

Insight 2011 - Cross-Track Session Catalog							
Track	Topic Code	Title	Abstract	Session Timeslot	Room Name	Primary Speaker	Credit Type
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. 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 17 2011 4:30PM - 5:30PM	Jackson A/B	Steigner, Philip	NASBA
Cross-Track	ECT-101	The Deltek Product User Experience		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. 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 17 2011 4:30PM - 5:30PM	Lincoln A	Soles, Kristen	NASBA
Cross-Track	ECT-103	Understanding FAR and CAS		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. 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 3:15PM - 4:15PM	Jackson A/B	Donley, David	NASBA
Cross-Track	ECT-201	Customizing Time and Expense		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. 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 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		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

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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		
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. 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 4:30PM - 5:30PM	Lincoln A	Berman, Sidra		
Cross-Track	ECT-220	Leverage the Past, Prepare for the Future - KPIs Necessary for Future Success		May 18 2011 8:30AM - 9:30AM	Jackson E/F	Hofferberth, Dave	NASBA	