

Insight 2011 - EPM and Cross-Track Session Catalog							
Track	Topic Code	Title	Abstract	Session Timeslot	Room Name	Primary Speaker	Credit Type
EPM	EPM-100	Earned Value and the Integrated Baseline Review	Join this session to learn what an Integrated Baseline Review (IBR) is, its purpose, and the recommended preparation required. We will also go through the actual IBR process, learn the benefits of an IBR, and go over the results of an IBR and IBR-related information. The two key takeaways for this session will be an understanding of the reasons for an IBR and successfully preparing and conducting an IBR.	May 18 2011 4:30PM - 5:30PM	Canal C	Stubbs, George	NASBA, PMI
EPM	EPM-101	Metric, Metrics Everywhere!	A wide variety of metrics are used to measure current program performance and to predict program outcome. Earned value, schedule health, and risk management are but a few areas providing these metrics. A great deal of time and effort goes into the preparation and presentation of these measurements. This session will explore these metrics in terms of their most appropriate use and how their value can be maximized.	May 17 2011 3:15PM - 4:15PM	Canal E	Preston, Rich	NASBA, PMI
EPM	EPM-102	A Closer Look at the Federal IT Dashboard	As evidenced by this year's federal government budget cycle, the OMB IT Dashboard has become an important tool for capital investment accountability and performance evaluation. This session will go beyond simple definitions and introductions to the IT Dashboard and take a closer look at interpreting the calculations and metrics. Emphasis will be on how Federal IT Investments can proactively put their best foot forward on the Dashboard and avoid inconsistencies between actual and reported program performance using wInsight 6.5.	May 18 2011 8:30AM - 9:30AM	Canal B	Burns, Chris	NASBA
EPM	EPM-103	Solving Real World Problems with PM Compass	Join this session to learn about PM Compass, an integrated program management solution that will adapt to your unique business processes. Built on integrated cost and schedule information, PM Compass provides a competitive advantage with a reduction in cycle reporting cycle time, quality of data, and program execution.	May 17 2011 2:00PM - 3:00PM	Canal B	Newton, John	NASBA
EPM	EPM-103	Solving Real World Problems with PM Compass	Join this session to learn about PM Compass, an integrated program management solution that will adapt to your unique business processes. Built on integrated cost and schedule information, PM Compass provides a competitive advantage with a reduction in cycle reporting cycle time, quality of data, and program execution.	May 18 2011 2:00PM - 3:00PM	Canal B	Newton, John	NASBA
EPM	EPM-104	Introducing Deltek Active Risk Manager	Different from EVM (which allows contractors to look at past performance to predict future performance), Enterprise Risk Management (ERM) systems collect both risks and opportunities from anywhere within the organization to proactively address issues before they make a negative impact on the program. ERM looks ahead, both qualitatively and quantitatively, to potential future risks, influences, and mitigation to help drive a positive outcome to the project. EVM & ERM complement one another and provide a compelling framework to help directly improve program profitability. This session explores the visibility and control derived by this industry leading Enterprise Risk Management system.	May 17 2011 4:30PM - 5:30PM	Canal B	Brown, Mark	PMI
EPM	EPM-104	Introducing Deltek Active Risk Manager	Different from EVM (which allows contractors to look at past performance to predict future performance), Enterprise Risk Management (ERM) systems collect both risks and opportunities from anywhere within the organization to proactively address issues before they make a negative impact on the program. ERM looks ahead, both qualitatively and quantitatively, to potential future risks, influences, and mitigation to help drive a positive outcome to the project. EVM & ERM complement one another and provide a compelling framework to help directly improve program profitability. This session explores the visibility and control derived by this industry leading Enterprise Risk Management system.	May 18 2011 2:00PM - 3:00PM	Canal C	Brown, Mark	PMI
EPM	EPM-105	What's New in WelcomHome 5.0	Join this session to learn the latest features of WelcomHome and see what these features can do to improve your business in 2011 and beyond.	May 17 2011 3:15PM - 4:15PM	Canal D	Jackson, Marcus	
EPM	EPM-106	What's New in MPM 3.4?	Join this session for a live demo of the exciting new features in the latest release of MPM. Learn how to utilize these new features in your implementation. Also included is a review of previous version defects that are resolved in this release.	May 17 2011 3:15PM - 4:15PM	Canal C	Kinder, Jason	

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EPM	EPM-107	MPM Town Hall	Gather together with fellow members of the MPM community for an interactive session to discuss best practice product implementations and product features. Provide product feedback and suggest product enhancements to members of the MPM product team.	May 18 2011 4:30PM - 5:30PM	Canal D	Kinder, Jason	NASBA
EPM	EPM-108	Using MPM with PM Compass	If MPM is your earned value tool and you are interested in a revolutionary new approach to effective integrated program management tools, this session is for you. We will explore the power and benefit of using PM Compass to fundamentally change the way you interact with MPM and Open Plan. Discover how to reduce reporting cycle time and uncover problems in the data in a timely manner. Learn how you can provide critical information to key stakeholders in the organization while you protect the integrity of the underlying data. Learn how you can help ensure compliance through a completely integrated combination of workflow and earned value tools.	May 18 2011 3:15PM - 4:15PM	Canal B	Newton, John	
EPM	EPM-109	The Future of Open Plan	Join this session for a discussion of the possible features that will be delivered in the next release of Open Plan.	May 17 2011 4:30PM - 5:30PM	Canal E	Jackson, Marcus	
EPM	EPM-110	Exporting XML Data from Cobra 5 to wnsight Administrator	Join us for a step-by-step demonstration on how the xml data for a performance period is exported from Cobra 5 to wnsight Administrator. All process elements and their importance will be detailed.	May 19 2011 8:30AM - 9:30AM	Canal B	Bedette, Colleen	NASBA
EPM	EPM-111	Cobra 5 Rolling Wave Planning	Rolling Wave planning for projects is an integral part for projects that are not totally defined in the near future. A well-controlled process should be defined with the level of the Planning Packages (PP) and the execution process for converting the PP into the Performance Measurement Baseline. The tool sets and lack of processes may be one of the leading failures in Rolling Wave planning. Join this session for description of the methods used to plan, document, and execute a Rolling Wave baseline using Cobra 5. Also, this session will provide you with an understanding that, with a good process in place and using Cobra 5 with Microsoft Project, Rolling Wave Planning is a reliable and acceptable practice.	May 19 2011 9:45AM - 10:45AM	Canal A	Gillam, Dale	NASBA, PMI
EPM	EPM-112	Establishing and Maintaining Forecasts	Cobra can easily be used to establish a "ground up" forecast for the "at completion" cost of a project. Join this session to learn how to quickly set the EAC of a project equal to the BAC, and then how to modify the EAC to equal what you realize are the real completion costs of a project. Statistical forecasts can be used to see alternative views of what the final costs of a project will be based on past performance. The US government has shown that after a project reaches 30% percent completion, the minimal final cost of a project is known based on past performance. This session will provide you with insight on how to prepare "bottoms up" estimates on the final costs of a project using Cobra 5.0 and on how to use statistical forecasts to predict what the final costs of a project will be.	May 19 2011 11:00AM - 12:00PM	Canal A	Schulte, Ruthanne	NASBA, PMI
EPM	EPM-113	Cobra 5.0 Upgrade Lessons Learned	Cobra 5.0 has a completely different look and feel compared to the previous versions of Cobra. This session will review frontend changes that the everyday user will encounter as well as review the changes that are needed before going live. Join this session to learn the tips and tricks that we documented from our rollout of Cobra 5.0 that will make your transition smoother.	May 17 2011 3:15PM - 4:15PM	Canal A	Schumacher, Donna	NASBA
EPM	EPM-114	Pre-Go Live Training Cobra 5.0	Prior to upgrading from Cobra 4.7 to Cobra 5.0, we formulated a plan in order to get our PP&FC team familiar with Cobra 5.0 and address any issues they could foresee before the Go Live date. We were constrained by only having one test computer that was to be shared by 15 people for training purposes during the few weeks prior to the upgrade. In order to utilize experience levels with the software, we decided to pair off and have 3--hour, 2-on-1 training sessions with our Lead Business Systems Analyst. Each team consisted of a Senior Analyst and a Junior Analyst. This provided for more interactive sessions with the groups and a range of questions and potential issues. This session will provide an overview as to our training approach along with many of the FAQ's that came out of this training.	May 17 2011 4:30PM - 5:30PM	Canal C	Redden, Jennifer	NASBA
EPM	EPM-201	Ad Hoc Query using the New OLAP Capability in MPM	What is OLAP? How is it implemented in MPM 3.4? What can this powerful query tool do for you? Join this session and see a live demo of this exciting new MPM feature.	May 17 2011 4:30PM - 5:30PM	Canal D	Forgan, Jamie	

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EPM	EPM-203	Earned Value Discussion Panel	Join a panel of client experts to discuss topics pertaining to EVM and program management.	May 19 2011 9:45AM - 10:45AM	Canal C	Fontenot, Daren	NASBA, PMI
EPM	EPM-204	Understanding and Updating Open Plan Baselines	Join this session for an understanding of the Open Plan baseline tables and what changes when performing an update. We will show you how to create a new baseline, a progress baseline, and update an existing baseline as well as show you how to use multiple baselines. You will also learn a few baseline tips and tricks.	May 18 2011 11:00AM - 12:00PM	Canal C	Silverlock, Jodie	NASBA
EPM	EPM-205	wInsight Analysis Roadmaps	wInsight is an extremely powerful tool used for Earned Value Management and Reporting, and harnessing the power of this tool can be overwhelming. Analysis Roadmaps are just one of the ways you can master using wInsight. Join this session and learn how to master wInsight using tailored roadmaps for Variance analysis, Control Account analysis, and Program Management analysis.	May 18 2011 3:15PM - 4:15PM	Canal C	Caterson, Patti Jo	NASBA
EPM	EPM-209	Implementing a wInsight Upgrade in an Enterprise Environment.	Implementing a wInsight upgrade in an enterprise environment requires a comprehensive understanding of all the hardware, software, operating systems, and stakeholders. Join this session for a discussion of one company's previous upgrade experiences, and learn how to effectively prepare for your own successful upgrade.	May 18 2011 11:00AM - 12:00PM	Canal E	Stetzenmeyer, Tony	NASBA
EPM	EPM-210	Using MPM Exports for Data Analysis	Join this session and learn how to use exports from MPM to create custom reports for audits and IBRs. We will discuss how data is exported to Excel in order to create pivot tables and custom reports, and then how macros are used to analyze the data.	May 18 2011 9:45AM - 10:45AM	Canal D	Senne, Holly	NASBA
EPM	EPM-212	Getting Beyond Compliance and into Real EVM Data Analysis	Due to government compliance regulations, EVMS information development and reporting requires extreme time-consuming diligence. Companies with cost reimbursable projects are under the microscope to consistently produce high quality compliant reports. For a large program, "getting to compliance" may involve extreme rigor and leave little time to incorporate the program data into the program management process. By minimizing the time spent on compliance, while maintaining good compliance standing, more time can be spent on analyzing data and using quality EVM information as a significant input to the program management process.	May 18 2011 11:00AM - 12:00PM	Canal B	Polen, Tom	NASBA, PMI
EPM	EPM-213	Using Cobra with PM Compass	If Cobra is your Earned Value tool, and you are interested in a revolutionary new approach to effective integrated program management tools, this session is for you. We'll explore the power and benefit of using PM Compass to fundamentally change the way you interact with Cobra and Open Plan. Discover how to reduce reporting cycle time and uncover problems in the data in a timely manner. Learn how you can provide critical information to key stakeholders in the organization while you protect the integrity of the underlying data. And, learn how you can help ensure compliance through a completely integrated combination of workflow and Earned Value tools.	May 18 2011 4:30PM - 5:30PM	Canal B	Newton, John	
EPM	EPM-214	wInsight Town Hall	Gather together with fellow members of the wInsight community for an interactive session to discuss best practice product implementations, product features, and tips and tricks. Provide product feedback and suggest product enhancements to members of the Deltek wInsight product team.	May 18 2011 9:45AM - 10:45AM	Canal C	Boulton, Mike	NASBA
EPM	EPM-215	MPM Tips and Tricks	This ever-popular session is packed with information designed to help you get the most out of MPM. Discover the most common mistakes users make and how to avoid them. Have you ever thought there must be a better way to get something done? Well then, this session is for you!	May 17 2011 2:00PM - 3:00PM	Canal D	Gilson, Barbara	NASBA
EPM	EPM-215	MPM Tips and Tricks	This ever-popular session is packed with information designed to help you get the most out of MPM. Discover the most common mistakes users make and how to avoid them. Have you ever thought there must be a better way to get something done? Well then, this session is for you!	May 18 2011 8:30AM - 9:30AM	Canal D	Gilson, Barbara	NASBA
EPM	EPM-216	Microsoft Project Integration with MPM using MSP Link	This session is for those of you who'd like to integrate Microsoft Project (MSP) with MPM. See firsthand just how simple it is to move schedule information into MPM.	May 18 2011 11:00AM - 12:00PM	Canal D	Gilson, Barbara	NASBA

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EPM	EPM-217	Open Plan Performance Improvement - An On-Going Journey	Improving the performance of Open Plan is not only important for business efficiency, but also to increase employee satisfaction. In the past several years, this effort to improve the speed and capability of the tool has become the number one priority for the system owners at Boeing. With increased focus and effort by both Boeing and Deltek, many significant improvements in Open Plan performance were made during 2010. This session will show the history of performance improvement over the past several years.	May 18 2011 3:15PM - 4:15PM	Canal E	Gardiner, Ronald	NASBA
EPM	EPM-218	WAD via Cobra 5.0 Report Templates	The Work Authorization Document (WAD) often requires metadata commonly used to describe a control account (for example, charge number, CAM, contract ID, CWBS, PWBS). These codes are not required for selection criteria. Join this session and learn how the Code fields in Cobra 5.0 can be "tagged" in the report template and produced on the resulting reports. This creates an opportunity to make Cobra the "system of record" for all data related to a control account.	May 18 2011 4:30PM - 5:30PM	Canal A	Phillips, Barbara	NASBA
EPM	EPM-219	Automating Cobra 5.0 Functions and Reporting using Batch Processing	Cobra batch processing can be used to automate routine processing, to execute several processes at one time, or to allow the scheduling of processes. Batch processing will allow you to automate repetitive tasks and to enforce standards. Join this session and learn how to develop batch scripts to perform your desired processes and how to review Log files in Cobra after the batch processing is complete.	May 18 2011 2:00PM - 3:00PM	Canal A	Forgan, Jamie	NASBA
EPM	EPM-220	Cobra 5 the Experience: Converting to Cobra 5 SP2 from Cobra 4.7	This session will provide helpful guidance for a successful conversion from Cobra 4.7 to Cobra 5 SP2. Discussions will include: Steps for planning the conversion process and using the Data Conversion tool; Issues and gotchas that came up along the way and how they were resolved; Customizations, including batch processing, migrated to Cobra 5 and the pitfalls to avoid; and The new security model with Cobra 5.	May 18 2011 9:45AM - 10:45AM	Canal B	Bowers, Craig	NASBA
EPM	EPM-221	Cobra 5.0 Implementation Ideas	Not sure where to get started with your Cobra 5.0 implementation? Join this session for the information you need to develop table structures, control accounts and work package structures, integration wizard features, and reporting features.	May 18 2011 8:30AM - 9:30AM	Canal A	McCann, Lisa	NASBA
EPM	EPM-222	Risk Adjusted Earned Value Management – Putting Reality Back into the Plan	While earned value management (EVM) can often provide government contractors with the early warning indicators and performance trends they need to effectively manage a profitable fixed-price contract, EVM used in isolation can insulate the Program Managers from the risk of cost or schedule overrun due to the contract type. Because of a heightened sensitivity around performance and profitability, many contractors are also implementing Enterprise Risk Management (ERM) to complement existing management tools to help avoid profit loss and higher risk. This session will focus on how EVM and ERM combined can take you to new levels in terms of reality in the Program Plan.	May 18 2011 8:30AM - 9:30AM	Canal C	Brown, Mark	NASBA, PMI
EPM	EPM-223	5 Secrets to Avoiding Project Surprises	Join this session and explore an actual case study on the benefits and value or implementing an Enterprise Risk Management system.	May 17 2011 3:15PM - 4:15PM	Canal B	Koster, Kim	NASBA, PMI
EPM	EPM-224	Cobra Town Hall	Gather together with fellow members of the Cobra community for an interactive session to discuss best practice product implementations, product features, and tips and tricks. Provide product feedback and suggest product enhancements to members of the Cobra product team.	May 18 2011 11:00AM - 12:00PM	Canal A	Boatwright, Kathy	NASBA
EPM	EPM-225	Open Plan Town Hall	Join fellow members of the Open Plan community for this interactive town hall session. We will discuss best practice product implementations, product features, and tips and tricks. You will also have the opportunity to provide product feedback and suggest product enhancements to members of the Open Plan team.	May 18 2011 4:30PM - 5:30PM	Canal E	Jackson, Marcus	NASBA

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EPM	EPM-226	Cobra Tips and Tricks	If you have ever asked yourself, Can this go any faster? Why didn't that work like I expected?; What do I need to do to resolve this validity check error?; Why didn't all of my data load from the schedule?; Why is wnsight not the same as Cobra?; How do I change a date in my calendar?; or How do I set up a test and production area?, you can't afford to miss this session! Come hear tips from our expert on trouble shooting techniques for each of the above and any many more. This session will focus on Cobra v5; however, the majority of the techniques discussed also apply for v4.7	May 17 2011 4:30PM - 5:30PM	Canal A	Schulte, Ruthanne	NASBA
EPM	EPM-301	Advance Calculated Fields	Join this session and learn how to improve your ability to create calculated fields for multiple purposes when using Open Plan (views, reports, bar sets, cross table data extraction, and exports).	May 19 2011 9:45AM - 10:45AM	Canal B	Steinfeld, Shane	NASBA
EPM	EPM-302	Advanced Reports for Performance Analysis using wnsight	This session will demonstrate how PMs, CAMs, and Analysts can improve performance analysis and data validation with wnsight reports. Join this session to see the latest in wnsight reports for automated contract performance evaluation, control account performance analysis, variance root cause analysis, control account resource plan evaluation (fact, fiction, or fantasy), and process compliance.	May 19 2011 9:45AM - 10:45AM	Canal D	Mueller, Mitch	NASBA, PMI
EPM	EPM-303	Data Warehousing and Data Mining EVMS Data	While we have great tools, such as wnsight and MPM, for reporting basic EVMS data, there is a need to do more reporting in different ways. Join this session to learn how we warehouse EVMS data from wnsight, MPM, MS Project, and other systems for aggregating reporting data across contracts.	May 19 2011 8:30AM - 9:30AM	Canal C	Norseth, Kenyon	NASBA
EPM	EPM-304	Implementing Over Target Baseline	This session covers early warning indicators that a program is moving toward an over target baseline (OTB). Topics for discussion include: actions to take in preparation for an OTB implementation, including depleting existing the remaining management reserve (MR) and establishing new management reserve; customer discussions required; implementation; and post reporting requirements such as reprogramming adjustments.	May 18 2011 9:45AM - 10:45AM	Canal A	Mahoney, Audrey	NASBA, PMI
EPM	EPM-305	Implementing MPM on a Non-Standard Contract	Implementing MPM out of the box on non-standard contracts is simple and easy. However, additional considerations are necessary when implementing custom reporting with MPM's Data Warehouse. Join this session and learn what we experienced while implementing MPM's Data Warehouse for the first time on a newly awarded contract.	May 18 2011 2:00PM - 3:00PM	Canal D	Kottmyer, Jeffrey	NASBA
EPM	EPM-306	MPM Project Conversions to New Globals	This session will focus on best practices for MPM Global Maintenance and MPM Project conversions from one global to another. Typical business environment changes in the Aerospace and Defense industry that might require such changes include disclosure statement changes for the application of indirect costs and business acquisitions. We will provide insight into how MPM project history is impacted and walk through the process of converting and reconciling an MPM Project with replans.	May 19 2011 9:45AM - 10:45AM	Canal E	Cons, Rachel	NASBA
EPM	EPM-307	MPM System Administrator Roundtable	Join this roundtable session to share your MPM system administration issues and best practices with fellow users and the Customer Care experts. Get solutions or alternatives to your implementation questions.	May 18 2011 3:15PM - 4:15PM	Canal D	Gilson, Barbara	NASBA
EPM	EPM-308	Importing Costpoint Fully Burdened Actual Costs into MPM	This session will focus on how Orbital Sciences - Launch Systems Group overcame limitations associated with the Costpoint to MPM Interface. Also learn how they successfully loaded fully burdened actuals into MPM using the MPM Batch Import Conversion Utility and a custom process that ensures that MPM reconciles to Costpoint accounting records.	May 19 2011 11:00AM - 12:00PM	Canal D	Hall, Coltin	NASBA
EPM	EPM-309	Business Intelligence with the MPM Data Warehouse	This technical session will focus on implementing third-party business intelligence applications with MPM's Data Warehouse. The session will walk you through generating a cost report on work breakdown structures (WBS) and resource break down structures (RBS) as well as extracting data from the MPM Data Warehouse using OLAP, Excel, and reporting services.	May 19 2011 11:00AM - 12:00PM	Canal B	Awosika, Taiwo	NASBA
EPM	EPM-310	Reporting in Cobra	Want to learn more about creating custom reports for Cobra 5? This session will teach you how to add columns (such as EVT or hours) to the standard reports. Also learn who to create a report that shows cumulative to date budget, earned, and actual costs along with the at-complete values as well as four different forecasts! Report customization is easy in Cobra 5; come and learn how to do it.	May 17 2011 2:00PM - 3:00PM	Canal A	Schulte, Ruthanne	NASBA

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EPM	EPM-310	Reporting in Cobra	Want to learn more about creating custom reports for Cobra 5? This session will teach you how to add columns (such as EVT or hours) to the standard reports. Also learn who to create a report that shows cumulative to date budget, earned, and actual costs along with the at-complete values as well as four different forecasts! Report customization is easy in Cobra 5; come and learn how to do it.	May 18 2011 3:15PM - 4:15PM	Canal A	Schulte, Ruthanne	NASBA	
EPM	EPM-311	Designing wInsight Dashboard Views	The wInsight Dashboard which utilizes MS SharePoint is a flexible tool that supports many different configurations. Attend this advanced session to learn how to create executive, manager and analyst views to effectively meet your end-users' needs.	May 17 2011 2:00PM - 3:00PM	Canal E	Atencio, Roland	NASBA	
EPM	EPM-MGS	EPM 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	Presidential Ballroom D	Bell, Chris		
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-106	Time is Money! Time Management to Increase Profits	Timesheets are an essential element of a services firm's bottom line. Join this session to learn how effective time management can help you increase project profitability and utilization, improve cash flow, and help recover extra services. We will look at best practices for timesheet entry and policies, approvals, billing, and integration with Resource Management that will make a significant difference to your success.	May 18 2011 8:30AM - 9:30AM	Jackson A/B	Jewell, June	NASBA	

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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
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

Insight 2011 - EPM and Cross-Track Session Catalog							
Track	Topic Code	Title	Abstract	Session Timeslot	Room Name	Primary Speaker	Credit Type
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	

Insight 2011 - EPM and Cross-Track Session Catalog							
Track	Topic Code	Title	Abstract	Session Timeslot	Room Name	Primary Speaker	Credit Type
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