

Insight 2011 - GCS Premier Session Catalog								
Track	Topic Code	Title	Abstract	Session Timeslot	Room Name	Session Primary Speaker	Credit Type	
GCS Premier	GCS-100	Leveraging Deltek Time and Expense to survive a DCAA Timekeeping Audit	This session focuses on leveraging Deltek Time and Expense and using best practices to avoid common pitfalls of DCAA timekeeping audits. We will review how to initialize recurrence codes and scheduled processes of various reports to increase efficiency and improve timesheet administration. This session will include an open forum for discussing issues encountered and answering questions.	May 18 2011 8:30AM - 9:30AM	Bayou B	Hilliard, Jess	NASBA	
GCS Premier	GCS-101	Surviving a DCAA Audit with GCS Premier	Leverage your GCS Premier system to survive a DCAA audit. This session will discuss current auditing events in the GovCon industry. We will review the requirements for an approved accounting system, the key controls incorporated into GCS Premier, and the functions all GCS Premier users should know to maximize the compliance features of the system. This is a must-attend session for any contractor new to the world of the Defense Contract Audit Agency.	May 18 2011 2:00PM - 3:00PM	Bayou C	Mitchell, Nicole	NASBA	
GCS Premier	GCS-101	Surviving a DCAA Audit with GCS Premier	Leverage your GCS Premier system to survive a DCAA audit. This session will discuss current auditing events in the GovCon industry. We will review the requirements for an approved accounting system, the key controls incorporated into GCS Premier, and the functions all GCS Premier users should know to maximize the compliance features of the system. This is a must-attend session for any contractor new to the world of the Defense Contract Audit Agency.	May 19 2011 11:00AM - 12:00PM	Bayou C	Mitchell, Nicole	NASBA	
GCS Premier	GCS-102	Unallowable Expenses - Handling the Accounting in GCS Premier	Unallowable expenses require different accounting depending on whether they would have been direct or indirect expenses. Come hear about the best practices for compliant accounting for unallowable expenses in GCS Premier, including how to handle the tiering of the burden required on some unallowables expenses.	May 18 2011 11:00AM - 12:00PM	Bayou D	Falvey, Jerry	NASBA	
GCS Premier	GCS-103	GCS Premier Revenue Reconciliation	One of the most time-consuming tasks during month-end close can be reconciling revenue calculations. In this session we will present possible approaches for maximizing your ability to close your books with a minimal amount of hassle. We will give priority to discussing the approaches that are most likely to succeed and that are least time-consuming.	May 18 2011 3:15PM - 4:15PM	Bayou E	Prausa, Robin	NASBA	
GCS Premier	GCS-104	Compliant Incurred Cost Submissions with GCS Premier and Impromptu	In this session we will demonstrate how to extract data used to populate the compulsory and optional schedules needed to satisfy DCAA requirements for a compliant Incurred Cost Submission. We will present a sample of our custom Impromptu reports that will furnish the requirements for the Indirect Schedules (A-E) and the Direct Cost Schedule (H). Using the data presented, we will provide a sample of "Checks and Balances" to reports produced from GCS Premier, thereby ensuring a fully compliant and consistent approach to this submission.	May 17 2011 11:00AM - 12:00PM	Bayou E	George, Jacob	NASBA	
GCS Premier	GCS-105	Budgeting in GCS Premier	Are your GCS Premier reports missing helpful budget information? This session provides step-by-step procedures for entering your budget in GCS Premier. This session will also cover how you can use the budgets in GCS Premier to track ceilings on your contracts.	May 18 2011 2:00PM - 3:00PM	Bayou B	Chilton, Nancy	NASBA	
GCS Premier	GCS-106	GCS Premier Budgeting and Planning for Project Managers	This session will introduce GCS Premier Budgeting and Planning, a web-enabled project planning application that puts real-time project reports, budgets, and EACs at your fingertips.	May 17 2011 3:15PM - 4:15PM	Bayou E	Corbin, Dave		
GCS Premier	GCS-106	GCS Premier Budgeting and Planning for Project Managers	This session will introduce GCS Premier Budgeting and Planning, a web-enabled project planning application that puts real-time project reports, budgets, and EACs at your fingertips.	May 18 2011 4:30PM - 5:30PM	Bayou E	Corbin, Dave		
GCS Premier	GCS-107	Proposal Costing/Pricing with GCS Premier Budgeting and Planning	This session will focus on proposal costing and pricing in GCS Premier Budgeting and Planning. This application is an integrated, web-based solution that increases accuracy in costing/pricing proposals, while limiting visibility of employee cost rates and indirect rates.	May 17 2011 4:30PM - 5:30PM	Bayou E	Corbin, Dave		
GCS Premier	GCS-108	Indirect Rate Variances – What are They? How Do I Get Rid of Them?	This session will explain what indirect rate variances are, how to set up GCS Premier to record the variances, and how you can use the posted cost variances as a management tool. We will review both revenue and cost variances, and explain that you do not need to have both. We will also cover the steps you can take to remove rate variances in GCS Premier.	May 18 2011 9:45AM - 10:45AM	Bayou C	Louis, Karen	NASBA	

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Track	Topic Code	Title	Abstract	Session Timeslot	Room Name	Session Primary Speaker	Credit Type	
GCS Premier	GCS-109	Are you Using Divisions to their Fullest Capacity?	Come learn about this greatly under-utilized tool in GCS Premier. Learn how to produce divisional financial statements and organize your projects into separate divisions. In this session, we will review how to set up divisions, assign employees and costs to divisions, and print divisional income statements. We will also briefly discuss the Cross-Charge module.	May 17 2011 3:15PM - 4:15PM	Bayou D	Louis, Karen	NASBA	
GCS Premier	GCS-110	GCS Premier to Costpoint Migration Primer	This session highlights the decision-making process for a long-standing GCS Premier customer migrating to Costpoint. Topics include the decision to migrate, setting realistic expectations, and design and data mapping strategies, as well as adapting business processes to new functionality. This session includes the customer's viewpoint, as well as input from functional and technical consultants.	May 18 2011 4:30PM - 5:30PM	Bayou D	Barger, Alison	NASBA	
GCS Premier	GCS-111	Mastering the Contract Setup Process in GCS Premier	In this session we will review the importance of the Contract Suffix screen, the significance of the settings in the Contract Master File, the importance of the Task Revenue and Task AR settings, and what you must do to change those settings. We will also review the impact that Contract setup has on the General Ledger and on Billine.	May 17 2011 11:00AM - 12:00PM	Canal A	Smith, Lee	NASBA	
GCS Premier	GCS-112	Using GCS Premier Purchasing to Streamline Your Purchase Order Process	Are you tracking your purchase orders manually? Learn how the GCS Premier Materials Management module can help streamline your purchase order processing. In this class we will review the basics and learn some best practices for implementing and using this module.	May 17 2011 3:15PM - 4:15PM	Bayou B	Waggoner, Debbie		
GCS Premier	GCS-113	Web-based Executive Dashboards with GCS Premier Analytics	Built in the GCS Premier tradition of being easy-to-install, easy-to-use, and easy-to-maintain, GCS Premier Analytics extracts your GCS Premier data and stores your historical information in a relational database. It provides executives and operational managers with a snapshot into their company's financial operations, resource allocations, and project profitability.	May 18 2011 2:00PM - 3:00PM	Bayou D	DAmbrisi, Anthony		
GCS Premier	GCS-114	GCS Premier On Demand (SaaS) - Deltek First	GCS Premier Product Director, Tony D'Ambrisi, will provide a sneak peek of Deltek First, a history-making first step into the future of GCS Premier.	May 18 2011 9:45AM - 10:45AM	Bayou D	DAmbrisi, Anthony		
GCS Premier	GCS-115	Tips and Tricks for Using GCS Premier	Have you ever wondered what all those icons do? Are there easier ways to navigate through the system? How can Batch Manager help me with my daily processes? We will answer these questions and many more in this session.	May 19 2011 8:30AM - 9:30AM	Bayou B	Waggoner, Debbie	NASBA	
GCS Premier	GCS-117	GCS Premier to Costpoint Conversion – Planning and Execution Considerations	Clients who are migrating from GCS Premier to Costpoint have many complex factors to consider during the planning and execution process. This session highlights the key areas required to achieve success. In this session, we will begin with an explanation of the differences between the two systems. This overview will provide the basis for a discussion of the steps required for the conversion, such as: design and configuration of the Costpoint database; development of spreadsheets to map GCS Premier contracts and accounts to Costpoint projects and accounts; test conversions, including the testing and reconciliations required; and the final go-live conversion. Other issues covered will include the roles and responsibilities of both client staff and Deltek consultants; potential GCS Premier clean-up issues; client staff training requirements; determination of which new Costpoint modules will be used; and development of a schedule. Leading the session will be Mark Reese of EWA Incorporated, whose company has recently gone through a conversion; Mary Anne Stagg, an A&F Consultant with Deltek; and Jessica Ritenour, a Data Consultant with	May 17 2011 2:00PM - 3:00PM	Bayou E	Reese, Mark		
GCS Premier	GCS-200	Five Favorite Impromptu Reports for GCS Premier	This session will walk you through a live demo in which we will create our five favorite Impromptu reports for GCS Premier. Along the way we will show you the basics of Impromptu report building, including filters, groups and subtotals, prompts, and variables. Reports are Active Contract Listing, Employee Listing, Voucher Distribution with Prompts, Timesheet History with Prompts and GL Detail with Prompts.	May 17 2011 4:30PM - 5:30PM	Bayou C	Davis, Tim	NASBA	
GCS Premier	GCS-201	GCS Premier Exception Reporting in Impromptu	While most people focus on standard reporting functions for their accounting system, others modify their reporting methodologies to search for data deviations outside acceptable parameters. This session provides examples and in-session training on what types of data deviations to look for to improve standard reporting accuracy and detail.	May 18 2011 4:30PM - 5:30PM	Bayou B	Solar, Aaron	NASBA	

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GCS Premier	GCS-202	Accounts Payable Tips and Tricks	Get advice straight from an expert and get the most out of GCS Premier's Accounts Payable! Tips and tricks for streamlining process, best practice techniques, and processing shortcuts are all on the agenda.	May 18 2011 9:45AM - 10:45AM	Bayou B	Prausa, Robin	NASBA	
GCS Premier	GCS-203	Time Collection Tips and Tricks for GCS Premier	This session will provide a live review of GCS Premier and Time Collection. We will show how the two systems interface and explain our "best practices" recommendations for using Time Collection with GCS Premier.	May 17 2011 11:00AM - 12:00PM	Bayou D	Myers, Patrick	NASBA	
GCS Premier	GCS-204	Billing Round Table	With the DOD turning to a CPFF and FP environment, timely invoicing is becoming increasingly important. Come sit with your peers to discuss billing challenges and learn ways to overcome these hurdles without overwhelming you and your billing personnel.	May 18 2011 11:00AM - 12:00PM	Bayou C	McGann, Martin	NASBA	
GCS Premier	GCS-205	Increase Organizational Performance Visibility with GCS Premier Budgeting and Planning	This session will provide a deep look into the organization side of GCS Premier Budgeting and Planning. Learn how to create annual plans and mid-year outlooks and forecast forward rates. Learn about reporting capabilities, too, including visibility into resource schedules for employees.	May 18 2011 8:30AM - 9:30AM	Bayou C	Corbin, Dave		
GCS Premier	GCS-206	Real time Project Management Reports contain the keys to a successful project	Learn how Deltek's new Project Execution Package can meet the reporting needs of every demanding Project Manager. Deltek's new Project Execution Package with GCS Premier PM Reporting provides real time reports with data from GCS Premier and Time Collection.	May 18 2011 3:15PM - 4:15PM	Bayou C	Jones, Laura	NASBA	
GCS Premier	GCS-207	Revenue Roundtable	A panel of GCS Premier Revenue experts will facilitate a roundtable discussion on revenue options and what works best for different types of contracts. This is your chance to learn from the experts and your peers on how to calculate your company's revenue accurately and efficiently.	May 18 2011 4:30PM - 5:30PM	Bayou C	Jones, Laura	NASBA	
GCS Premier	GCS-208	Which Revenue Method is Best For Me?	Learn the pros and cons of different revenue methods so that you can improve your contract setup. In this session you will learn about all the revenue methods and how they work. Learn which revenue methods work best for Time and Materials, Cost Plus, and Fixed Price contracts. We will also discuss tips and tricks for revenue adjustments.	May 19 2011 9:45AM - 10:45AM	Bayou E	Beardow, Lesley	NASBA	
GCS Premier	GCS-209	Maximize your use of GCS Premier Job Status Reporting	Are your JSRs causing confusion? Do your project managers spend more time fighting the validity of the reports than they do analyzing them? This class will take you through Job Status Reporting, show you where the values originate, and what to do when there is an issue! The JSR is a great project management tool that can improve your company's bottom line. Can you afford not to use it?	May 18 2011 11:00AM - 12:00PM	Bayou E	Beardow, Lesley	NASBA	
GCS Premier	GCS-210	Everything You Need to Know about Tracking Leave.	If you've given up hope on reconciling, accruing, or correcting your leave balances in GCS Premier, this session is for you. We will discuss where leave is stored, how you can track it in Time Collection, and how to handle different types of leave. We will also discuss comp time and banked holiday handling, along with the timing of leave. Restore your confidence in leave with this class.	May 19 2011 11:00AM - 12:00PM	Bayou B	LeMaire, Jason	NASBA	
GCS Premier	GCS-211	Correcting Timesheets: Break it Down!	How many hours do you spend correcting timesheets? If you are tired of not knowing what to do, or which system to start with for timesheet corrections, then this is the class for you. We will discuss the flow of a timesheet and manual vs. automated processing. We will also discuss the reconciliation procedure in detail.	May 18 2011 3:15PM - 4:15PM	Bayou D	LeMaire, Jason	NASBA	
GCS Premier	GCS-213	Resolving Common Technical Errors	Learn how to defeat common technical errors and keep productivity high. This session will teach you how to avoid these errors and how to resolve them once and for all.	May 17 2011 11:00AM - 12:00PM	Bayou C	Hartman, Jo	NASBA	
GCS Premier	GCS-214	Technical Tips and Tricks from the Pros!	Are you responsible for installing and maintaining the Deltek systems at your company? Come learn from a Deltek technical expert the tips and tricks to keep these systems running at peak efficiency.	May 19 2011 11:00AM - 12:00PM	Bayou D	Hartman, Jo	NASBA	
GCS Premier	GCS-215	Ready, Set, Close!	This session will give you an overview of the monthly and annual closing processes. We will review the reconciliations that you should complete and what to do if something does not reconcile. We will provide a recommended closing checklist to help you stay on track, to ensure a successful close on time, every time!	May 17 2011 4:30PM - 5:30PM	Bayou D	McCarver, Stacey	NASBA	

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GCS Premier	GCS-215	Ready, Set, Close!	This session will give you an overview of the monthly and annual closing processes. We will review the reconciliations that you should complete and what to do if something does not reconcile. We will provide a recommended closing checklist to help you stay on track, to ensure a successful close on time, every time!	May 19 2011 11:00AM - 12:00PM	Bayou E	McCarver, Stacey	NASBA	
GCS Premier	GCS-216	Bank Reconciliations - GCS Premier Initialization and Advantages	Bank reconciliations got you down? Come learn how you can speed through your bank reconciliation process with the GCS Premier Bank Reconciliation module. A GCS Premier expert will explain the steps for getting started with the Bank Reconciliation module and then review the steps for completing a perfect reconciliation.	May 18 2011 3:15PM - 4:15PM	Bayou B	McCarver, Stacey	NASBA	
GCS Premier	GCS-217	GCS Premier Billing Demystified!	Are you responsible for preparing your company's billings? Are you looking for ways to improve this process? Come learn the details behind the GCS Premier Billing process. In this session we will review the billing calculations and gain a better understanding of the billing worksheet. This session will help you get bills out the door faster and with better accuracy.	May 18 2011 8:30AM - 9:30AM	Bayou E	McCarver, Stacey	NASBA	
GCS Premier	GCS-218	GCS Premier Inventory Control for Materials Management	Are you still tracking your inventory with spreadsheets? GCS Premier's Inventory Control module can replace those spreadsheets and make tracking movement and cost of inventory a breeze. In this session, we will discuss inventory transactions, costing methods, physical inventory, and serial/lot/location tracking. Inventory Control is fully integrated with Purchasing and Receiving, so there are no duplicate entries necessary between procurement and inventory.	May 18 2011 11:00AM - 12:00PM	Bayou B	Waggoner, Debbie	NASBA	
GCS Premier	GCS-219	GCS Premier Financial Reporting, Tailored to Meet Your Needs	Join this session to learn everything you need to know about financial reporting using GCS Premier. A brief overview of financial report setup will lead to more advanced discussions about divisional and departmental reporting. We will also discuss the Organizational Breakdown Structure (OBS). This session will provide you with insight into how you can set up GCS Premier to tailor reporting to meet your firm's unique needs.	May 19 2011 8:30AM - 9:30AM	Bayou E	Jones, Laura	NASBA	
GCS Premier	GCS-220	Subcontracts - What is the Most Efficient Way to Handle Them?	You have several choices when it comes to handling your subcontracts in GCS Premier. This session will review these choices and explain how you can use the Purchasing module to track your subcontract costs efficiently. We will also discuss the Accounts Payable and Payroll modules.	May 19 2011 9:45AM - 10:45AM	Bayou B	Waggoner, Debbie	NASBA	
GCS Premier	GCS-300	Using Indirect Pools for Effective Cost Recovery	Creating the indirect pool structure that matches your company's spending patterns is essential to effective cost recovery. Learn which government regulations apply and how to translate them to GCS Premier in order to create the most efficient structure possible, based on your company's technical workflow, trends, and future growth needs.	May 19 2011 9:45AM - 10:45AM	Bayou D	Sproat, Laura	NASBA	
GCS Premier	GCS-301	Your Business is Growing - Factors to Consider when Restructuring Indirect Rates	You have been using GCS Premier for a while. Now your business is growing and you recognize that you need a more complex pool structure. GCS Premier allows seven pools per division; what is the best way to handle more than seven pools in GCS Premier? In this session we will discuss the factors to consider when planning an expansion to the indirect rates in GCS Premier.	May 17 2011 3:15PM - 4:15PM	Bayou C	Falvey, Jerry	NASBA	
GCS Premier	GCS-302	Exporting Your GCS Premier Data to Microsoft Excel	Struggling to find easy ways to extract your GCS Premier data to Excel for analysis and customized reporting options? This session provides insight into DataPort's data extraction functionality. Learn about cover filters, sorts, and exporting to Excel via DataPort. We will spotlight commonly requested queries, including a Fiscal Year Journal Entry Register, Payroll Check Register, Number of Active Employees, Active Employees' Hourly Rates, and 1099 Vendors. You will also learn how to export data to Excel via the GCS Premier Inquiry screens.	May 19 2011 9:45AM - 10:45AM	Bayou C	Dettman, Kenneth	NASBA	
GCS Premier	GCS-303	Reconciling Unbilled A/R and the Analysis Report	This session will explain unbilled Accounts Receivable, the Analysis Report, and what to do when nothing seems to make sense. This session will give you the knowledge that you need to have a reconciled schedule of unbilled receivables.	May 18 2011 2:00PM - 3:00PM	Bayou E	Bearrow, Lesley	NASBA	

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GCS Premier	GCS-304	GCS Premier Billing - Invoicing Made Easy	Are you ready to start using GCS Premier Billing? Or have you started using GCS Premier Billing and found that you have questions? Join this session to learn how to create billing templates that suit your needs, as well as your client's needs. You will learn how to build tables to access labor category descriptions, hide your rates so they cannot be determined from the bill, and combine billings that use two different rates. This session is a must for anyone responsible for their company's billings.	May 18 2011 9:45AM - 10:45AM	Bayou E	Longo, Susan	NASBA	
GCS Premier	GCS-305	Setting up a Work Breakdown Structure (WBS) in GCS Premier	Learn how the GCS Premier Work Breakdown Structure can help solve your project reporting and billing needs. This session will review the steps to build a successful WBS structure. We will also discuss alternative uses of the WBS. Come learn more about this powerful feature in GCS Premier.	May 17 2011 4:30PM - 5:30PM	Bayou B	Williams, Karen	NASBA	
GCS Premier	GCS-307	Advanced Payroll with the Pro!	Are you responsible for your company's payroll? Are you considering bringing the payroll process in-house? Got payroll questions? Get all your questions answered by Deltek's payroll expert. This session will cover advanced topics for the GCS Premier Pavroll module.	May 17 2011 11:00AM - 12:00PM	Bayou B	Sproat, Laura	NASBA	
GCS Premier	GCS-308	At Your Service! Putting Service Centers to Work for You	Learn how service centers can help you streamline everything from your monthly processing to your cost allocation process. This session will take you through the steps for initializing a service center and teach you how to process service centers on a monthly basis. We will also present tips on reconciling service centers.	May 19 2011 8:30AM - 9:30AM	Bayou D	Sproat, Laura	NASBA	
GCS Premier	GCS-MGS	GCS Premier 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 1:30PM - 3:00PM	Presidential Ballroom D			
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	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	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	

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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	
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	

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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	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	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	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	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	May 18 2011 4:30PM - 5:30PM	Jackson A/B	Nero, Tim		

Insight 2011 - GCS Premier Session Catalog							
Track	Topic Code	Title	Abstract	Session Timeslot	Room Name	Session 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	May 18 2011 8:30AM - 9:30AM	Jackson E/F	Hofferberth, Dave	NASBA