users have access to the reports they need while safeguarding sensitive corporate data is critical to any successful ERP implementation. Gain valuable insight into how you can use role-based security for package and report access, as well as how to use data-level security for restricting user access by organizations, reorgs, or projects.	May 18 2011 8:30AM - 9:30AM	Cheekwood A/B/C	Hughes, Stephen	NASBA
Costpoint	CP-205	Around the World in 80 Currencies	In this session you will learn how to use Costpoint to accomplish end-to-end procure-to-pay cycle activities in a decentralized global environment. We will cover workflow for non-labor transactions, requisitions functionality to support funding of in-country payroll disbursements, and Multicurrency. We will also cover units usage functionality and organizational security to segregate individual country activities.	May 18 2011 8:30AM - 9:30AM	Cheekwood G/H	Jackson, Nancy	NASBA
Costpoint	CP-206	Extending Deltek Tools with Custom Applications to Enhance Business Processes	This session presents an overview of several custom applications developed for in-house use by MEI Technologies, Inc., using Deltek products as a base for the data. After a brief overview of the tools implemented, this session will provide details about two major applications used company-wide to extend the functionality of Costpoint products, including information about the technologies used to implement the tools. These examples are specific cases in which existing Deltek tools (such as Costpoint and DPM) did not provide the functionality, but did contain the data needed to process or generate the data, process, or report needed.	May 18 2011 4:30PM - 5:30PM	Hermitage A/B	Damm, James	NASBA
Costpoint	CP-208	Fixed Assets in Depth	In this session, learn how the Fixed Assets module can save time and resources throughout the month and during the month-end close process. Some of the key takeaways include: why it is easier to let Costpoint track assets; how to create asset records; how Costpoint can help with different scenarios for Government Furnished Assets; and how to create projections reports using the Fixed Assets module to help with budgeting.	May 18 2011 4:30PM - 5:30PM	Hermitage C	Scicluna, Natalie	NASBA
Costpoint	CP-209	Costpoint Enterprise Reporting (formerly DPM) Roundtable	Want to learn more about how your peers use Costpoint Enterprise Reporting and implement best practices? This session is a highly interactive roundtable discussion in which the participants are encouraged to share their experiences and explore how to solve common challenges. Potential topics include security, administration, and report design and deployment.	May 18 2011 4:30PM - 5:30PM	Cheekwood A/B/C	Bodziak, William	NASBA

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Costpoint	CP-210	Getting Started with Costpoint Analytics: Administration and Security	How do you administer and set up security with Costpoint Analytics? Costpoint Analytics is simple to configure and administer, so you can be up and running quickly. In this session we will cover how to set up the configuration options in Costpoint Analytics as well as how to configure security and import budget data.	May 18 2011 9:45AM - 10:45AM	Jackson E/F	Smith, Penelope	NASBA	
Costpoint	CP-211	Report Studio Tips for Technical Users	Do you wear the technical report authoring hat in your firm? Could you use some Report Studio tips and tricks? In this session we will provide you with useful Report Studio techniques. We will explore topics such as bursting, scheduling reports to run based on database triggers, and troubleshooting.	May 18 2011 11:00AM - 12:00PM	Cheekwood A/B/C	Hardin, Richard	NASBA	
Costpoint	CP-212	What's New in Costpoint Enterprise Reporting (formerly DPM)?	The newest versions of Costpoint Enterprise Reporting will expand your current inventory with Human Resources, Payroll, and Budgeting data models and reports. In this session, you will learn how Human Resources and Payroll managers can quickly develop their own self-service queries. We will also explore how you can extend the power of Costpoint Budgeting and Planning to develop the reports that are most relevant to your business, combining actual data with budgets and forecasts.	May 17 2011 3:15PM - 4:15PM	Cheekwood A/B/C	Alving, Janet		
Costpoint	CP-213	What's new in HR and Payroll for Costpoint 7?	In this session see the new features available for HR and Payroll in Costpoint 7. These include a new user interface and new features for Payroll and Leave processing.	May 18 2011 8:30AM - 9:30AM	Hermitage D	Ray, Tracey		
Costpoint	CP-214	Extending Costpoint: 7 Content Management	Learn how to connect Costpoint 7 to SharePoint and other content management systems supporting CMIS. With Costpoint 7, you will be able to link documents stored within content management systems directly to transactions. You will be able to view documents from, or save new documents to, your content management system. The new functionality will even make it possible to create new transactions in Costpoint from meta data associated with document objects stored in content management systems.	May 19 2011 11:00AM - 12:00PM	Hermitage D	Tyles, Dmitri	NASBA	
Costpoint	CP-215	Extending Costpoint: 7: Extensibility Services	Learn about new ways that you can extend and customize Costpoint 7 with the Extensibility Console. With Costpoint 7, you will be able to work with Deltek Global Services to modify the layout of the screens, add new fields or modify existing ones, incorporate additional validation or processing logic, and so on. Implemented extensions generally will not preclude applying subsequent hot fixes, service packs, or major releases, and will not require re-implementation after upgrades. You can enable enhancements for all users or only for certain groups of users, and you can turn enhancements on or off at any time for easy troubleshooting.	May 18 2011 4:30PM - 5:30PM	Lincoln D	Lachinov, Vasily	NASBA	
Costpoint	CP-216	Integrating Costpoint with the Enterprise	Optimize your Costpoint integration strategy. Learn about best practices and new software solutions for integrating Costpoint with your other enterprise applications. Designed for software architects, integration developers, and system analysts, this session will cover various integration use cases (such as batch, real-time, on-premise, SaaS, and XML) and will provide options and strategies for addressing each scenario.	May 19 2011 9:45AM - 10:45AM	Jackson E/F	Musson, Scott	NASBA	
Costpoint	CP-217	The Future of Materials Management	What's new and exciting for Materials? What about inventory management and project manufacturing? What are the new features for Costpoint 7? In this session we will look at the future of Materials Management in Costpoint 7 and beyond.	May 17 2011 2:00PM - 3:00PM	Jackson E/F	White, Debra		
Costpoint	CP-218	GovCon Budgeting and Planning Roundtable	Let's collaborate! Are you in the process of implementing Costpoint/GCS Premier Budgeting and Planning? Do you want to learn and share budgeting experiences and ideas with your peers and budgeting experts? Join us in this roundtable discussion to collaborate on best practices and identify how best to solve your budgeting challenges.	May 17 2011 4:30PM - 5:30PM	Jackson E/F	Mehta, Nikki	NASBA	
Costpoint	CP-219	Docs for Deltek: Subcontractor Portal, Improving your DSO	Are you a government contractor that needs help with reducing your DSO and improving your cash flow? Join this session to learn about ECP's latest product, VPConnect, a fully integrated product built on document management and workflow technology. We will discuss how VPConnect allows you to link directly with your subcontractors for electronic time and expense collection through a secure Vendor Portal. The portal allows for paperless submission of labor hours, expense data, and ODC data, which can then be turned into an electronic invoice and submitted.	May 17 2011 4:30PM - 5:30PM	Cheekwood A/B/C	Nero, Tim		
Costpoint	CP-220	Optimize Compliance, Visibility, Audit, and Controls for Your Travel and Purchasing Card Programs	Learn how VSE Corporation has reduced risk and maximized savings through leveraging the spend management solution, ProCharge. We will cover comprehensive purchasing and payables policies, as well as regulation compliance. We will also discuss controls, including one-hundred percent transaction auditing, automated reconciliation, approval workflows email notification, and integration with Deltek's Time and Expense and Costpoint systems.	May 18 2011 9:45AM - 10:45AM	Hermitage C	Henry, Cathy		
Costpoint	CP-221	Barcode Data Collection	Barcode data-collection systems provide significant benefits for project manufacturing. With a barcode data-collection solution, capturing data is faster and more accurate, costs are lower, mistakes are minimized, and managing inventory is much easier than it is with manually entered transactions. In this session learn about the Deltek preferred solution for maximizing your productivity and accuracy potential using barcode data collection.	May 18 2011 3:15PM - 4:15PM	Cheekwood G/H	White, Debra	NASBA	
Costpoint	CP-222	Costpoint Time and Attendance for Shop Floor Labor	Need time clocks? Want to charge labor to manufacturing orders and routing steps in real time? Do you have complex work schedules or business rules? In this session we will take a look at Costpoint's Shop Floor Time and Attendance Solution.	May 18 2011 11:00AM - 12:00PM	Cheekwood G/H	White, Debra	NASBA	

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Costpoint	CP-223	Costpoint Manufacturing Execution	Looking to improve efficiencies on the production floor? Do you need better visibility of your production floor? Scheduling and dispatch a problem? How about As-Built tracking? In this session, we will introduce Costpoint's Manufacturing Execution Solution to help you automate your production process.	May 18 2011 8:30AM - 9:30AM	Hermitage A/B	White, Debra	NASBA
Costpoint	CP-224	Improve Organizational Performance with Costpoint Budgeting and Planning	Robin Entreklin will present an overview of how Camber Corporation uses the organizational capabilities of Costpoint Budgeting and Planning. This session will provide an in-depth look into the organization side of Budgeting and Planning, including creation of annual plans and mid-year outlooks and forecasting forward rates. We will also review reporting capabilities, including visibility into resource schedules for employees.	May 18 2011 3:15PM - 4:15PM	Hermitage C	Entreklin, Robin	NASBA
Costpoint	CP-225	Changing Revenue and Billing Formulas	In this session you will learn the tips and tricks of changing revenue and billing formulas. We will also talk about how to change the project level of the revenue or billing formula safely. Learn how to avoid the problems that arise from making these changes incorrectly.	May 19 2011 9:45AM - 10:45AM	Tennessee B	Manning, Martha	NASBA
Costpoint	CP-226	Streamline Your Time and Materials Invoicing Process	Are you bogged down in correcting timesheets? Are your payments delayed due to invalid invoices? We will walk through the invoicing process from project setup through invoice calculation. You will also learn how to leverage the power of Costpoint's project workforce and T&M billing rates as tools to reduce errors, adhere to contract requirements, and accelerate cash receipts.	May 17 2011 4:30PM - 5:30PM	Hermitage A/B	Widzinski, Stephanie	NASBA
Costpoint	CP-227	Unbilled Receivables, Part I: On the Road to Ruin	Procedures, processes, and protocols – poorly timed, sloppily executed, and inconsistently followed will lead to an Unbilled Receivable account that will become unreconciliable. In this session, we carefully examine all of the offensive activities that you should NOT be doing in your database. Learn to isolate the bad practices. Identify the application screens and weak controls that can lead to disaster. Hear the stories about bad practices that will lead you to say "Scandalous. We won't let that happen at our company!"	May 17 2011 3:15PM - 4:15PM	Hermitage C	Luczyk, Greg	NASBA
Costpoint	CP-228	Unbilled Receivables, Part II: Unraveling the Reconciliation	Where to look? What to do? How to straighten it out? The Unbilled Receivable reconciliation is one of the most challenging of all reconciliations. In this session, we provide techniques and tips for identifying problems and bringing together the pieces of the puzzle towards successfully completing the reconciliation of your Unbilled Receivable account. Suggestions are provided on creating your own reports and making use of the Unbilled Analysis report. Identify the tables and make the comparisons to track down the reconciling differences.	May 17 2011 4:30PM - 5:30PM	Hermitage C	Luczyk, Greg	NASBA
Costpoint	CP-229	What's new in Costpoint 7?	What is new and exciting in the upcoming release of Costpoint 7? This session will cover high-level features and functionality that will be incorporated in this release.	May 17 2011 2:00PM - 3:00PM	Hermitage A/B	Berman, Sidra	
Costpoint	CP-229	What's new in Costpoint 7?	What is new and exciting in the upcoming release of Costpoint 7? This session will cover high-level features and functionality that will be incorporated in this release.	May 18 2011 11:00AM - 12:00PM	Tennessee A	Berman, Sidra	
Costpoint	CP-230	Reengineering Costpoint - Do you need to do it?	Are you getting the information needed to run your business successfully? Is your account/organization/project structure cumbersome? This session covers what you need to consider and what processes you need to go through to reengineer your Costpoint Accounting system.	May 17 2011 3:15PM - 4:15PM	Jackson C/D	Brenning, Gary	NASBA
Costpoint	CP-231	Integrating ADP with Costpoint	Improve your firm's integration between Time Collection, Costpoint, and ADP by understanding the full workflow. Learn more about extras such as how to send additional information from Costpoint to ADP, to include on check stubs. Share best practices with other users.	May 18 2011 3:15PM - 4:15PM	Hermitage A/B	Keller, Melanie	NASBA
Costpoint	CP-232	Virtual Reservations and Residual Inventory	Do you have residual material resulting from minimum buy quantities or other changes throughout the project life cycle? Motorola deals with a high mix and low volume of products, with many builds in the development phase and a lot of volatility in designs and in material needs. In this session, see Motorola's solution for dealing with residual inventory by using Netting Groups in Costpoint.	May 18 2011 2:00PM - 3:00PM	Cheekwood G/H	Brown, Larry	NASBA
Costpoint	CP-233	Tips and Tricks for Costpoint Human Resources and Payroll	Learn shortcuts to reduce the time you spend entering data in Costpoint Human Resources and Payroll, so you can increase the value delivered by the software. Learn how to do a mass search and replace, copy data from Costpoint tables to Excel, set up a menu of shortcuts, and more.	May 17 2011 4:30PM - 5:30PM	Tennessee B	Henry, Cathy	NASBA
Costpoint	CP-234	What's new in ACRN and WAWF Billing?	In this session, learn how to initialize and process ACRN invoices in Costpoint. There are significant changes in the capabilities of ACRN billing, including the ability to link to WAWF. This session is particularly important if you have contracts that are funded by ACRN and plan to bill using WAWF.	May 17 2011 2:00PM - 3:00PM	Hermitage C	Brumbaugh, Donna	NASBA
Costpoint	CP-235	Extending the Use of Costpoint Enterprise Reporting (formerly DPM) with Alert Reports & Charts	Are you tired of chasing problems with project setup and timekeeping? Or wading through complex lists of data and still not seeing the trend or finding your answer? In the SEG unit at Qinetiq North America, we leveraged the reporting capability of Cognos 8 to check basic settings in Costpoint to identify issues early in the process and eliminate rework. We will also share what we've learned about using alerts and charts to provide, at a glance, insight into our projects.	May 18 2011 4:30PM - 5:30PM	Hermitage D	Johnson, Traci	NASBA

Insight 2011 Costpoint and Cross-Track Session Catalog								
Track	Topic Code	Title	Abstract	Session Timeslot	Room Name	Primary Speaker	Credit Type	
Costpoint	CP-236	Plan, Predict, Control to Maximize Manufacturing Performance	Join this session and learn how many of Deltek's manufacturing customers have taken advantage of Dynafact's planning and scheduling technology to coordinate material and resources and maximize manufacturing performance. The Dynafact Manufacturing System (DMS) is a fully integrated advanced planning, scheduling, and shop floor execution system. It is designed to complement your Costpoint system or function as a stand-alone technology to replace manual processes. The tool sets in DMS enable companies to maximize profitability by managing shop resources effectively. The DMS sweet spot is its capability to model complex shop environments and give the tools required to perform quick simulations in order to determine key production questions and then use the tool-sets in the system to plan and execute the best schedule for your business. Learn how the DMS technology can lead you away from the spreadsheet trap and how DMS is uniquely easy to implement and use!	May 18 2011 4:30PM - 5:30PM	Cheekwood G/H	Cox, Peter		
Costpoint	CP-237	Speed the ESS Activation Process: Using Workflow and Plan rules	Join this session to learn how the use of Workflow and the Plan rules can help ease the Approval process. Learn about an ESS Automation Tool that can: change plans from "not approved" to "approved" based on benefit plan rules; "Confirm" elections employees have forgotten The ESS Automation Tool decreases benefits administration time.	May 19 2011 9:45AM - 10:45AM	Cheekwood G/H	Ray, Tracey	NASBA	
Costpoint	CP-239	Meeting DCAA Expectations	In the current DCAA environment, many contractors are being required to make changes to their accounting system processes to avoid questions from the DCAA that can impede contract awards. This session will discuss how to balance DCAA requirements with your company's business needs and the parameters of the Costpoint software. In addition, we will discuss case studies that illustrate how government contractors have dealt with regulation changes using the Costpoint software.	May 18 2011 11:00AM - 12:00PM	Hermitage C	Zimmermann, Susan	NASBA	
Costpoint	CP-241	Contractor Timesheet Options	There are multiple ways in Costpoint to process subcontractor labor. This session will focus on the six most commonly used methods for capturing and processing contractor timesheets within Costpoint and Time Collection.	May 18 2011 3:15PM - 4:15PM	Hermitage D	Shearon, Art	NASBA	
Costpoint	CP-242	Best Practices for Maintaining and Updating Costpoint 6.1 SP2	Join this session for an overview of best practice recommendations for keeping Costpoint 6.1 Service Pack 2 updated. This session includes demonstrations of how to apply different kinds of updates for both the Web and Client/Server applications as well as a discussion of the new Software Manager tool.	May 19 2011 8:30AM - 9:30AM	Jackson C/D	McClelland, David	NASBA	
Costpoint	CP-243	Quality Management	In today's increasingly competitive environment, it is critical for Aerospace and Defense manufacturers to efficiently deliver reliable, cost effective products to the market. Whether driven by regulatory compliance, customer audits, or specific government program requirements, employing a well-equipped Quality Management System (QMS) is crucial. In this session, TipQA will highlight key functionality in the areas of quality, compliance, and serialized configuration management designed specifically for the complex manufacturing requirements of Aerospace and Defense.	May 17 2011 4:30PM - 5:30PM	Cheekwood G/H	Miller, Michael		
Costpoint	CP-244	Using Splash Screens to Avoid Open Enrollment Pitfalls	Join this session to learn how using Splash Screens" has allowed Bechtel BWXT Idaho, LLC (BBWI) to offer enhanced customer service with greater compliance to company and federal rules. Their open enrollment process now uses less HR resources while offering suggestions, guidelines, and supporting documentation in an automated fashion. BBWI Information Technology was able to create a few utilities to identify specific users and their demographics as well as recognize potential problems with their individual enrollment. This enhanced capability provided employees with custom alerts monitored on internal BBWI portal Splash Screens.	May 18 2011 9:45AM - 10:45AM	Cheekwood G/H	Myers, Bryan	NASBA	
Costpoint	CP-245	Time and Expense for Costpoint 7	Do you have salaried employees who start in the middle of a pay period? Are you using the Costpoint Travel Module? Does the thought of processing Cash Advances make you want to take an extra-long lunch? If you answered "Yes" to any of these questions, this session is for you. We will cover all of these topics and introduce you to the re-designed user interface for Costpoint 7.	May 18 2011 2:00PM - 3:00PM	Hermitage D	Parry, Philip		
Costpoint	CP-246	Costpoint Budgeting and Planning for Project Managers	This session provides an introduction to the project planning capabilities of Costpoint Budgeting and Planning, which puts real-time project reports, budgets, and EACs at your fingertips, over the web. We will also look at resource availability, hourly rates, direct account numbers, vendors, and contractors, making it possible to quantify the fully burdened costs and revenues of the work effort.	May 17 2011 3:15PM - 4:15PM	Tennessee B	Szabo, Dean	NASBA	
Costpoint	CP-247	Getting Started with Costpoint Enterprise Reporting Security and Administration	What options are available for establishing security across your user base? How can you take advantage of the built-in auditing capabilities to learn more about how your organization is using the application? In this session we'll help you better understand your options to secure and administer Costpoint Enterprise Reporting.	May 17 2011 3:15PM - 4:15PM	Hermitage A/B	Hardin, Richard	NASBA	
Costpoint	CP-247	Getting Started with Costpoint Enterprise Reporting Security and Administration	What options are available for establishing security across your user base? How can you take advantage of the built-in auditing capabilities to learn more about how your organization is using the application? In this session we'll help you better understand your options to secure and administer Costpoint Enterprise Reporting.	May 18 2011 2:00PM - 3:00PM	Jackson E/F	Hardin, Richard	NASBA	

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Track	Topic Code	Title	Abstract	Session Timeslot	Room Name	Primary Speaker	Credit Type	
Costpoint	CP-300	Costpoint Project Tables used for Cost Pools and Project Revenue	This session will focus on which tables are used by some of the most important Project processes: Compute and Print Pool Rates, Compute Burden, and Compute Revenue. If time permits, we will also look at a few specifics of how the project ledger is populated for several different revenue formulas.	May 19 2011 9:45AM - 10:45AM	Hermitage C	Clark, Kimberly	NASBA	
Costpoint	CP-301	Costpoint Analytics: Best Practices for Extending Analytical Dashboards – Advanced Session	Did you know that you can easily create your own analytic dashboards using Costpoint Analytics? In this session you will learn how to extend and modify the model and analytical dashboard shipped with Costpoint Analytics, as well as how you can create your own analytics.	May 18 2011 11:00AM - 12:00PM	Hermitage D	Miller, Rick	NASBA	
Costpoint	CP-302	Costpoint Analytics: Best Practices for Visualization and Design - Advanced Session	Leveraging information visualization best practices can ensure that your dashboards are comprehensive, accurate, and efficient representations of your company's key performance indicators. In this session you will learn how to: provide efficient, at-a-glance summaries of your company's performance; effectively highlight areas requiring attention; optimize limited screen real estate to communicate the maximum amount of information; and avoid common dashboard mistakes. This session is based on the research of experts in the field of information visualization and will include practical examples to help you maximize Deltek dashboard tools in Costpoint Analytics.	May 18 2011 2:00PM - 3:00PM	Cheekwood A/B/C	Flanders, Alicia	NASBA	
Costpoint	CP-303	Project Utilities: What You Need to Know	In this session, you will learn the purpose of commonly used project utilities. We will also discuss when to use these utilities, when to avoid them, and the impact these utilities can have on your data.	May 18 2011 4:30PM - 5:30PM	Tennessee A	Brumbaugh, Donna	NASBA	
Costpoint	CP-304	Contract Close Outs in Costpoint, Part I: The Billing View	The contract is completed, the costs are recorded, and now the fun begins – waiting for the final sign off... and the generation of the final invoice. Can the invoice be generated in Costpoint? Can the process be automated? What else has to happen in Costpoint to make the overall “close out” experience more pleasant? In this session, we take a step-by-step look at the additional setups and procedures associated with the Contract Closeout within Costpoint from a Billing perspective. We will examine cleaning up Open Billing Detail, adjusting the Pool rates, billing the retainage, and making use of the retroactive billing functionality.	May 18 2011 2:00PM - 3:00PM	Tennessee B	Luczyk, Greg	NASBA	
Costpoint	CP-305	Contract Close Outs in Costpoint, Part II: The Revenue View	The contract is completed, the costs are recorded, and now the fun continues – waiting for the final sign off... and the recognition of the final revenue on the contract. What happens when the close out occurs years after the period of performance? How should the General Ledger be adjusted, and what about the Project Ledger? Can it be automated in Costpoint, or simply tracked on a spreadsheet? In this session, we take a step-by-look at suggested ways to address these issues and improve the recordkeeping within Costpoint from a revenue perspective. We also examine the final adjustment to revenue based on the reconciliation of the Unbilled Receivable account.	May 18 2011 3:15PM - 4:15PM	Tennessee B	Luczyk, Greg	NASBA	
Costpoint	CP-306	Fun with Rates: Setting Up Complex Indirect Rate Structures in Costpoint	So your days of having a simple, indirect rate structure with a single fringe, overhead, and G&A rate are gone. How do you get 7 fringes, 25 service centers, 55 overheads, and 3 G&A rates set up in Costpoint? What about that segment with a separate CAS disclosure statement requiring the contracts group to charge direct instead of indirect? If these are questions you ask yourself, then this session is for you! We will discuss the different strategies for accomplishing these tasks, including the standard use of the Costpoint Pool and Base setups, multi-jobs, and the pros and cons of usage.	May 18 2011 8:30AM - 9:30AM	Tennessee A	Zimmermann, Susan	NASBA	
Costpoint	CP-308	Technical Insight: Costpoint 6.1 and 7.0 Advanced Security	Join this session for a deep dive into the Costpoint security options. We will explain the seven user-level authentication options, including active directory and single sign-on. We will also review the fine-grain authorization options and the ability to use Web security for Client/Server as well as review the security options for Costpoint Web services.	May 19 2011 9:45AM - 10:45AM	Hermitage A/B	Tyles, Dmitri	NASBA	
Costpoint	CP-309	Extending Costpoint: Web Services Integration	In this session, we will demonstrate the steps to create an external method to control, update, and access Costpoint using Web Services. With Costpoint 7 on the horizon, the possible integrations can cover any functionality with Costpoint 7. We will demonstrate the steps to create these valuable new services to your organization. This is a two hour session.	May 18 2011 9:45AM - 10:45AM	Hermitage A/B	Tyles, Dmitri	NASBA	
Costpoint	CP-309	Extending Costpoint: Web Services Integration	In this session, we will demonstrate the steps to create an external method to control, update, and access Costpoint using Web Services. With Costpoint 7 on the horizon, the possible integrations can cover any functionality with Costpoint 7. We will demonstrate the steps to create these valuable new services to your organization. This is a two hour session.	May 18 2011 11:00AM - 12:00PM	Hermitage A/B	Tyles, Dmitri	NASBA	
Costpoint	CP-310	Technical Insight: Costpoint 6.1 and 7.0 Configuration	Take a deep dive into the configuration options of Costpoint Web. Learn about configuring multiple systems on a single application server, multiple database schemas, and options for their use. We will also discuss clustering features of Weblogic and Actuate servers to help your system scale up. We will round out the session with a discussion of job server enhancements and other advanced features, and look at the new Web configuration features in Costpoint 7.	May 18 2011 8:30AM - 9:30AM	Hermitage C	Lachinov, Vasily	NASBA	

Insight 2011 Costpoint and Cross-Track Session Catalog								
Track	Topic Code	Title	Abstract	Session Timeslot	Room Name	Primary Speaker	Credit Type	
Costpoint	CP-311	Microsoft SQL Server SQL Interface Tools and Tracing Techniques for Costpoint 6.1	In previous versions of Costpoint, the primary SQL interface tool was SQLTALK and the primary tracing method was through the SQL.INI file. In Costpoint 6.1, however, the SQL.INI file is no longer used and SQLTALK is no longer shipped, so clients must become familiar with alternative SQL interface tools and tracing methods. This session introduces you to tools like Microsoft SQL Server Query Analyzer and SQL Server Profiler. We will also demonstrate how to capture traces in Microsoft SQL Server, with specific recommendations geared towards Costpoint.	May 18 2011 2:00PM - 3:00PM	Hermitage A/B	McClelland, David	NASBA	
Costpoint	CP-312	Upgrading to Costpoint 7.0 and Time & Expense with Employee Self-Service 9.0	This session provides an overview of the upgrade process for both Costpoint and Time & Expense with Employee Self-Service. Learn best practices along with recommended tips and tricks to make your next upgrade run smoothly. This session also discusses the new install/upgrade methodology that will be used with Costpoint 7.0.	May 19 2011 9:45AM - 10:45AM	Tennessee A	McClelland, David	NASBA	
Costpoint	CP-313	Oracle SQL Interface Tools and Tracing Techniques for Costpoint 6.1	In previous versions of Costpoint, the primary SQL interface tool was SQLTALK and the primary tracing method was through the SQL.INI file. In Costpoint 6.1, however, the SQL.INI file is no longer used and SQLTALK is no longer shipped, so clients must become familiar with alternative SQL interface tools and tracing methods. This session will introduce you to tools like Oracle SQL Developer, Toad, and Oracle SQL*Plus. We will also demonstrate how to capture traces in Oracle, with specific recommendations geared towards Costpoint.	May 18 2011 3:15PM - 4:15PM	Jackson E/F	McClelland, David	NASBA	
Costpoint	CP-MGS	Costpoint Mini-General Session and Customer Mixer	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.	May 17 2011 11:00AM - 12:30PM	Delta Ballroom			
Cross-Track	ECT-100	Structuring Indirect Rates	Do you want to help your organization gain a competitive edge and minimize the risk of cost disallowance on federal contracts? We can help you plan and analyze your company's performance more effectively. The design and monitoring of your indirect rate structure is key to the financial success of your organization. We will guide you through the factors to consider when establishing an indirect rate structure, the mechanics involved in calculating indirect rates, and common errors to avoid. We will demonstrate how you can design your indirect rates in a manner that is both compliant and competitive. Topics will include: design of indirect rates; impacts of various indirect rate structures on pricing; composition of indirect pools and bases; considerations for competitive indirect rates; common mistakes made in the calculation of indirect rates; and Cognizant Audit Agency Review of indirect rates.	May 17 2011 4:30PM - 5:30PM	Jackson A/B	Steigner, Philip	NASBA	
Cross-Track	ECT-101	The Deltek Product User Experience	We will offer a review of our on-going user interface design efforts and share with you our vision for how these changes will improve your efficiency and your experience as you use the software. In this session you will learn how we are working to: streamline the navigation and simplify the use of our products to make you more efficient; enable interactions and behaviors in our user interfaces that are familiar to you, based on products, websites, and software you use every day; and provide clear and understandable business intelligence to move you from identification to action faster than ever. We will also detail how you and your users can contribute to future design evolution by participating in usability studies and research projects, and demonstrate how this feedback is already being used to build the next generation of Deltek products.	May 18 2011 8:30AM - 9:30AM	Lincoln A	Rossi, Ben	NASBA	
Cross-Track	ECT-102	Navigating the Travel Cost Principle: How Time and Expense Can Help	If you are happy with your leg room and can't wait for that warm towel at the end of your flight, chances are you've broken a regulation or two. Join us as we walk through the travel cost principle, its requirements for allowability, document substantiation and retention, and the lower-cost airfare revision. We will discuss DCAA's audit guidelines and review sample policies and procedures needed for compliance. We will also explain how Time and Expense can help your company be both efficient and compliant.	May 17 2011 4:30PM - 5:30PM	Lincoln A	Soles, Kristen	NASBA	
Cross-Track	ECT-103	Understanding FAR and CAS	Is FAR just the opposite of NEAR? There is much more to understand and be aware of. Join us for an overview of Federal Acquisition Regulations (FAR) and Cost Accounting Standards (CAS) basics and how these regulations relate to your business.	May 19 2011 11:00AM - 12:00PM	Tennessee A	Williamson, Christine	NASBA	
Cross-Track	ECT-107	Customer Care Select – Premium Support for Premium Requirements	Customer Care Select is designed to provide you with the ultimate customer support experience by addressing your unique needs and ensuring you constant access to a team of experts with years of product experience. This unique support offering is staffed by Deltek's most senior support managers who are trained on your environment and the specifics your implementation. With Customer Care Select, we're putting our best resources to work on your behalf and dedicated to meeting your business objectives.	May 19 2011 9:45AM - 10:45AM	Lincoln A	Hannon, Tim		
Cross-Track	ECT-200	Critical Factors for an Approved Time Collection System	This session explores the critical factors involved in building and maintaining an approved timekeeping and labor distribution system. You will learn the objectives and principles behind this critical cost element from the government's point of view. The session will cover DCAA hot topics such as uncompensated overtime, LLC member firms, work-at-home policies, and automated timekeeping systems.	May 18 2011 3:15PM - 4:15PM	Jackson A/B	Donley, David	NASBA	

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Track	Topic Code	Title	Abstract	Session Timeslot	Room Name	Primary Speaker	Credit Type
Cross-Track	ECT-201	Customizing Time and Expense	Time and Expense supports a variety of features to customize the appearance and behavior of timesheets and expense forms. But what do you do if you need an even more customized look, feel, or function? This session will cover some of the options available for tailoring Time and Expense to your company's requirements.	May 18 2011 9:45AM - 10:45AM	Jackson A/B	Bernstein, Mary	NASBA
Cross-Track	ECT-202	New DFARs Business System Rules and Your Accounting System	The Department of Defense is proposing to implement new compliance enforcement mechanisms. A new business systems clause will authorize contracting officers to withhold a percentage of payments if a contractor's business system contains deficiencies. This session will highlight major changes necessary for contractor accounting and related business systems as the result of the new clause. We will also discuss best practice recommendations for compliance with the new contract clause.	May 17 2011 2:00PM - 3:00PM	Canal C	Steen, Michael	NASBA
Cross-Track	ECT-203	The Power of Functional Roles in Time and Expense Workflow	Is Fred a Project Manager or a Program Analyst? Maybe he is a Project Analyst? Find out what Fred really is and how you can best use the power of functional roles for your Time and Expense Workflow processes. Make sure the right people get notified at the right time, all the time. This session will also discuss security roles.	May 18 2011 11:00AM - 12:00PM	Jackson A/B	LeMaire, Jason	NASBA
Cross-Track	ECT-204	Your Company's Code of Ethics and the FAR Requirements	This session concentrates on the FAR requirement 52.203-13 for government contractors. Come to this class to find out more about what a Code of Business Ethics and Conduct is; details of the Effective Awareness Program; and the System of Internal Controls deemed to create a detection and prevention system. We will review the clause and the steps that contractors must take to be compliant.	May 18 2011 11:00AM - 12:00PM	Lincoln A	Williamson, Christine	NASBA
Cross-Track	ECT-205	Dramatic Changes for Lease Accounting. How will this affect you?	Are you prepared for the proposed changes to lease accounting? The new proposed lease standard will require operating leases to be recorded on a lessee's balance sheet. This session focuses on the accounting required by this change. We will also discuss the impact on how lessees and lessors account for, and report on, leasing arrangements on their financial statements. The proposed changes will affect almost every organization. Join this session to learn about the changes and discuss examples.	May 17 2011 2:00PM - 3:00PM	Lincoln A	Williamson, Christine	NASBA
Cross-Track	ECT-206	How to Increase Your Company Value for an Acquisition	Mergers and acquisitions activity has begun to heat up again in the government contracting industry. What are buyers looking for in an acquisition candidate? How do buyers value the various aspects of a company, as well as the company as a whole? This session will present strategies that a contractor can implement to help maximize its value. Attend this session to understand: the current mergers and acquisitions marketplace; how a buyer will develop a value model for your company; the marketplace value drivers that influence the value model; and strategies that contractors can employ to maximize value.	May 18 2011 3:15PM - 4:15PM	Lincoln A	Smigocki, Michael	NASBA
Cross-Track	ECT-207	Maximizing Profit in a Fixed Price Contract	The government has told contracting officers to minimize the use of Time and Materials and Cost Plus contracts, and to shift as much contracting as possible to Fixed Price. For contractors and contract officers, this shift can impact contract performance as well as the overall profitability of the contract. This session will discuss the risk factors inherent in this shift and how contractors can maximize contract performance and profitability. Attend this session to understand: pricing and bidding strategies for fixed price contracts; how to deal with out-of-scope work requests from the C.O.; how to use the accounting system as a tool for budgeting and cost recovery; and how to handle claim and change order situations.	May 18 2011 4:30PM - 5:30PM	Jackson E/F	Clark, Wayne	NASBA
Cross-Track	ECT-208	Government Contract Audits: A Strategic Approach for Successful Outcomes	This breakout session offers a broad, yet practical view of a popular topic: how to survive a government audit. In recent years, government contract audits have become more challenging. While there is no easy solution to current challenges and whatever challenges may emerge next, there are many important actions that you should take at each step of the audit process to define audit needs and expectations, facilitate the audit process, and improve the quality of audit results. This presentation will explore what a "successful audit outcome" means from different points of view and will lay out the paths each party must take to achieve it. The observations and recommendations offered in this session are particularly important given the nature of future audit scrutiny as the Department of Defense implements new regulations governing contractor business system internal controls.	May 18 2011 2:00PM - 3:00PM	Jackson A/B		NASBA
Cross-Track	ECT-209	Current and Emerging Challenges in Government Contract Compliance	The federal marketplace is one of the largest and most challenging markets in the world. Market participants must stay abreast of current developments to mitigate risk arising from changes in policies and regulations. This breakout session will address a variety of topics that many in the contracting community either are facing today or likely will face eventually. We will address the regulatory landscape and industry trends, and will provide practical tips for mitigating risk with accounting and compliance issues. The presenters will also provide recommendations to help the contracting community address compliance questions effectively.	May 19 2011 9:45AM - 10:45AM	Jackson A/B	Chvotkin, Alan	NASBA
Cross-Track	ECT-211	Introducing Deltek Time and Expense 9.0!	Get ready for Time and Expense 9.0! Scheduled for beta in mid-2011, this new version includes major enhancements for Deltek Expense improving usability, regulatory support, auditing, receipt management, and other enhancements. For Costpoint users, we have also added Travel Commitment and Cash Advance integration with Costpoint 7.	May 18 2011 9:45AM - 10:45AM	Hermitage D	Parry, Philip	

Insight 2011 Costpoint and Cross-Track Session Catalog								
Track	Topic Code	Title	Abstract	Session Timeslot	Room Name	Primary Speaker	Credit Type	
Cross-Track	ECT-213	Deltek in the Cloud	The buzz around "Cloud Computing" is unavoidable these days. This session will help define some of the terminology used in this emerging area, describe the value of various forms of cloud computing, and outline some of Deltek's current and future activities in the Cloud.	May 17 2011 3:15PM - 4:15PM	Lincoln A	Mann, Peter	NASBA	
Cross-Track	ECT-215	Project Management in the Cloud	In this session, we will discuss project management and cloud computing. Do you need real-time project financial data or require access to full EVM data? Join us to learn how cloud computing can support these requirements faster and more safely, from anywhere an Internet connection is available.	May 18 2011 9:45AM - 10:45AM	Lincoln A	Evans, Brian	NASBA	
Cross-Track	ECT-216	docs for Deltek : Project Based Document Management & Process Automation	docs for Deltek is an exciting integration between Deltek products and document management-based solutions. It adds value to your Deltek software by coupling document management and workflow functionality with business processes such as accounts payable, requisitions, expense reporting and billing for improved efficiency and cost savings. Costpoint and Vision users will see how to retrieve documents directly from virtually any screen within seconds! With docs for Deltek, your organization will be able to: integrate document management with your Deltek applications, leverage business-ready requisition and invoice automation products, and generate approval workflows for faster & controlled decision making.	May 18 2011 4:30PM - 5:30PM	Jackson A/B	Nero, Tim		
Cross-Track	ECT-219	Highlights of the Deltek CLARITY 2010 GovCon Industry Survey and Study	This session will present the highlights of the Deltek 2010 CLARITY GovCon industry study conducted in the Fall of 2010. The study was based on a survey of Government Contractors - both Deltek clients and non-clients - and covers a broad range of topics including Business Development, Project Management, Financial Metrics, Operations, and Compliance. Participants will receive a bound copy of the more than 60-page report as well as soft copy materials to support use of the study results.	May 18 2011 4:30PM - 5:30PM	Lincoln A	Berman, Sidra		
Cross-Track	ECT-220	Leverage the Past, Prepare for the Future - KPIs Necessary for Future Success	There is light at the end of the tunnel. As your business begins to pick up it is essential to reflect on how you survived the past several years of economic turmoil, and take the lessons learned to prepare your organization for the expansion that lies ahead. Come listen to R. David Hofferberth, PE, founder and Managing Director of Service Performance Insight, as he discusses some of the lessons learned from his research on over 600 billable services organizations over the past four years. Learn some of the critical key performance indicator (KPI) leading organizations use to run their firm effectively, with a laser-focus on efficiency profitability and client satisfaction.	May 18 2011 8:30AM - 9:30AM	Jackson E/F	Hofferberth, Dave	NASBA	