

Insight 2011 - Vision Session Catalog							
Track	Topic Code	Title	Abstract	Session Timeslot	Room Name	Primary Speaker	Credit Type
Vision	VI-100	CRM: What Is It and How Can I Avoid It?	Join this session for a humorous learning adventure into the world of CRM. We'll cover definitions, strategy for use, best practices, and policies that support CRM. CRM — you can't avoid it, so you better learn about it.	May 19 2011 11:00AM - 12:00PM	Governor's Ballroom B	Foster, John	AIA, NASBA, NSPE, SMPS
Vision	VI-101	Vision for an Emerging Economy	As the economy rebuilds, Vision can be a powerful partner to help your firm grow efficiently and become more effective with finite resources. This session will illustrate not only the refined project-based technical capabilities that Vision offers Architectural and Engineering firms, but also how Deltek's three decades of expertise in the industry has informed our software development to help firms become efficient, effective, and profitable as the economy begins to offer optimism for more opportunities.	May 18 2011 3:15PM - 4:15PM	Tennessee DE	Van Kirk, Kevin	NASBA
Vision	VI-102	The RUBO Report: What It Means and Why It's Important	This session will provide an overview of the Resource Utilization by Organization (RUBO) report as well as a detailed description of display columns and settings. Some other planning reports will be reviewed as well, and we will discuss how the RUBO will encourage better communication and staffing decisions. Furthermore, the presentation will describe the cause and effect relationships between Resource Planning and the messages that are conveyed to other entities within your firm.	May 17 2011 4:30PM - 5:30PM	Governor's Ballroom A/E	Gilbert, Ken	AIA, NASBA, NSPE
Vision	VI-103	Getting Started with Resource Management	This session will help you take a step back and review how you manage people across your projects and understand the decisions you will need to make to integrate resource management with project planning. Vision Resource Management will help drive your demand vs. capacity decisions so that you can maximize your resource pool and find the right people for your project needs.	May 17 2011 11:00AM - 12:00PM	Governor's Ballroom A/E	Rabideau, Lisa	NASBA
Vision	VI-104	Develop Expertise, Share Intelligence, and Engage Employees through a Social Intranet	Knowledge Architecture has built over 20 social intranets for architects and engineers in the last 18 months. Join this session to learn what Knowledge Architecture has learned about developing expertise, sharing project and client intelligence, and engaging employees through social intranets. Discussion topics include: best practices for using social tools such as blogs, wikis, and status updates to build community; the benefits of integrating intranets with marketing, financial, and human resource components of Vision; and proven strategies for managing information and sharing knowledge.	May 17 2011 4:30PM - 5:30PM	Tennessee DE	Parsons, Christopher	AIA, NASBA, NSPE
Vision	VI-105	Corporate Inefficiencies Exposed: A Vision Case Study	Implementing Vision is an important first step in fixing inefficient business processes, but meaningful process improvement is more than converting legacy data into a new system and retaining existing methods of execution. Maximizing your return on investment requires truly integrating the three key elements of your firm in your Vision system: strategic focus, operations, and sales management. This session will emphasize the value of using Vision to align your long-term growth strategy with day-to-day operations. LJB will share how the implementation of Vision exposed inefficiencies in processes and organizational structure and details of the resulting strategic planning and reorganization efforts. LJB will also share lessons learned during its journey and provide tips to manage true process improvement.	May 17 2011 11:00AM - 12:00PM	Jackson A/B	Randall, Glenda	NASBA
Vision	VI-106	Company Wide Connect for Microsoft Outlook	In this session, Sebesta Blomberg discusses the reasons why they chose to deploy Connect for Microsoft Outlook (CMO) to every employee. Not only has CMO been embraced, but the quality of coordination and reporting in the business development team has been vastly improved. Uses for every employee will be touched on as we review the variety of functions in CMO. Along the way, Sebesta Blomberg will provide the experiences and best practices they've uncovered.	May 18 2011 9:45AM - 10:45AM	Presidential Ballroom D	Brantingham, JJ	NASBA
Vision	VI-107	Managing Proposal Content from Vision Opportunities	Join this session to learn how Vision custom fields and grids in Opportunities can be used to coordinate and consistently communicate proposal themes, team differentiators, persuasive messaging, and production limits and requirements to all members of the proposal writing and production team.	May 17 2011 3:15PM - 4:15PM	Governor's Ballroom A/E	Voiselle, Nancy	NASBA
Vision	VI-108	Tracking Cost Containment Performance for Use in Proposals	Join this session to learn how to use Vision custom grids and simple workflows to quickly distill a few key pieces of project estimate and cost data often required for proposals. Vision workflows calculate percent variance accurately only when the necessary information is available. A merge template can be developed to merge relevant projects with estimate/cost data for quick production and inclusion in proposals.	May 17 2011 4:30PM - 5:30PM	Jackson C/D	Voiselle, Nancy	AIA, NASBA, NSPE, SMPS

Insight 2011 - Vision Session Catalog								
Track	Topic Code	Title	Abstract	Session Timeslot	Room Name	Primary Speaker	Credit Type	
Vision	VI-108	Tracking Cost Containment Performance for Use in Proposals	Join this session to learn how to use Vision custom grids and simple workflows to quickly distill a few key pieces of project estimate and cost data often required for proposals. Vision workflows calculate percent variance accurately only when the necessary information is available. A merge template can be developed to merge relevant projects with estimate/cost data for quick production and inclusion in proposals.	May 19 2011 11:00AM - 12:00PM	Jackson A/B	Voiselle, Nancy	AIA, NASBA, NSPE, SMPS	
Vision	VI-109	Project Planning: A Return on Investment	Join this session to learn the benefits of using Vision Project Planning, including the most important benefit: profitability. This session will include details of an implementation methodology that ensures all projects benefit from process improvement. Also hear lessons learned, suggestions for evaluating return on investment when implementing Project Planning, and ideas for using Project Planning to maximize profitability.	May 18 2011 3:15PM - 4:15PM	Presidential Ballroom D	Miles, Kathleen	AIA, NASBA, NSPE	
Vision	VI-110	Lessons Learned from Vision Conversion Experiences	Join this session to hear two different engineering companies share their two very different conversion experiences. They will share their stories of moving to Vision, explain what worked, what didn't work, and what they would do differently if they had it to do all over again. Learn the best levels of planning, collaboration, and testing, along with tips and tricks to a successful Vision conversion.	May 18 2011 3:15PM - 4:15PM	Jackson C/D	Cockrall, Cheryl	NASBA	
Vision	VI-111	Five Better Ways to Get Prompt Timesheet Submissions	Time is money for a professional services firm. This session shows you how a consulting firm uses five methods to consistently achieve 95 percent on-time daily timesheet submissions from its engineers. Learn how to make a case for on-time, accurate submissions and obtain resources to combat late and inaccurate timesheets. Also, participate in an open discussion with your peers about timesheet submission successes and failures.	May 18 2011 4:30PM - 5:30PM	Governor's Ballroom A/E	Hinkler, Guy	AIA, NASBA, NSPE	
Vision	VI-113	Get Your Employees to Use Vision!	Do you constantly struggle to get your employees to use Vision? Have you bought add-on modules like CRM or Resource Planning only to find it difficult to get them rolled out to your company? This session will provide practical ideas for getting your employees to use the system and help you put a plan in place to achieve the goals you have for your Vision system.	May 18 2011 2:00PM - 3:00PM	Tennessee C	Jewell, June	NASBA	
Vision	VI-114	Welcome to Vision Analysis Cubes	The Vision Analysis Cubes offer a powerful and flexible way to gain a deep insight into organizational performance. With the enhancements to the Analysis Cubes coming in the next release of Vision, there is no better time than now to familiarize yourself with them and understand their power. However, the concept of Analysis Cubes can often be intimidating. In this session, you will walk away with a wealth of knowledge, including: an understanding of Analysis Cubes concepts (what is a measure or a dimension); an understanding of how the Analysis Cube data is related to Vision transactional data; an understanding of how to connect to Analysis Cubes from Microsoft Excel; and an understanding of how to spin and slice the cube data. In addition, you will see how the enhancements to the Analysis Cubes in the next release of Vision will drastically expand their power.	May 18 2011 8:30AM - 9:30AM	Presidential Ballroom C	Tushaus, Bret	NASBA	
Vision	VI-115	Automating the Go/No Go Form for Opportunities	Professional services firms often use a go/no go process to make educated decisions about whether or not to pursue a potential project. This process may be as simple as reviewing some key questions during a marketing meeting or as formal as a Microsoft Word or Excel form that is filled in, discussed, and filed with the proposal files. Join this session to learn how to use Vision to encourage your users to use your go/no go process by creating the "form" directly in the Opportunities Info Center. This will allow your users to go through the process of answering the key questions, recording those answers, and storing them for reference post-award in one central location.	May 17 2011 3:15PM - 4:15PM	Tennessee DE	Peets, Tracy	AIA, NASBA, NSPE, SMPS	
Vision	VI-116	Reducing Capital Costs While Increasing Profitability	In A/E/C consulting work, profitability is sometimes eroded by unnecessary capital costs or costs that were not passed onto clients. To enhance profitability, consulting companies need to efficiently track these capital costs and easily assign them to projects that receive the benefit of the capital investment. This session will present a case study that outlines how a mid-size engineering firm has converted software-related capital costs into fully recoverable expenses. The study explores how the firm has partnered with an on-demand software service, allowing for efficient tracking and reimbursement of these expenses. Furthermore, Vision provides an efficient means to allocate these expenses directly to their respective projects for marked-up reimbursement, converting a cost center into a profit center.	May 18 2011 11:00AM - 12:00PM	Jackson C/D	Dominick, Lora	AIA, NASBA, NSPE	

Insight 2011 - Vision Session Catalog								
Track	Topic Code	Title	Abstract	Session Timeslot	Room Name	Primary Speaker	Credit Type	
Vision	VI-117	CRM for Project Managers: Why Should You Care?	In this session, learn how one firm extended the value of CRM past their Marketing and Business Development staff to Project Managers in their firm and improved interoffice communication and cooperation in implementing their client management plans. We'll review what you and your firm need to know about implementing a CRM program and discuss how to design your program for success. You'll discover common goals and pitfalls of CRM implementations, specifically related to your Project Managers, and learn some planning strategies to help avoid them. Finally, learn what's in it for Project Managers, how they can use Vision's CRM module to increase your business, and discover some additional Deltek tools to help simplify the process for them.	May 19 2011 8:30AM - 9:30AM	Governor's Ballroom B	Wolfson, Jennifer	AIA, NASBA, NSPE, SMPS	
Vision	VI-118	Real-World Workflow: A Step-by-Step Vision Workflow Tutorial with Basic Stored Procedures	This session focuses on how to use a combination of workflows, custom fields, and alerts to accomplish a given task. The example we will use is the task of notifying the Principal in Charge when the Project Manager has been terminated to let them know they need to assign someone else. Each step in setting up the process will be reviewed, including the set up of a workflow that uses a simple stored procedure.	May 17 2011 3:15PM - 4:15PM	Presidential Ballroom C	Saunders, Loren	NASBA	
Vision	VI-119	Project Tracking: Keeping the Pipeline Connected	How do you make sure a lead doesn't die or that an opportunity becomes a project? How do you keep information in the pipeline flowing between business development and technical staff so sales can become actual projects? How do you track your projects and make sure there is enough work in the coming months? This session focuses on the customizations to Vision by Larson Design Group, an AEC firm, to help track a project from a Lead to an Opportunity to a Project, and during the Project itself. With this session, you will be able to see how customized fields and workflows help foster better collaboration and tracking between different staff, the project managers, and senior managers through all phases of a project's life cycle.	May 18 2011 11:00AM - 12:00PM	Governor's Ballroom B	Cunningham, Jeffrey	AIA, NASBA, NSPE, SMPS	
Vision	VI-120	Introduction to Advanced Purchasing and Fixed Assets for Vision	In this session, you will learn how you can be more efficient by taking advantage of advanced purchasing functionality such as multi-tier conditional purchase order approval routing, flexible Microsoft Word-based Purchase Order Templates, and integrated automatic creation of Fixed Assets on receipt of AP vouchers. This session will include a demonstration of the new modules and the integration with Vision's Accounts Payable, Purchasing, Project Control, and General Ledger.	May 18 2011 8:30AM - 9:30AM	Governor's Ballroom B	Nolan, Elaine		
Vision	VI-121	The Future of Vision	Significant functionality continues to be added to the Vision product suite. Join this session to hear what's next for Vision Connect for Microsoft Outlook and Vision Performance Management. You will learn what's included in the Vision Roadmap for new functionality and Vision modules such as human capital management, fixed assets, corporate budgeting, and more. Key customer enhancements in the next planned release of Vision will be also be reviewed.	May 17 2011 4:30PM - 5:30PM	Presidential Ballroom B	Tiwari, Jessica		
Vision	VI-121	The Future of Vision	Significant functionality continues to be added to the Vision product suite. Join this session to hear what's next for Vision Connect for Microsoft Outlook and Vision Performance Management. You will learn what's included in the Vision Roadmap for new functionality and Vision modules such as human capital management, fixed assets, corporate budgeting, and more. Key customer enhancements in the next planned release of Vision will be also be reviewed.	May 18 2011 2:00PM - 3:00PM	Presidential Ballroom D	Tiwari, Jessica		
Vision	VI-122	The Future of Vision Accounting	Upcoming releases are adding significant functionality to the Vision product suite. This session will provide a deep dive into the upcoming enhancements to the Accounting module on in-progress Vision projects as well as give you an overview of some of the other functionality under consideration for future releases. Come get a sneak peek in to the future of Vision Accounting!	May 17 2011 3:15PM - 4:15PM	Presidential Ballroom B	Tiwari, Jessica		
Vision	VI-122	The Future of Vision Accounting	Upcoming releases are adding significant functionality to the Vision product suite. This session will provide a deep dive into the upcoming enhancements to the Accounting module on in-progress Vision projects as well as give you an overview of some of the other functionality under consideration for future releases. Come get a sneak peek in to the future of Vision Accounting!	May 19 2011 8:30AM - 9:30AM	Presidential Ballroom C	Tiwari, Jessica		
Vision	VI-127	Introduction to Pipeline Management	Join this session for an introduction to Vision CRM from the Opportunity pipeline management perspective. The session will focus on Vision CRM processes related to the acquisition and qualification of opportunities and related areas.	May 18 2011 2:00PM - 3:00PM	Tennessee DE	Stanley, Jeff		

Insight 2011 - Vision Session Catalog							
Track	Topic Code	Title	Abstract	Session Timeslot	Room Name	Primary Speaker	Credit Type
Vision	VI-129	Driving Value in CRM with Connect for Microsoft Outlook	Deltek's Connect for Microsoft Outlook module has the ability to profoundly change the complexion of Vision CRM implementations in a positive way. Because most Vision users live in Microsoft Outlook, providing access to add and edit CRM related data directly in Outlook can improve the adoption and buy-in of Vision's CRM features and enable companies to better manage business development efforts. This session will include a discussion of the concepts that support the Connect for Microsoft Outlook value proposition, a live demonstration of the product and a look at how Connect for Microsoft Outlook can be customized to better align with specific organizational needs. In addition, attendees will get a glimpse into where Deltek sees the Connect for Microsoft Outlook platform going in the future.	May 17 2011 11:00AM - 12:00PM	Presidential Ballroom B	Tushaus, Bret	
Vision	VI-130	Using the Vision A/R Tools to Improve Cash Flow for Your Organization	When times are tough, cash is king. There are several tools that Vision has to help your A/R department "Show you the Money!" This session will teach you how Vision makes it easy to invoice and collect the money that you are owed using the core functionality built into Vision Accounting.	May 18 2011 4:30PM - 5:30PM	Presidential Ballroom D	Tiwari, Jessica	NASBA
Vision	VI-133	Increasing ROI with Deltek's Business Process Assessment	Deltek's Business Process Assessment helps you compare your current processes with industry best practices and align them with the powerful features and functionality available in Vision. This session will show you how the Business Process Assessment can increase your ROI across such key functional areas as business growth, project quality, and resource efficiency. Whether it is deploying a more streamlined reporting process, enabling dashboard solutions, decreasing DSO's, increasing revenue growth through improved efficiency, or driving higher utilization, the assessment process can help you pinpoint the areas where improvements will have the biggest impact on the bottom line. Hear from a customer on how the Business Process Assessment helped reveal more efficient processes and better leverage Vision.	May 18 2011 4:30PM - 5:30PM	Tennessee DE	Copenhaver, Jay	NASBA
Vision	VI-137	Developing a Robust Financial Planning & Reporting Process with Vision and Adaptive Planning	This session focuses on improving budgeting, planning, forecasting, and reporting processes. By leveraging data in Vision, you can compare actual performance and metrics with your budgets and forecasts across all areas of your business at a consolidated, business unit and detailed project level. Learn how a secure, Web-based interface enables you to flexibly model financial and non-financial data and planning processes.	May 18 2011 11:00AM - 12:00PM	Presidential Ballroom B	Colgate, Kevin	NASBA
Vision	VI-138	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. 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 19 2011 11:00AM - 12:00PM	Presidential Ballroom B	Nero, Tim	
Vision	VI-139	The Deltek Product Experience	We'll 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 provide an improved usage experience. 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 within 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'll 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 19 2011 11:00AM - 12:00PM	Tennessee DE	Rossi, Ben	NASBA
Vision	VI-200	Verify Your "Street Cred" Using Surveys and Vision	Do your clients like you? Are you sure? What do they really think about you? This session focuses on gathering information using online surveys to compile data on your project performance from the client's perspective. Once those client satisfaction survey results are captured, we will discuss how to import them into Vision and combine them with Vision project data to answer those questions and many more.	May 19 2011 9:45AM - 10:45AM	Tennessee DE	Painter, Robert	NASBA

Insight 2011 - Vision Session Catalog							
Track	Topic Code	Title	Abstract	Session Timeslot	Room Name	Primary Speaker	Credit Type
Vision	VI-201	Using Vision to Tune Up Your Sales Management Program	Continuously adapting to change is a fact of life when managing A/E firms, especially when managing sales. Market conditions are constantly changing, and firms need to adjust at the same pace to remain relevant and profitable. Vision is a powerful sales management tool, especially for firms built around the "seller-doer" model. Rainmakers can only maximize the return from unused time when they know exactly what to do, when and where to do it, and who to do it with. This session will share ideas for phasing the implementation of your program, which allows for making necessary and critical adjustments along the way. Also, LJB will present methods for tracking sales goals, ensuring accountability, and making the program measurable and scalable to your needs.	May 17 2011 4:30PM - 5:30PM	Tennessee C	Miller, Megan	NASBA
Vision	VI-202	Automated Comprehensive Employee Review Process	This session will show you how Vision 6.1 can be used to create an employee performance review process tailored to your company's needs. Using tabs, fields, links, and workflows along with secure individualized logins, management saves time, has easy access, and critical employee information is kept confidential. And learn how these Vision tools and techniques can be applied to other specialized processes, too.	May 18 2011 9:45AM - 10:45AM	Tennessee C	Burke, Kristin	AIA, NASBA, NSPE
Vision	VI-203	Managing Your Firm's Great "CRM" Expectations	With 32 offices around the world, MDD faced a daunting challenge: find a way to consolidate its global marketing efforts so that (1) Partners were able to track marketing efforts themselves; (2) Partners and senior staff were able to assess if Marketing Campaigns actually generated revenue; (3) Key contacts were approached in a time-sensitive manner; and (4) MDD could better manage its mailing lists. Join this session to learn how MDD and Acumen Advisors worked together to customize Vision CRM to track and analyze the cost effectiveness of MDD's marketing efforts.	May 18 2011 11:00AM - 12:00PM	Tennessee C	Rising, Karin	AIA, NASBA, NSPE, SMPS
Vision	VI-204	Financial Management for AEC Project Managers	Vision offers financial information vital to the management of architecture, engineering, and construction projects. This session will show you how to display financial data from Vision alongside project information metrics, such as the number of open RFIs and expected submittals using Newforma Project Center. See how this combination provides clearer, more informed reporting that's suited to the needs of the project manager, as opposed to the needs of accounting staff. Discussion of ways to correlate financial and project information in a way that promotes on-time and on-budget delivery of projects in architecture, engineering, and construction will be included in this session.	May 18 2011 2:00PM - 3:00PM	Governor's Ballroom B	Rayes, Robert	AIA, NASBA, NSPE
Vision	VI-205	From Cradle to Grave: Using Vision For Internal Project Processes	Vision is a valuable tool for gathering and organizing project data at all stages of the project lifecycle. This information can then be used for marketing, accounting, administration, operations, and IT purposes. Join this session to learn how Baxter & Woodman uses Vision to create network folders, gather marketing data, assure proper project closeout, provide information to and about bidders and contractors, and prep projects for archiving.	May 18 2011 4:30PM - 5:30PM	Presidential Ballroom C	Kaiser, Charleen	NASBA
Vision	VI-206	Revenue Forecasting with the Opportunity Info Center	Revenue forecasting is possible outside of planning! This session shows you how to use the Opportunity Info Center to achieve Revenue Forecasting and the key fields needed to capture this information. Not only can you see your future revenues, but you can see your current backlog by using the Projects Info Center in conjunction with the Opportunities Info Center as well. Getting this information quicker and in a more timely fashion will help executives with business decisions.	May 18 2011 9:45AM - 10:45AM	Governor's Ballroom B	Bahr, Kristin	AIA, NASBA, NSPE
Vision	VI-207	Beyond the Basics with Vision Project Reporting	With so many choices available, you may have missed some key options and features that can enhance your project reporting experience. Join this session to learn how to add calculated and conditional report columns, search for and download report output in report preview mode, use smart grids for project reporting, filter reports with user-defined fields populated by workflows, create project top-bottom reports, add end-user interactivity to custom project reports using Report Builder, and use Report Designer to create advanced custom project reports that cross info centers.	May 18 2011 9:45AM - 10:45AM	Presidential Ballroom C	Hibner, Allen	NASBA
Vision	VI-207	Beyond the Basics with Vision Project Reporting	With so many choices available, you may have missed some key options and features that can enhance your project reporting experience. Join this session to learn how to add calculated and conditional report columns, search for and download report output in report preview mode, use smart grids for project reporting, filter reports with user-defined fields populated by workflows, create project top-bottom reports, add end-user interactivity to custom project reports using Report Builder, and use Report Designer to create advanced custom project reports that cross info centers.	May 19 2011 8:30AM - 9:30AM	Tennessee C	Hibner, Allen	NASBA

Insight 2011 - Vision Session Catalog							
Track	Topic Code	Title	Abstract	Session Timeslot	Room Name	Primary Speaker	Credit Type
Vision	VI-208	The Future of Vision Performance Management	The future is very bright for the Vision Performance Management (VPM) module. In this session, you will get to see the numerous enhancements in action that will be made to the VPM module in the next release of Vision: from the many new measures and dimensions in the Analysis Cubes to the cube configurability to the revamped performance canvases. Join this session and you will walk away with a good understanding of what's next for VPM and how it will do an even better job providing deep insight into organizational performance.	May 17 2011 3:15PM - 4:15PM	Jackson A/B	Tushaus, Bret	
Vision	VI-208	The Future of Vision Performance Management	The future is very bright for the Vision Performance Management (VPM) module. In this session, you will get to see the numerous enhancements in action that will be made to the VPM module in the next release of Vision: from the many new measures and dimensions in the Analysis Cubes to the cube configurability to the revamped performance canvases. Join this session and you will walk away with a good understanding of what's next for VPM and how it will do an even better job providing deep insight into organizational performance.	May 19 2011 8:30AM - 9:30AM	Governor's Ballroom A/E	Tushaus, Bret	
Vision	VI-209	Accurate Revenue Forecasting: Is It Really Possible?	For a professional services firm, forecasting revenue is very challenging. Having confidence in your own forecast can prove even more challenging. You must consider both future booked work and the opportunity pipeline. This session presents a forecasting method that combines Resource Planning and Opportunities. In addition, it describes how to assess the future accuracy of your forecasts based on past results.	May 18 2011 8:30AM - 9:30AM	Presidential Ballroom D	Stein, Peter	AIA, NASBA, NSPE
Vision	VI-210	Vision Marketing Roundtable	Join this session for the opportunity to share business challenges and solutions related to business development, marketing, and proposal management with your peer group. Suggested topics include: Best Practices, Meeting the Challenges of Change, and Changing Technology Supporting your Practices as well as any topics you bring to the table. You and the other attendees will be organized in roundtable with time allocated for topic discussions and then be asked to switch topics. This is a two hour session.	May 18 2011 3:15PM - 4:15PM	Tennessee C	Diehl, Wanda	AIA, NASBA, NSPE, SMPS
Vision	VI-210	Vision Marketing Roundtable	Join this session for the opportunity to share business challenges and solutions related to business development, marketing, and proposal management with your peer group. Suggested topics include: Best Practices, Meeting the Challenges of Change, and Changing Technology Supporting your Practices as well as any topics you bring to the table. You and the other attendees will be organized in roundtable with time allocated for topic discussions and then be asked to switch topics. This is a two hour session.	May 18 2011 4:30PM - 5:30PM	Tennessee C	Diehl, Wanda	AIA, NASBA, NSPE, SMPS
Vision	VI-211	Harvesting CRM Information to Improve Business Development	Cultivating relationships and managing pursuits is absolutely critical to business development. However, without insight into how your organization is performing in these areas, how can you be sure your firm is being the best it can be? This session will provide you with real examples of how CRM-related data can be harvested from Vision and used to enhance the way you manage your pursuits and cultivate your business's social network. In addition, this session will include a "feature sneak peek" and will demonstrate how CRM metrics are being incorporated into the next release of the Vision Performance Management module to further enhance their visibility.	May 18 2011 2:00PM - 3:00PM	Governor's Ballroom A/E	Tushaus, Bret	AIA, NASBA, NSPE, SMPS
Vision	VI-212	Power Users' Panel: Ask the Experts!	Struggling with a roadblock or need an idea of how to address a tough issue in Vision? If so, then this session is for you. Select members of the Vision Power User Group and Deltek representatives will answer questions from the audience on best practices, innovative uses of Vision, and how to optimize Vision for your firm. Bring your questions and get advice and direction from a panel of Vision experts.	May 19 2011 9:45AM - 10:45AM	Tennessee C	Johansen, Robert	AIA, NASBA, NSPE, SMPS
Vision	VI-213	EnVision the Possibility: Using Multiple Modules to Manage Resources and Improve Profitability	Managing resources in a consulting firm can be tenuous at best. Juggling client engagements while evaluating future opportunities can cause stress and tension. KLMK Group, a healthcare consulting firm that focuses on planning, management, and transition of capital facilities, has been using several modules within Vision to aid in strategic planning (resource planning, staff allocation, recruiting, and budgeting). This process has not only provided organization and structure to our firm, but it has also increased productivity and profitability. Join our Senior Vice President in this session to learn how using CRM, Project Planning, and Resource Management can assist your organization and streamline your processes.	May 18 2011 4:30PM - 5:30PM	Governor's Ballroom B	Higgs, Steve	NASBA

Insight 2011 - Vision Session Catalog							
Track	Topic Code	Title	Abstract	Session Timeslot	Room Name	Primary Speaker	Credit Type
Vision	VI-214	Vision 5.1 to 6.1 Upgrade Tutorial	This session will focus on the upgrade of Vision 5.0/5.1 to Vision 6.1 SP4. The single tier and two-tier deployment of Vision will be used as examples since they are the most common deployment methods. We will review what your organization needs to know to be successful in upgrading the Web/Application and the Database servers. Included in this session is a review of the hardware and software requirements as well as a basic setup of the standard reporting tools and printing. This session will not cover the setup of Vision for external access (that is, for reverse proxies and HTTPS).	May 17 2011 11:00AM - 12:00PM	Tennessee DE	Stever, James	NASBA
Vision	VI-215	Work more efficiently with Vision Xtend	This session will discuss how Vision power-user firm Leo A Daly uses Vision workflows to provide additional validation, automate population of data, and improve communication. Real-life examples will be shown depicting how the workflows are configured as well as a discussion about the logic behind "why." A variety of workflows, from basic to more complex store procedures, will be discussed.	May 19 2011 8:30AM - 9:30AM	Tennessee DE	Johansen, Robert	NASBA
Vision	VI-216	Optimize the Cash Flow Statement for Management	The Cash Flow Statement is configurable to fit the needs of management and audit staff. This session will show you how to set up a detailed statement and interpret the results. We will demystify the components of operating, financing, and investing flows. You will learn the financial terminology and how to recognize problems. Disciplined cash management is vital to the future of any business; we will present the dynamics of cash flow versus ample profits.	May 17 2011 11:00AM - 12:00PM	Tennessee C	Rittenhouse, Stephen	AIA, NASBA, NSPE
Vision	VI-217	Feature Sneak Peek: Extending Vision with User Defined Info Centers	Join this session to learn how you will be able to create custom Info Centers to support your company's unique business processes and culture in the upcoming release of Vision! And do this without programming! In this session, you will learn how to create, configure, and design User Defined Info Centers.	May 18 2011 8:30AM - 9:30AM	Presidential Ballroom B	Nelson, Teresa	
Vision	VI-217	Feature Sneak Peek: Extending Vision with User Defined Info Centers	Join this session to learn how you will be able to create custom Info Centers to support your company's unique business processes and culture in the upcoming release of Vision! And do this without programming! In this session, you will learn how to create, configure, and design User Defined Info Centers.	May 19 2011 9:45AM - 10:45AM	Presidential Ballroom B	Nelson, Teresa	
Vision	VI-218	Get On Board with Vision: Applicant Tracking and Recruiting	Are you looking for an applicant tracking and recruiting system? By using Vision, you can decrease the number of paper applicants, improve your screening process, and reduce the time and cost to hire a new employee. Join this session to see how Trihydro Corporation uses Vision to collect applications, review applications, report on EEO, sourcing and applicant data, and convert applicants into employees.	May 19 2011 11:00AM - 12:00PM	Tennessee C	Cowdin, Kristie	NASBA
Vision	VI-219	Custom Fields and Workflows to Track Contract Approvals	This session focuses on examples for using custom fields and workflows to track contract approvals and changes. See how H2E uses Vision to track approvals and changes to contracts, providing project managers with at-a-glance information about the status of their project contract information. Besides layout and set up of screens, you will see the workflows used to perform calculations and populations of various fields.	May 19 2011 8:30AM - 9:30AM	Presidential Ballroom D	Theis, Jennifer	NASBA
Vision	VI-220	Reacquainting Yourself with Vision Tips and Tricks	Vision has a lot to offer to make daily use more efficient and more effective. However, it is easy to forget about all of these tips and tricks over time as usage patterns change, new employees come on board, and new versions are released. Targeted at end-users (system administrators, new users, and Vision veterans), this session will acquaint you with these tips and tricks. You will walk away from this session with knowledge on how to make your use of Vision more productive and ideas on ways to expand how you use Vision.	May 18 2011 11:00AM - 12:00PM	Presidential Ballroom C	Tushaus, Bret	NASBA
Vision	VI-220	Reacquainting Yourself with Vision Tips and Tricks	Vision has a lot to offer to make daily use more efficient and more effective. However, it is easy to forget about all of these tips and tricks over time as usage patterns change, new employees come on board, and new versions are released. Targeted at end-users (system administrators, new users, and Vision veterans), this session will acquaint you with these tips and tricks. You will walk away from this session with knowledge on how to make your use of Vision more productive and ideas on ways to expand how you use Vision.	May 18 2011 3:15PM - 4:15PM	Governor's Ballroom A/E	Tushaus, Bret	NASBA
Vision	VI-221	WBS and Beyond	This session focuses on advanced Work Breakdown Structure (WBS) strategies for managing complex projects that include multiple consultants and phases. The session will cover the different ways to handle everything from fee to labor and consultants as well as reimbursable expenses. It will also touch on how to manage "change orders" and different options for reporting on these advanced setups. This session is ideal for those setting up or reporting on larger or more complex billing scenarios. The beginner user can also learn valuable fundamentals of project creation and setup.	May 19 2011 9:45AM - 10:45AM	Governor's Ballroom A/E	Slowik, Erik	AIA, NASBA, NSPE

Insight 2011 - Vision Session Catalog								
Track	Topic Code	Title	Abstract	Session Timeslot	Room Name	Primary Speaker	Credit Type	
Vision	VI-222	Connecting the Past, Present, and Future	In the current economic conditions, your business needs better forecasting to make the right changes quickly. This session will demonstrate how H W Lochner was able to integrate several Vision datapoints, Opportunities, Resource Planning, and General Ledger, to forecast results at multiple levels. Using the powerful tools from Deltek Partner Satori Group, the rolling forecast combines information based upon pipeline (Vision Opportunities) and current work (Vision Planning). Together with actuals from Vision General Ledger, accurate monthly forecasts show if a market begins to dip so that adjustments can be made immediately. See the amazing new views of your Vision data that can be created with the tools from Satori Group.	May 17 2011 3:15PM - 4:15PM	Tennessee C	Gruedler, Krista	AIA, NASBA, NSPE	
Vision	VI-223	Reducing Your Microsoft Excel Dependence	For many Accountants, Excel is a safety net. While it provides a level of comfort, it can also create inefficiencies and duplication of effort. It's time to take the training wheels off and use all of Vision's flexibility and power. In this session, we will look at how we dramatically improved the integrity and timeliness of our financial information by leveraging custom fields, workflows, and new business processes.	May 17 2011 11:00AM - 12:00PM	Presidential Ballroom C	Case, Melissa	NASBA	
Vision	VI-224	Getting Started with DIY Vision Reporting	Join this session for a discussion of the beginning concepts of the reporting development environment, best practices for report development, and some of the basics you need to get you started on creating your very own Vision reports.	May 18 2011 2:00PM - 3:00PM	Presidential Ballroom B	Hoecker, Fred	NASBA	
Vision	VI-224	Getting Started with DIY Vision Reporting	Join this session for a discussion of the beginning concepts of the reporting development environment, best practices for report development, and some of the basics you need to get you started on creating your very own Vision reports.	May 19 2011 11:00AM - 12:00PM	Presidential Ballroom D	Hoecker, Fred	NASBA	
Vision	VI-225	Manage, Review, and Approve Consultant and Client Invoices in Less Time and Without Paper	Join this session to discover how Alan Plummer Associates achieved significant improvements in their subcontractor invoice approval and management process as well as in their monthly Vision invoicing cycle. Alan Plummer's streamlined, paperless processes reduce cost, accelerate invoicing, provide greater visibility into both project subcontractors and client billings, and provide an early warning system for addressing client write-offs. The benefits of Alan Plummer's improved process include accelerated cash flow, enhanced internal controls, and improved project manager communications.	May 19 2011 9:45AM - 10:45AM	Presidential Ballroom C	Kilhullen, Tammy	NASBA	
Vision	VI-225	Manage, Review, and Approve Consultant and Client Invoices in Less Time and Without Paper	Join this session to discover how Alan Plummer Associates achieved significant improvements in their subcontractor invoice approval and management process as well as in their monthly Vision invoicing cycle. Alan Plummer's streamlined, paperless processes reduce cost, accelerate invoicing, provide greater visibility into both project subcontractors and client billings, and provide an early warning system for addressing client write-offs. The benefits of Alan Plummer's improved process include accelerated cash flow, enhanced internal controls, and improved project manager communications.	May 17 2011 11:00AM - 12:00PM	Jackson E/F	Kilhullen, Tammy	NASBA	
Vision	VI-226	Increasing CRM Utilization with a Work Order Form	Has anyone ever asked you, "Why do I need to put it into Vision?" If so, join this session to learn how one firm planned, developed, and implemented a work order form automation system in Vision CRM to increase system utilization and acceptance. This process not only streamlined the submission of vital new project information to accounting, but it was a great tool to lead people to Vision as a means for tracking client intelligence and proposals.	May 18 2011 8:30AM - 9:30AM	Governor's Ballroom A/E	Sitterding, Adam	NASBA	
Vision	VI-227	Vision Analysis Cubes: Oh, the Possibilities!	Bonestroo has been using Analysis Cubes for several years and has greatly improved the effectiveness of their reporting. Join this session to learn of Bonestroo's experience with Analysis Cubes, and walk away with some ideas of the different types of reports that the Cubes allow you to generate. In addition, you will also get a better understanding of how to get the information you need in less time and in a much nicer format in comparison to standard reports.	May 17 2011 4:30PM - 5:30PM	Presidential Ballroom C	Morton, Vicki	NASBA	
Vision	VI-227	Vision Analysis Cubes: Oh, the Possibilities!	Bonestroo has been using Analysis Cubes for several years and has greatly improved the effectiveness of their reporting. Join this session to learn of Bonestroo's experience with Analysis Cubes, and walk away with some ideas of the different types of reports that the Cubes allow you to generate. In addition, you will also get a better understanding of how to get the information you need in less time and in a much nicer format in comparison to standard reports.	May 17 2011 3:15PM - 4:15PM	Presidential Ballroom D	Morton, Vicki	NASBA	
Vision	VI-228	Using the Vision Web Services to Support Your Business Initiatives	This session focuses on providing examples of using the Microsoft SharePoint framework to support Time Entry integration with Vision 6.1. All phases of the solution will be highlighted from inception to deployment. Actual usage will also be highlighted. Non-Vision and non-SharePoint interfaces will also be discussed.	May 19 2011 8:30AM - 9:30AM	Jackson A/B	Severson, Tom	NASBA	

Insight 2011 - Vision Session Catalog							
Track	Topic Code	Title	Abstract	Session Timeslot	Room Name	Primary Speaker	Credit Type
Vision	VI-229	Planning, Projects, and Project Budget Worksheet Integration	Join this session to learn how to use triggers and stored procedures to update information between Planning and the Project Info Center. Through the use of user-defined tabs, grids, and fields, we have been able to automate several time-consuming, manual processes and gain Project Manager buy-in towards using Vision Planning. We will share our tips and tricks for getting Project Managers and Accounting to work together to keep information current so that Vision Planning becomes an essential tool driving your firm's management decisions.	May 18 2011 2:00PM - 3:00PM	Presidential Ballroom C	Bunting, Barbara	AIA, NASBA, NSPE
Vision	VI-230	Vision Dashboard Best Practices: Effective Communication Through Vision DSP 2009 and VPM	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 Vision VPM dashboards/canvases and DSP 2009.	May 17 2011 11:00AM - 12:00PM	Governor's Ballroom B	Flanders, Alicia	NASBA
Vision	VI-230	Vision Dashboard Best Practices: Effective Communication Through Vision DSP 2009 and VPM	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 Vision VPM dashboards/canvases and DSP 2009.	May 19 2011 9:45AM - 10:45AM	Presidential Ballroom D	Flanders, Alicia	NASBA
Vision	VI-231	Extending Vision with Embedded Web Applications	This session focuses on the concepts and specific steps necessary to create and deploy a custom Web application right within the Vision interface. Specific information will be given that demonstrates how to make your new application look, feel, and work just like a native Vision application. As a result, you will learn how to implement firm-specific functionality right within the familiar Vision interface.	May 19 2011 9:45AM - 10:45AM	Governor's Ballroom B	Creamer, Michael	NASBA
Vision	VI-232	Using Vision for Global Operations	In this session, you will see how the multicurrency and multiple language capabilities in Vision meet the needs of your international operations. You'll learn how firms are using Vision in multiple countries to comply with different reporting and tax regulations.	May 18 2011 4:30PM - 5:30PM	Jackson C/D	Klaus, Michael	
Vision	VI-233	Integrating Efficiency into Your Vision Implementation	This session provides a close look at innovative ways to introduce Vision into everyday processes. See how integrating Vision into your environment can help reduce data entry while increasing efficiency and data integrity. Experience firsthand how Ulteig Engineers, Inc., integrated Vision into its Microsoft environment to streamline processes residing outside of Vision.	May 18 2011 8:30AM - 9:30AM	Tennessee C	Koenig, Tracy	NASBA
Vision	VI-234	Maximizing Accounting in Vision 6.1	Join this session for a review of the new features and functionality in Vision 6.1 with specific emphasis on Smart Grids and Reporting, Transaction Center Approvals, Enhanced Revenue Calculations, International Reporting Enhancements, and Tax Reporting Enhancements. If you have recently upgraded or are considering upgrading, this session will help you prepare to use Vision to its fullest.	May 18 2011 3:15PM - 4:15PM	Presidential Ballroom C	Reeves, William	NASBA
Vision	VI-234	Maximizing Accounting in Vision 6.1	Join this session for a review of the new features and functionality in Vision 6.1 with specific emphasis on Smart Grids and Reporting, Transaction Center Approvals, Enhanced Revenue Calculations, International Reporting Enhancements, and Tax Reporting Enhancements. If you have recently upgraded or are considering upgrading, this session will help you prepare to use Vision to its fullest.	May 18 2011 4:30PM - 5:30PM	Tennessee B	Reeves, William	NASBA
Vision	VI-235	Managing Multiple Companies with Vision	Coordinating the processes and needs of several legal entities is streamlined with Vision Multicompany features. In this session, we will highlight the best practices using Vision's Intercompany Billing and Consolidated Reporting for financials. We will also see how CRM, Resource Management, Project Management, and Marketing activities can combine the best of all your entities, but still keep segregation and accountability where they belong. For those with entities in various countries, you will see how Vision's reporting, tax, localization, and even multiple language features fit your needs worldwide.	May 18 2011 9:45AM - 10:45AM	Governor's Ballroom A/E	Klaus, Michael	NASBA

Insight 2011 - Vision Session Catalog								
Track	Topic Code	Title	Abstract	Session Timeslot	Room Name	Primary Speaker	Credit Type	
Vision	VI-237	It's Never Too Late: Using an Effectiveness Review to Revitalize Vision in Your Firm	Has your firm achieved its goals for Vision? Are you using Vision for more than simply "the big timesheet machine"? Join this session for a revealing look at how Gausman & Moore, a long time Vision client, moved from using Vision as an accounting system to a firm-wide, powerful communications and metrics-reporting tool. This session will share how Gausman & Moore, after being live for five years, took a process driven approach to re-inventing Vision within their firm. Learn how they eliminated redundant systems, extinguished a plethora of Excel spreadsheets, streamlined their processes, and implemented additional modules that had sat unused on the shelf.	May 17 2011 4:30PM - 5:30PM	Presidential Ballroom D	Luedtke, Carrie	NASBA	
Vision	VI-239	Resource Planning Round Table	This session provides the opportunity for you to share business challenges related to resource planning and resource management and share solutions with your peer group. Suggested table topics include: Best Practices, Revenue Forecasting, and Getting Started with Resource Planning, and anything you bring to the table. You will be organized in roundtable with time allocated for topic discussions and then be asked to switch topics. This is a two hour session.	May 18 2011 9:45AM - 10:45AM	Tennessee DE	Diehl, Wanda	AIA, NASBA, NSPE	
Vision	VI-239	Resource Planning Round Table	This session provides the opportunity for you to share business challenges related to resource planning and resource management and share solutions with your peer group. Suggested table topics include: Best Practices, Revenue Forecasting, and Getting Started with Resource Planning, and anything you bring to the table. You will be organized in roundtable with time allocated for topic discussions and then be asked to switch topics. This is a two hour session.	May 18 2011 11:00AM - 12:00PM	Tennessee DE	Diehl, Wanda	AIA, NASBA, NSPE	
Vision	VI-240	The Strength in Using SSRS with Vision 6.1	What does SSRS bring to the table? Find out as this session focuses on using the new reporting features included with Vision 6.1. Compare standard reports to data searches for quick, one-time lookups. Find out when a custom report is needed and the effort that it takes to create it. Also, see how SSRS is used to create invoices and checks and how these can be changed to fit your needs.	May 19 2011 8:30AM - 9:30AM	Presidential Ballroom B	Murney, Lenny	NASBA	
Vision	VI-241	Vision IT Forum	Join this session for an interactive open forum with IT and Development professionals from Deltek. Discuss practical problems, IT and technology trends, and listen to your peers and the Deltek team discuss these topics. This session is a great place to ask questions, find answers, and provide feedback to Deltek on what's working and what isn't. Don't miss this always well-attended and spirited discussion! This is a two hour session.	May 18 2011 3:15PM - 4:15PM	Presidential Ballroom B	Musson, Scott		
Vision	VI-241	Vision IT Forum	Join this session for an interactive open forum with IT and Development professionals from Deltek. Discuss practical problems, IT and technology trends, and listen to your peers and the Deltek team discuss these topics. This session is a great place to ask questions, find answers, and provide feedback to Deltek on what's working and what isn't. Don't miss this always well-attended and spirited discussion! This is a two hour session.	May 18 2011 4:30PM - 5:30PM	Presidential Ballroom B	Musson, Scott		
Vision	VI-242	RTKL's Automated AR Reconciliation and Bad Debt Provision Process: A Case Study	In this session, we'll look at how processes that use a standard, recurring report (plus a lot of manual data formatting) can be extremely shortened by using queries for data in the format desired. Using our AR Reconciliation and Bad Debt Provision as an example, you'll see how RTKL uses Microsoft Excel and Microsoft Visual Basic to enable us to spend more time reviewing data rather than gathering and formatting it.	May 19 2011 9:45AM - 10:45AM	Jackson C/D	Hess, Keith	NASBA	
Vision	VI-300	Expanding Vision through Integration with Intranet Applications	This session focuses on a simple approach to expanding Vision functionality to any Web-enabled device through Internet/intranet integration. Case study examples include an Employee Status applet and a graphical Project Status applet. The applets employ a combination of Vision Screen Customizations, Vision Custom Tabs/Fields, database procedures, mixed database environments, and PHP based Web applications. You will leave this session with an understanding of a methodology for delivering Vision data integrated with legacy data via Web-enabled applets.	May 17 2011 3:15PM - 4:15PM	Governor's Ballroom B	Landes, Dean	NASBA	
Vision	VI-301	Vision CRM Advanced Workflows	One of our most senior consultants will walk you through examples of how firms extend the power of Vision CRM through the use of workflows. This session will include advanced topics such as leveraging stored procedures, so put on your techie hat, and see what Vision workflows can do for your firm.	May 18 2011 11:00AM - 12:00PM	Governor's Ballroom A/E	Peets, Tracy	NASBA	
Vision	VI-302	Advanced Macros for Vision Proposals	If you were one of the many that came to last year's "Clean Up Your Proposals with Macros" session, you know how valuable macros can be in making great proposals in Microsoft Word. Join this session to see the final chapter in this saga as Sandra Halling from RTKL returns to share the most advanced Microsoft Word macro techniques to help you get the most out of your Vision proposals.	May 18 2011 8:30AM - 9:30AM	Jackson C/D	Halling, Sandra	NASBA	

Insight 2011 - Vision Session Catalog							
Track	Topic Code	Title	Abstract	Session Timeslot	Room Name	Primary Speaker	Credit Type
Vision	VI-303	How to Create a Custom Timesheet Web Service	This session is geared towards the in-house developer who wants to learn how to write a custom timesheet Web service. A custom timesheet Web service allows the ability to validate a timesheet using varying business rules before the timesheet is saved. This session will explore how to parse the XML that is passed to the Web service as well as how to provide validation once the XML has parsed. We will demonstrate how to provide helpful messages back to the end user. Experience with Visual Studio and Visual Basic is a must.	May 18 2011 8:30AM - 9:30AM	Tennessee DE	Paduck, Dan	NASBA
Vision	VI-304	Expand Your DIY Vision Reporting Horizon	Did you know that with the release of Vision 6.1 SP4, you have the ability to download and use the Vision Reporting Business Objects? This is a game changer for report developers. In this session, we will discuss the best practices and some of the how-to's of extending your reporting capabilities through development.	May 18 2011 11:00AM - 12:00PM	Presidential Ballroom D	Hoecker, Fred	NASBA
Vision	VI-305	How to Create Custom Methods In Vision Workflow	This session is geared towards the in-house developer who wants to learn how to create custom methods in Vision Workflow. A custom method allows you to provide an extra layer of validation during a save of an Info Center record. During the session, we will build custom methods from the ground up and provide tips as to how to make the methods effective. Experience with Visual Studio and Visual Basic is a must.	May 18 2011 9:45AM - 10:45AM	Presidential Ballroom B	Paduck, Dan	NASBA
Vision	VI-306	Deltek to Debunk the 6 Major Myths that Plague the Design Industry	Attendees will see how a combination of Deltek data and over 30,000 packets of feedback from design clients was used to debunk the six most prevalent and disruptive myths that plague the design industry. This presentation will offer strategies to identify your own firm's situation and how to collect and utilize the data to improve your firm's profitability and client loyalty.	May 18 2011 3:15PM - 4:15PM	Governor's Ballroom B	Phillips, Mike	AIA, NASBA, NSPE
Vision	VI-307	Pros & Cons Of Using Virtual Servers and a Server Replacement Upgrade Strategy	While the in-place method is the simplest process for upgrading vision servers, it will limit your rollback options should you encounter a failed upgrade. For that reason, we implemented a server replacement strategy for upgrade from Vision 5.1 to 6.1. In this session we will discuss how virtual servers simplified the upgrade of our 3 tier Vision environment, allowed us to do thorough testing on pre-production servers and afforded us very easy recovery points.	May 17 2011 4:30PM - 5:30PM	Governor's Ballroom B	Pinkowski, Chris	NASBA
Vision	VI-MGS	Vision 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	Delta Ballroom	LaMee, Brian	