

Insight 2010 - Vision Session Catalog								
Insight Track	Code	Title	Abstract	Technical Level	Timeslot	Room	Credit Type	Credit Value
Vision	VI-101	Metrics that Matter with Service Performance Insight	How do you survive these economic times and position your firm for greater success in the eventual recovery? Do you know where your organization is strong and where it is weak so that you can focus your efforts and gain, instead of losing ground? Service Performance Insight will provide highlights of their 2009 Professional Service Maturity Model benchmark report. This session will also explore ways you can turn your Professional Service Organization into a value-added profit center, accelerate your service revenue and profit, and improve your service operations.	Beginner	5/18/2010 3:45 pm - 4:45 pm	National Harbor 8	AIA; CPE; NASBA; NSPE; SMPS	1
Vision	VI-102	What Firms Need to Know About International Markets	Despite the worldwide recession, more and more domestic AE and environmental firms continue to find opportunities overseas. Indeed, with the US private markets looking soft for the next couple of years, many US firms of all shapes and sizes are finding opportunities abroad. This discussion will cover the outlook for a number of international regions and share the perspectives and experience of US firms who have "been there, done that" internationally.	Beginner	5/18/2010 12:00 pm - 1:00 pm	Potomac 1/2	AIA; CPE; NASBA; NSPE; SMPS	1
Vision	VI-103	Vision Conversion Boot Camp	Make the most out of your trip to Insight by attending the Vision Conversion Boot Camp! You will have the opportunity to discuss the entire process with fellow Deltek customers who have made the switch and can provide you with reliable advice, tips, and tricks to make the process easy. In addition, knowledgeable Deltek service representatives who can answer all your technical questions about the conversion process will be on hand to discuss your specific issues.	Beginner	5/18/2010 12:00 pm - 1:00 pm	National Harbor 14		
Vision	VI-104	Resume Quality Strategies - Address Quality to Have It	Attend this session to see that the only wrong way to address resume quality is to ignore it. Whether you are just starting your implementation or have been doing Vision proposals for several years and need adjustments, learn how experienced Vision users have found success. A primary focus of the session will be on the requirements for updating and maintaining the data that supports the proposals.	Beginner	5/18/2010 3:45 pm - 4:45 pm	National Harbor 12	AIA; CPE; NASBA; NSPE	1
Vision	VI-105	Telling the Whole Project Story: Integration of Vision and Newforma®	No single enterprise system contains project financials, images, contracts, email, and history. Discover how to tell "the whole project story" in two steps. Learn how to integrate systems such as Vision and Newforma to produce one source of the truth and then bring your project stories together through enterprise portals like Microsoft® SharePoint® and reporting technologies such as Microsoft SQL Server® Reporting Services.	Beginner	5/19/2010 3:15 pm - 4:15 pm	National Harbor 5	CPE; NASBA; NSPE	1
Vision	VI-106	Use the Vision Dashboard to Improve Productivity	Tap into the innate capabilities of Vision for powerful Business Intelligence. Discover how to create dashboards for the Executive Team, Business Development, Project Managers, and Finance; then distribute the pre-configured dashboards to a division. Optimize the dashboard and set up alerts, use drill down options, select graphical reports, and utilize workflow. We will also provide an overview of the five pre-configured dashboards available in Vision Performance Management.	Beginner	5/18/2010 12:00 pm - 1:00 pm	National Harbor 13	CPE; NASBA; NSPE	1
Vision	VI-107	Time is Money! Timesheet Management to Increase Profits	Timesheets are an essential element of a services firm's bottom line. 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.	Beginner	5/19/2010 11:15 am - 12:15 pm; 5/20/2010 11:15 am - 12:15 pm	National Harbor 4; National Harbor 3	AIA; CPE; NASBA; NSPE	1
Vision	VI-108	Paperless Invoicing	Paperless invoicing not only contributes to a sustainable strategy but also offers efficiency and speed in a critical process. Learn how BNM, a Power User Group member, leveraged Vision 6.1 and Newforma® Project Center to create an entirely (or at least mostly) paperless invoicing system. Discover more about how to create a sustainable invoicing option and other "green" best practices from a firm that embraces green strategies throughout its processes.	Beginner	5/18/2010 5:00 pm - 6:00 pm	National Harbor 10	CPE; NASBA; NSPE	1
Vision	VI-109	Business Process Design to Begin Using Resource Management	Can you identify the capacity for additional work for your resources and quickly adjust resource assignments to balance workloads? If you are interested in leveraging Resource Management and are not sure where to start, this is the session for you. You will leave this session with an action plan to begin designing your use of Vision Resource Management.	Beginner	5/20/2010 10:00 am - 11:00 am	National Harbor 5		
Vision	VI-110	Five Sure-Fire Ways to Get Prompt Timesheet Submissions	Time is money for a professional services firm. This session shows how a consulting firm uses five methods to consistently achieve 95 percent on-time weekly timesheet submissions from its engineers. Learn how to justify the importance of timely and accurate timesheet submissions to cash flow and operations and how to determine the cost of late and inaccurate timesheets.	Beginner	5/18/2010 5:00 pm - 6:00 pm	National Harbor 2	CPE; NASBA; NSPE	1
Vision	VI-111	Enabling External Project Management with Vision Project Connect	This session discusses the benefits of integrating Vision Resource Planning with advanced project management and scheduling software such as Microsoft® Project. Included is an example of bi-directional integration of Vision and Microsoft Project using the Project Connect module. This approach gives you a project-by-project choice for how a project plan is managed: with Vision Resource Planning or with Microsoft Project. This choice delivers the benefit of consolidated resource management functionality and views from Resource Planning, as well as actual Vision accounting information presented in Microsoft Project. From this session, you will gain an understanding of why and how to integrate resource management and project management at the business process and data flow levels.	Beginner	5/18/2010 12:00 pm - 1:00 pm	National Harbor 4		
Vision	VI-112	Organizational Culture for User Adoption	An enterprise-wide implementation impacts users at all levels, and is most successful when it becomes a part of the firm's culture. Bringing Vision into the firm's culture and achieving user buy-in at all levels is a challenging task, but can bring amazing results to your firm. Learn from this Power User Group firm, Leo A Daly, how they implemented Vision, maximized user adoption, and achieved user buy-in at all levels resulting in true cultural adoption.	Beginner	5/18/2010 5:00 pm - 6:00 pm	National Harbor 11	AIA; CPE; NASBA; NSPE	1
Vision	VI-113	Impact of Upcoming Microsoft® Technologies	Learn about Deltek's relationship with Microsoft and how Deltek uses Microsoft technology to enhance production. The presentation reviews Microsoft's strategy for the .NET platform and highlights new features in Microsoft Windows Server® 2008 R2, Microsoft SQL Server® 2008 R2 and Microsoft SharePoint® 2010. It also explores how such Microsoft technologies as Silverlight™ 2.0, .NET Framework 4.0, and Office 2010 may impact Deltek products.	Beginner	5/18/2010 5:00 pm - 6:00 pm; 5/19/2010 5:45 pm - 6:45 pm	National Harbor 4; National Harbor 10	CPE; NASBA; NSPE	1
Vision	VI-113	Impact of Upcoming Microsoft® Technologies	Learn about Deltek's relationship with Microsoft and how Deltek uses Microsoft technology to enhance production. The presentation reviews Microsoft's strategy for the .NET platform and highlights new features in Microsoft Windows Server® 2008 R2, Microsoft SQL Server® 2008 R2 and Microsoft SharePoint® 2010. It also explores how such Microsoft technologies as Silverlight™ 2.0, .NET Framework 4.0, and Office 2010 may impact Deltek products.	Beginner			CPE; NASBA; NSPE	1
Vision	VI-114	Vision Large Firm CFO Roundtable	Roundtable topics for this session include controlling costs in an economic recession, managing your accounts receivable, expanding your operation into foreign markets, and maintaining your lines of credit. This discussion also covers the impact of Sarbanes-Oxley (SOX) legislation and International Financial Reporting Standards (IFRS) on financial systems, as well as how to create effective compensation plans and build valuable management reports.	Beginner	5/19/2010 2:00 pm - 3:00 pm	Potomac 3/4		
Vision	VI-115	Vision Small Firm CFO Roundtable	Roundtable topics for this session include controlling costs in an economic recession, managing your accounts receivable, maintaining your lines of credit, creating effective compensation plans, and building appropriate management-level reports. We also discuss using cost values and/or billing values on project reports, as well as issues involved in recognizing revenue.	Beginner	5/18/2010 5:00 pm - 6:00 pm	Potomac 5/6		

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Vision	VI-116	A/E/C Industry Trends to Watch in 2010 and Beyond	Industry Experts will discuss emerging trends that will shape the future of the A/E/C industry. Topics include an update on the effects of stimulus spending on the industry, recovery in the construction markets, adoption of new technologies, and project delivery processes including Building Information Modeling (BIM), Design-Build, Integrated Project Delivery, and Public-Private Partnerships. Other mega-trends such as green/sustainable design and the globalization of markets will also be explored.	Beginner	5/19/2010 2:00 pm - 3:00 pm	National Harbor 5	AIA; CPE; NASBA; NSPE; SMPS	1
Vision	VI-117	Doing Business in the Public Sector	Now is a great time to look into getting more public sector work for your firm. This session will look at the unique aspects of working with municipal, state, and federal agencies. From marketing to project management, things are different from the private sector. We will help you to understand the differences including qualifications-based selection processes, negotiating contract terms, and understanding the regulations affecting the government contractors, defining project quality, and delivering in an environment ruled by public participation.	Beginner	5/18/2010 12:00 pm - 1:00 pm	National Harbor 8	AIA; CPE; NASBA; NSPE; SMPS	1
Vision	VI-118	Vision Analysis Cubes for New and Prospective Users	Vision Analysis Cubes, first introduced with Vision 5.1, lets you create Vision reports with Microsoft Excel® or any reporting software that uses Microsoft SQL Server® Analysis Services 2005. Vision's cubes are also the foundation for the power business intelligence solutions accessed through Vision Performance Management. Come find out how you can create Vision project, labor, expense, and general ledger reports with Vision Analysis Cubes.	Beginner	5/18/2010 12:00 pm - 1:00 pm	National Harbor 3		
Vision	VI-119	The Future of Vision Performance Management	This session presents the upcoming roadmap for the evolution of the Vision Performance Management module. Dive into the details on the new Analysis Cube contents (including Planning data and user-defined fields), Canvas Designer, target, and KPI capabilities, and the enhanced sample canvases, all coming soon to Vision Performance Management. Discover the powerful new metrics and intuitive formatting scheduled for Vision's upcoming release!	Beginner	5/19/2010 3:15 pm - 4:15 pm; 5/20/2010 1:15 pm - 2:15 pm	National Harbor 3; National Harbor 2		
Vision	VI-120	Introduction to Vision Performance Management	Come see Performance Management in action! This session explores the end user experience with the Performance Management Dashboards and Visualization through an interactive demo. During this session, we demonstrate how you can add this powerful Business Intelligence reporting tool to your Vision dashboards and how end users can benefit from the many interactive features.	Beginner	5/19/2010 11:15 am - 12:15 pm	National Harbor 3		
Vision	VI-121	Introduction to the Vision Performance Management Canvas Designer	Learn how to use the Vision Performance Management Canvas Designer with the Vision Analysis Cubes to create your own Performance Management dashboards! This technical session gives you an overview of the Designer, demonstrates how to create simple graphs and filters, and discusses how to publish dashboards and canvases for use in Vision or in Microsoft® SharePoint®.	Beginner	5/19/2010 2:00 pm - 3:00 pm; 5/20/2010 2:30 pm - 3:30 pm	National Harbor 3; National Harbor 2	CPE; NASBA	1
Vision	VI-122	The Future of Vision	Significant functionality continues to be added to the Vision product suite. Come hear how we integrated Vision CRM with Microsoft Outlook® to improve business development activities and what this new platform may mean for other Vision modules. We will also review our plans to include human capital management, fixed assets, corporate budgeting, language packs, and more in Vision. We will share our new roadmap for addressing key customer enhancements now that Vision 6.0 is generally available.	Beginner	5/19/2010 10:00 am - 11:00 am; 5/20/2010 11:15 am - 12:15 pm	National Harbor 2; National Harbor 2		
Vision	VI-123	The Future of Vision Accounting	Significant functionality continues to be added to the Vision product suite. This session will provide a deep dive on the upcoming enhancements to the Accounting module on in-progress Vision projects, and 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!	Beginner	5/18/2010 3:45 pm - 4:45 pm	National Harbor 2		
Vision	VI-124	Advanced Opportunity Reporting	Learn advanced techniques for creating opportunity forecast and hit rate reports in Vision. Explore the forecasting options available for individual opportunities on the Estimated Revenue tab in the Opportunity Info Center as well as the options available for the standard Opportunity Forecast report. To illustrate the techniques discussed, the presentation includes actual reports used by Deltek clients.	Beginner	5/19/2010 4:30 pm - 5:30 pm	National Harbor 7	AIA; CPE; NASBA; NSPE; SMPS	1
Vision	VI-125	Processing Efficiently with Vision Billing	This session provides tips and tricks for improving processing efficiencies in the Vision Billing module. Learn about time-saving features related to security, the Invoice Template Editor, and downloading invoices. Learn how to create billing schedules that automatically generate invoices based on your pre-defined criteria, as well as new features for key reports related to Billing.	Beginner	5/18/2010 12:00 pm - 1:00 pm; 5/19/2010 5:45 pm - 6:45 pm	National Harbor 2; National Harbor 2	CPE; NASBA	1
Vision	VI-126	Introduction to Vision CRM and Proposals	An ideal session for those who have recently acquired Vision CRM and Proposals or are interested in hearing more about it. We will present a high-level overview of the product and discuss implementation planning concepts for those that are new to Vision CRM and Proposals.	Beginner	5/18/2010 12:00 pm - 1:00 pm	National Harbor 6		
Vision	VI-127	Using Vision Activities to Manage Your Business	Activities are an integral component of Vision CRM. In this session hear how Bayside Engineering uses Vision Activities to manage its business communications, meetings, and tasks throughout the company. Learn about the process of implementing activities in the marketing, project management, and accounting functions. Learn how easier, more efficient access to important information through Vision Activities gives Bayside a competitive advantage.	Beginner	5/18/2010 3:45 pm - 4:45 pm	National Harbor 11	CPE; NASBA; NSPE	1
Vision	VI-128	Use Wizards to Maximize Your Vision Investment	This session will focus on opportunities for integrating Vision with other business applications through the use of APIs. General Informatics will demonstrate some proven API solutions that provide extended features that otherwise would require programming and customization to the software. Examples include creating transmittals, RFIs, Field reports, and so on from Microsoft Word, and saving and filing emails in project folders automatically based on information from Vision.	Beginner	5/19/2010 11:15 am - 12:15 pm; 5/20/2010 11:15 am - 12:15 pm	National Harbor 7; National Harbor 12	CPE; NASBA	1
Vision	VI-129	Introduction to Vision Merge Templates	Merge Templates are a powerful tool within Vision CRM, yet many people don't know how to use them. In this session you will learn the basics of when a merge template should be used, how to create a merge template, and how to edit an existing template. Sample merge templates will include project pages, employee resumes, and more.	Beginner	5/19/2010 10:00 am - 11:00 am	National Harbor 6	CPE; NASBA	1
Vision	VI-130	Taking the Big Bite: Implementing Multiple Vision Modules	This session will explore the KLMK work environment before and after their implementation of Vision. The session will focus on the planning and decision making process and will explain the benefits of the integrated information available when implementing multiple Vision modules. In addition, this session will highlight key data insights and benefits to end users.	Beginner	5/18/2010 5:00 pm - 6:00 pm	National Harbor 8	CPE; NASBA	1
Vision	VI-131	Vision Implementation Lessons Learned	This session focuses on change management and the key features in Vision that have been used to convince "old school" project managers and principals to embrace Vision as their tool of choice. The presentation highlights project management, including scheduling staff, maintaining client information, billing, and reporting. Learn how you can design Vision to supply what your users need.	Beginner	5/19/2010 11:15 am - 12:15 pm	National Harbor 8	CPE; NASBA	1
Vision	VI-132	Introducing Deltek Vision and Microsoft Outlook® Integration	The new integration between Deltek Vision and Microsoft Outlook is here! Come to this session to see why we're so excited. We will highlight the available features of this first release, including the synchronization options and all of Vision data (Clients, Contacts, Vendors, Opportunities, Activities and more!) that is now available in Outlook. This product is the result of a highly collaborative effort with many Vision users who helped select the right technology partner, identify the data and synchronization rules, and participated in many months of meetings and testing to bring this product to you. Please come celebrate their success!	Beginner	5/18/2010 3:45 pm - 4:45 pm; 5/19/2010 5:45 pm - 6:45 pm	National Harbor 3; National Harbor 11		
Vision	VI-133	Converting to Vision from Sema4: A True Story	A firm that began the conversion process from Sema4 to Vision one year ago provides a first-hand account of that process. The principal and manager responsible for implementation of Vision Accounting, CRM, and Resource Planning describe their experience. Take advantage of their insights to gain a clear understanding of what it takes to carry out a successful conversion to Vision!	Beginner	5/18/2010 3:45 pm - 4:45 pm	National Harbor 14	CPE; NASBA	1

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Vision	VI-134	Improving Cash Flow with Vision	Cash flow is directly affected by internal processes and policies. Learn how to use the timesheets, billing, resource planning, and accounting features in Vision to shorten internal cycles and make a dramatic impact on cash flow and collections. This session offers specific suggestions for the effective use of Vision to enhance cash flow as well as best practices you can immediately incorporate in your business.	Beginner	5/19/2010 2:00 pm - 3:00 pm; 5/20/2010 1:15 pm - 2:15 pm	National Harbor 4; National Harbor 11	CPE; NASBA	1
Vision	VI-135	Providing Valuable Internal Vision Training	Creating a Vision culture takes more than just turning the system on. This is a discussion of our approach to creating a successful Vision CRM culture. As part of our internal "university," we offered several training courses that discussed the benefits of using Vision, business rules for data entry, hands on practice, and practical applications for using Vision CRM.	Beginner	5/18/2010 5:00 pm - 6:00 pm	National Harbor 5	CPE; NASBA	1
Vision	VI-136	Budgeting: Balancing Resource Supply to Market Demand	In this session, we discuss the process of balancing your firm's resources to match the foreseeable market demand. Using the experience of Bonestroo, Inc. as a guide for this discussion, we cover the importance of having a strategy, the tools for implementing the strategy, and the overall business impact. You will leave this session with a better understanding of the relationship a professional services organization's revenues have to the expenses associated with staff and overhead. The presentation describes some of the best practice techniques and tools that helped Bonestroo remain viable throughout the recession. These techniques include monthly forecasting, creating multiple scenarios, and reporting against the budget. In addition, the presentation discusses Bonestroo's use of Vision in the planning process. To conclude the session, we reveal how our business has been able to reduce time to completion of our budget, become more accurate throughout the process, and, most importantly, weather difficult market conditions.	Beginner	5/18/2010 5:00 pm - 6:00 pm	National Harbor 7	AIA; CPE; NASBA; NSPE; SMFS	1
Vision	VI-137	Tips for the Non-Technical User: Overcoming Technophobia	If you have a tinge of technophobia, join us for the inside scoop on how a non-technical person can utilize the power of Vision. We will show you how marketing and creative minds can think like a tech geek with Vision Tips and Tricks. This session will guide you through how we customized Vision to meet the needs of our employees, from tracking client relations to managing mailings and events.	Beginner	5/20/2010 10:00 am - 11:00 am	National Harbor 6	AIA; CPE; NASBA; NSPE	1
Vision	VI-138	Resource Management Implementation: A Large Firm Case Study	A case study of one firm's successful implementation of Deltek Vision Resource Management. Hear what worked for them, what they thought should have worked (but didn't), and how to make it work out best for your firm. Understand how they added value to their project management process, utilized reports and metrics, and improved their resource performance by using Vision Resource Management.	Beginner	5/19/2010 2:00 pm - 3:00 pm	National Harbor 14	CPE; NASBA	1
Vision	VI-139	Accessing Vision Data Using Microsoft® SharePoint® Data, Microsoft SQL Server® Reporting Services with Vision 5.1, and Global Report Favorites on the Dashboard	This session describes how to use Microsoft SharePoint, Microsoft SQL Server Reporting Services, and global report favorites to report on Vision data. These three methods help you make Vision data available to users where and when they need it, without sacrificing control of access security.	Beginner	5/18/2010 3:45 pm - 4:45 pm	National Harbor 4	CPE; NASBA	1
Vision	VI-140	Realizing the Benefits of Vision 6.1 – Transition Tips from Vision 5.1	Hear how this successful firm, a member of the Power User Group for Vision, found the most important benefits of upgrading to Vision 6.1. Learn the process used to implement valuable changes and improvements, including some lessons learned from this firm's experience. Put Vision's updates and improvements to work at your firm with a sound execution plan.	Beginner	5/19/2010 2:00 pm - 3:00 pm	National Harbor 10	CPE; NASBA	1
Vision	VI-141	Road Mapping Your Implementation	Planning your Vision implementation is critical to success and realizing the greatest benefit for your firm. By taking a process-driven approach, you can manage expectations effectively and help others embrace valuable changes. This session looks at the hallmarks of a successful process-driven implementation, points out common pitfalls to avoid, and helps move your implementation to success.	Beginner	5/18/2010 3:45 pm - 4:45 pm	National Harbor 7	CPE; NASBA	1
Vision	VI-142	Cubes: Visual Reports for Visual People	Vision Analysis Cubes offer the capability to create interesting, visual reports, to get information to managers who "think visually." Targeted to Vision users beginning to use Analysis Cubes, this session explains the process of connecting to cubes to build a library of visual reports. The presenters, members of the Power User Group for Vision, will compare basic, standard reports with the benefits of visual reports to communicate the same information. Several visual report examples will be available.	Beginner	5/18/2010 5:00 pm - 6:00 pm	National Harbor 3	CPE; NASBA	1
Vision	VI-143	Reducing Project Management Paperwork and Streamlining Processes	Award-winning Structurepoint has increased productivity, shortened billing cycles, and increased profitability. See how to transform project initiation, billing, and project control from processes that consume reams of paper to processes that are completely online and paperless! Discover the power of workflows, user-defined tabs and fields, alerts, and stored procedures. Learn about best practices you can implement in your firm.	Beginner	5/19/2010 3:15 pm - 4:15 pm	National Harbor 13	AIA; CPE; NASBA; NSPE	1
Vision	VI-145	Project Planning - A Return on Investment	Understand the benefits of using Vision Project Planning, including the most important benefit: profitability. This session discussion will include an implementation methodology that ensures all projects benefit from process improvement and this firm's lessons learned. They will also show their suggestions for evaluating return on investment when implementing Project Planning and ideas for using Project Planning to maximize profitability.	Beginner	5/19/2010 4:30 pm - 5:30 pm	National Harbor 4	AIA; CPE; NASBA; NSPE	1
Vision	VI-201	Using Your Best Resources Wisely	Cole Jenest & Stone uses Resource Management to stay a step ahead of workload balancing and staffing decisions. Hear how they use Vision Resource Management to ensure that their best employees are utilized by balancing the staffing mix and making assignments to other studios who can still adequately do the work. Avoiding layoffs during difficult times is an important goal, especially for key staff who are hard to replace. Vision Resource Management is the tool that makes it possible for all levels to communicate current and projected workloads, so that workloads and pipelines can be adjusted. Learn how this firm gets real value from Vision Resource Management.	Intermediate	5/19/2010 2:00 pm - 3:00 pm	National Harbor 13	AIA; CPE; NASBA; NSPE; SMFS	1
Vision	VI-202	Using Marketing Campaigns for Articles, Speaking Engagements	Learn how Syska Hennessey uses Marketing Campaigns to track articles written and published and to track speaking engagements done by Syska Team Members. See how this information is then transferred to the Employee record for use on resumes.	Intermediate	5/20/2010 10:00 am - 11:00 am	National Harbor 8	AIA; CPE; NASBA; NSPE; SMFS	1
Vision	VI-203	A "Day in the Life" with Vision Resource Management	Join this session to learn how to use Vision Resource Management to manage projects to a successful on-time and on-budget completion. This overview will provide examples how your firm can best use Resource Management.	Intermediate	5/18/2010 3:45 pm - 4:45 pm; 5/19/2010 10:00 am - 11:00 am	National Harbor 5; National Harbor 13	CPE; NASBA	1
Vision	VI-204	Maximizing Accounting in Vision 6.1	This session will focus on features introduced in Vision 6.1, including how to initiate routing and approvals within the Transaction Center, enhanced revenue limit calculation, international reporting, and how to take advantage of tax reporting enhancements. In addition, we will review some lesser-known features to help even seasoned Vision users get more out of Vision accounting.	Intermediate	5/19/2010 10:00 am - 11:00 am; 5/20/2010 10:00 am - 11:00 am	National Harbor 3; National Harbor 2	CPE; NASBA	1
Vision	VI-205	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. Learn how to use graphs strategically, adjust sorting and grouping options, created calculated fields, use workflow to update user-defined fields with financial data, do advanced output search and downloads to third-party software, and manipulate layout details.	Intermediate	5/18/2010 3:45 pm - 4:45 pm; 5/19/2010 5:45 pm - 6:45 pm	National Harbor 10; National Harbor 3	CPE; NASBA	1
Vision	VI-206	Managing Multiple Companies with Vision	With Vision Multi-company, you enjoy a comprehensive view of the transactions, interactions, and activities of all of your business entities, while still maintaining a single enterprise-wide database. Learn how this Vision module supports you in managing the special CRM, project control, project planning, and accounting needs of multi-company enterprises. The session also reviews configuration options related to Multi-company setup and shares best practices from the field for efficient use in both single currency and multi-currency environments. If you're not sure how to configure your Multi-company implementation, or if you do not know how to manage your consolidation process, this session is for you.	Intermediate	5/18/2010 12:00 pm - 1:00 pm; 5/19/2010 3:15 pm - 4:15 pm	National Harbor 10; National Harbor 14	CPE; NASBA	1

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Vision	VI-207	Using Vision to Develop Client Management Plans	Managing clients can be a struggle, but managing client information in one place can be even more challenging. In this presentation, you will learn how to leverage Vision to develop and manage your client management plans. By leveraging existing Vision capabilities and adding some custom fields, client managers can have everything they need at their fingertips and sales managers can quickly evaluate progress. This presentation will demonstrate how one firm customized Vision to better manage their client data so their intelligence can be shared throughout the company, from 2010 strategic growth plans and anticipated opportunities to general background information and client hierarchies.	Intermediate	5/20/2010 11:15 am - 12:15 pm	National Harbor 13	CPE; NASBA; NSPE; SMPS	1
Vision	VI-208	Using Adobe® InDesign® with Vision Proposals	This session demonstrates how to use Adobe InDesign with Vision Proposals. The presentation includes an overview of the Vision Custom Proposals feature, how to create the Adobe InDesign template, and how to create the Vision merge codes template.	Intermediate	5/18/2010 12:00 pm - 1:00 pm	National Harbor 7	CPE; NASBA; NSPE; SMPS	1
Vision	VI-209	Customize Your SF330 Forms to Showcase Your Unique Qualifications	The US federal government is one of the largest purchasers of architecture, engineering, construction, planning, and environmental services in the world. Competition for these contracts is fierce and the marketing process and complex proposal forms can be overwhelming. The Vision Government Forms Module makes it possible for your firm to showcase its unique message and value offering, provide the information in a format mandated by federal government agencies, and automate the Standard Form 330 (SF330). This session will provide tips and tricks for customizing your SF330 form to best showcase your firm's unique advantages.	Intermediate	5/18/2010 5:00 pm - 6:00 pm; 5/20/2010 11:15 am - 12:15 pm	National Harbor 14; National Harbor 6	AIA; NASBA; NSPE; SMPS	1
Vision	VI-210	Installing and Configuring Microsoft SQL Server® Reporting Services	Microsoft SQL Server Reporting Services introduces significant changes to the way you deploy your reporting infrastructure. In this session you learn how to install and configure SQL Server Reporting Services for your Vision 6.0 deployment. We focus on deployment options and limitations in the various editions of SQL Server, and also review how to troubleshoot problems you may encounter with SQL Server Reporting Services.	Intermediate	5/19/2010 5:45 pm - 6:45 pm; 5/20/2010 11:15 am - 12:15 pm	National Harbor 7; National Harbor 8	CPE; NASBA	1
Vision	VI-211	Installing and Configuring Vision Performance Management, Including Analysis Cubes	Before your users can create custom reports with Vision Analysis Cubes, you must install the Analysis Cubes and use the Vision Resource Kit to complete the configuration. In this session, we review the Analysis Cubes setup and maintenance requirements, as well as the available security options, to make sure your Vision deployment properly supports this valuable reporting tool. Deployment of the Analysis Cubes is also a prerequisite for Vision Performance Management. This session presents the steps to install and configure the Vision Performance Management canvases once the Analysis Cubes are in place.	Intermediate	5/18/2010 5:00 pm - 6:00 pm	National Harbor 13	CPE; NASBA	1
Vision	VI-212	Installing and Configuring Document Management	Vision Document Management employs Microsoft® Windows® SharePoint® Services, a leading collaboration platform, as its base. Find out the most efficient way to set up your Document Management environment. The session provides a technical overview of Document Management's integration with SharePoint and discusses the architecture and technologies supporting this application. It also covers planning for the installation, including supported platforms and configurations, deployment models, and infrastructure requirements. In addition, you will learn about scalability, domain security, troubleshooting problems, and best practices for managing your Document Management environment.	Intermediate	5/19/2010 10:00 am - 11:00 am	National Harbor 14	CPE; NASBA	1
Vision	VI-213	Migrating to Microsoft SQL Server®2008	This session will focus on migrating your database and reporting services installations to Microsoft SQL Server 2008.	Intermediate	5/20/2010 10:00 am - 11:00 am	National Harbor 13	CPE; NASBA	1
Vision	VI-214	Vision Troubleshooting, Tips, and Tricks	In this session we provide tips and tricks to show you how to troubleshoot Vision. Learn how to leverage such tools as the Vision Resource Kit, Fiddler, System.net tracing, Methodcall logging, IIS logs, and SQL Reporting Services logs to assist you in diagnosing Vision technical issues.	Intermediate	5/19/2010 3:15 pm - 4:15 pm; 5/20/2010 1:15 pm - 2:15 pm	National Harbor 4; National Harbor 10	CPE; NASBA	1
Vision	VI-215	Vision IT Forum	This session is intended for those interested in Vision information technology. Network with your peers, share ideas, and gain insights from both colleagues and senior Deltek staff. Potential topics include 64-bit architecture and x64 hardware, smart client technology, cloud computing, Microsoft® SQL Server®2008, Windows Server®2008, and changes to Microsoft SQL Server Reporting Services.	Intermediate	5/19/2010 11:15 am - 12:15 pm	Potomac 1/2		
Vision	VI-216	Custom Fields and Workflows to Track Contract Approvals	This session focuses on creating custom fields and workflows to track contract approvals and changes. Discussion will include examples of how H2E uses custom fields and workflows to provide project managers with at-a-glance information about the status of their project contract information. You will learn how the page was set up and what types of workflows were used to perform calculations and populations of the different fields. Concepts including customizing tabs and utilizing user-defined workflows will be reviewed.	Intermediate	5/19/2010 10:00 am - 11:00 am	National Harbor 4	CPE; NASBA	1
Vision	VI-217	Clean Up Your Proposals with Microsoft® Word Macros	This session presents tips for using advanced Microsoft Word functions (Visual Basic® for Applications macros) to clean up data or format proposals and SF330 forms. The discussion includes overviews of macros that handle a variety of tasks, including stripping formatting, converting abbreviations to work around data formatting, correcting punctuation, fixing inconsistencies, and flagging missing data to be reviewed.	Intermediate	5/19/2010 10:00 am - 12:15 pm	National Harbor 5	AIA; CPE; NASBA; NSPE	2
Vision	VI-218	Round Table Discussion: Resource Management	Challenges of Resource Management are discussed in small groups of your peers at hosted round tables. Share how you are addressing those challenges and your successes, while learning what others have done to leverage Resource Management at their organization. This is a great networking and learning opportunity with your peers. Discussion topics may include: Maintaining utilization rates while motivating your team; Balancing staff with delivering on projects' schedules; Using generic resources effectively; Forecasting resource needs; Managing contributors.	Intermediate	5/19/2010 4:30 pm - 6:45 pm	Potomac 5/6		
Vision	VI-219	Who Made This Mess?	Maintaining Info Center integrity when users have add/modify rights is a challenge. This presentation suggests best practices to help Vision Administrators tackle the problem. In practice, these methods greatly reduce the time and effort spent identifying and correcting errors while improving the percentage of errors caught.	Intermediate	5/18/2010 3:45 pm - 4:45 pm	National Harbor 13	AIA; CPE; NASBA; NSPE	1
Vision	VI-220	Print Cost Recovery Trends in the AEC Industry	Once a "nice-to-have," cost recovery for expenses such as print, copy, scan, and phones is more important than ever for AEC firms. In this session we will learn how the industry at large uses technology to manage, track, and charge for these expenses and how you can make better use of cost recovery in your own firm.	Intermediate	5/18/2010 3:45 pm - 4:45 pm	National Harbor 6	AIA; CPE; NASBA; NSPE; SMPS	1
Vision	VI-221	Marketing Roundtable	Welcome back to the annual opportunity for Vision marketing professionals to get together and share ideas on how to improve your business and processes. We took the feedback from last years' format and made it longer, as you requested. This year we have the opportunity to spend two hours, in small group settings, discussing the topics that most affect you and your business. We'll expand the time of each breakout session so that we get four or five longer sessions over the two hours. Come prepared with topics that are important to you! Topics could include subjects such as data management best practices; proposal tips and tricks; improving user adoption, and so on. Bring on the ideas! This is your session with each other; we'll be there to facilitate and gather all of the most relevant points to send back out to all participants after the conference.	Intermediate	5/19/2010 2:00 pm - 4:15 pm	Potomac 5/6		
Vision	VI-222	Using Workflows to Support Key Business Processes	Increase efficiency, reduce keystrokes, and ensure a higher level of data integrity for your key business processes using Vision Work Flows. This session shows Work Flows that support business rules and processes at a medium-size engineering firm, Baxter & Woodman. Work Flows affecting Client, Opportunity, and Project Info centers will be highlighted.	Intermediate	5/19/2010 4:30 pm - 5:30 pm	National Harbor 2	AIA; CPE; NASBA; NSPE	1

Insight 2010 - Vision Session Catalog

Insight Track	Code	Title	Abstract	Technical Level	Timeslot	Room	Credit Type	Credit Value
Vision	VI-223	Project Managers' Use of Project Planning and Resource Management	Getting the most out of Vision Project Planning and Resource Management requires that your project managers learn and embrace these tools. This session will uncover the secrets of training project managers effectively, initiating these tools with greater acceptance, understanding what project managers want from these tools, monitoring with project managers, and adapting to needed changes. The project manager's view, needs, and day-to-day experiences relating to these valuable tools will reveal new ways of facilitating participation by your firm's project managers.	Intermediate	5/19/2010 3:15 pm - 4:15 pm	National Harbor 12	AIA; CPE; NASBA; NSPE	1
Vision	VI-224	Ending the Paper Chase: Using Document Management for Receipts in Expense Reporting	Chasing after employees to get them to submit their expense receipts is a frustrating, time-consuming process. Learn how to use Document Management workflows to enable employees to attach reimbursement receipts in expense reporting, send email alerts to approvers, and retrieve information for accounting and billing purposes.	Intermediate	5/19/2010 11:15 am - 12:15 pm	National Harbor 12	CPE; NASBA	1
Vision	VI-225	Optimizing Vision CRM Email Functionality	Are you looking to enhance your Marketing Strategy with the use of the Marketing Campaign Info Center? This session shows you how to schedule email blasts using customized parameters that are unique to your specific business needs. Maximize your use of the Vision CRM functionality with this Email Template functionality already available in Vision.	Intermediate	5/19/2010 2:00 pm - 3:00 pm; 5/20/2010 1:15 pm - 2:15 pm	National Harbor 7; National Harbor 3	CPE; NASBA; SMPS	1
Vision	VI-226	Vision Integration Leads to Effective Business Development	A key benefit of Vision is the integrated data that is available to support key business processes. Timothy Haahs & Associates, Inc. relies on the data in Vision to assist in making key decisions in marketing, finance, and project management. This session will review the workflows, alerts, and processes that this firm of 50 employees uses to get the most from their Vision system and will highlight the successes the marketing group has seen from the full integration of information.	Intermediate	5/18/2010 5:00 pm - 6:00 pm	National Harbor 6	CPE; NASBA	1
Vision	VI-227	Processing Efficient and Paperless Financial Statements	Find out how to route financial statements through your organization electronically, both in the review stage and in the final stage of processing. Learn how to set up Trend and Budget Comparison Income Statements, how to use Vision reporting features to review financials, and how to achieve paperless distribution of financial statements.	Intermediate	5/19/2010 2:00 pm - 3:00 pm	National Harbor 2	CPE; NASBA	1
Vision	VI-228	Resource Management Implementation: A Small Firm Case Study	A case study of one firm's successful implementation of Vision Resource Planning. Hear how they have established an internal process that includes weekly resource management and monthly project performance meetings supported directly by Resource Planning. They are successfully managing the dynamic project lifecycle process through project managers engaged with Vision. Learn how your firm could improve internal processes related to Resource Planning from this firm's example.	Intermediate	5/20/2010 10:00 am - 11:00 am	National Harbor 14	CPE; NASBA	1
Vision	VI-229	Where Did Our WIP Go?	This session covers Revenue Recognition as used by EMA, Inc. and methods employed to track and recognize "lost" revenue from non-billable or over-upset-limit situations. Accrual-based revenue recognition methods will be discussed, with particular attention to EMA's use of Upset Limits, WBS elements, and General Ledger Accounts to track non-billable WIP.	Intermediate	5/19/2010 10:00 am - 11:00 am	National Harbor 10	AIA; CPE; NASBA; NSPE	1
Vision	VI-230	Learn to Organize, Streamline, and Design Proposals	This session focuses on understanding merge templates to generate professional proposals. A step-by-step process will be detailed along with industry best practices and tips and tricks. A single integrated solution with better organization of marketing materials, automated proposal generation, and a new look and feel resulted in streamlined operations saving time and money for one Deltek client.	Intermediate	5/19/2010 3:15 pm - 4:15 pm; 5/20/2010 2:30 pm - 3:30 pm	National Harbor 7; National Harbor 3	AIA; CPE; NASBA; NSPE; SMPS	1
Vision	VI-231	Providing FAQ Vision Report Help to Project Managers	Project managers just want a few simple questions answered: "Is my project profitable?" "Who is charging time on my job?" Discover how to create and implement tools for using frequently-asked questions (FAQs) to provide guidance to project managers on Vision reports. Take home ideas for setting up reports based on your FAQs, establishing FAQ-based help desk tools focused on project managers, and embedding FAQ-based tips into report favorites.	Intermediate	5/19/2010 10:00 am - 11:00 am	National Harbor 12	AIA; CPE; NASBA; NSPE	1
Vision	VI-232	Operating in a Multicompany, Multicurrency Environment	Does your company consist of multiple entities or conduct business in multiple currencies? If so, Vision's Multicompany or Multicurrency features can help you. In this session, learn about Gensler's successful conversion to a multicompany, multicurrency environment. Follow along step by step as this Power User Group member describes the conversion process, including key decisions and lessons learned.	Intermediate	5/18/2010 5:00 pm - 6:00 pm	National Harbor 12	AIA; CPE; NASBA; NSPE	1
Vision	VI-233	Increasing CRM Use with a Work Order Form	Do you hear "Why do I need to put it into Vision?" Hear how one firm planned, developed, and implemented an automated work order form in Vision Customer Relationship Management (CRM) to increase Vision use 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 of tracking clients and proposals.	Intermediate	5/19/2010 11:15 am - 12:15 pm	National Harbor 6	CPE; NASBA	1
Vision	VI-234	Using Client Feedback to Improve Prosperity for Firms	This session offers design firms a powerful system to measure and manage their value to their clients. A customized process that uses email to collect and incorporate client feedback will deliver benefits to firms, including reducing liability while improving profitability, marketing, staff performance, and retention. This system complements the measurements and reports that Deltek provides.	Intermediate	5/19/2010 4:30 pm - 5:30 pm	National Harbor 3	AIA; CPE; NASBA; NSPE; SMPS	1
Vision	VI-235	Round Table Discussion: Project Planning	Round table discussions are hosted where you and your colleagues come together in a small group to discuss business challenges in Project Planning, and share how you are addressing those challenges. This is a great networking and learning opportunity with your peers. Discussion topics may include: How your firm measures project success; The importance of project reviews - timing, participants, resulting actions; Motivating your project team; Communication and collaboration with global teams.	Intermediate	5/19/2010 10:00 am - 12:15 pm	Potomac 5/6		
Vision	VI-236	Accounting and Marketing: A Truce	A case study of how an accounting department and a marketing department came to live in (relative) peace, through techniques established during and after a database merge. These include both business rules around sharing data and improving lines of communication. Learn specific ideas from this Power User Group member about improving coordination between departments while realizing increased benefits from Vision for both groups.	Intermediate	5/19/2010 4:30 pm - 5:30 pm	National Harbor 5	AIA; CPE; NASBA; NSPE; SMPS	1
Vision	VI-237	Tracking Revenue Percent Complete	Learn how you can use custom revenue methods and custom grids to capture the trends in EAC, percentages of completion, and other key data on project records. Tracking these trends aids project managers in assessing their plans and financial managers in reviewing changes in revenue, and it can also provide auditors assurance of controls over revenue recognition.	Intermediate	5/19/2010 2:00 pm - 3:00 pm	National Harbor 12	AIA; CPE; NASBA; NSPE	1
Vision	VI-238	Why CRM? Business Intelligence!	Critical data is often found in Vision CRM to develop valuable business intelligence metrics. In this session discover how a Power User Group member, PBS&J, measures business from a marketing and business development perspective and how a CRM user can get to the metrics today using existing tools. The emphasis of the session will be on using business intelligence to develop consistency and accuracy in the data. Gain a better understanding of marketing and business development metrics and how they help you understand the health of your business, identify areas of improvement, and uncover challenges and opportunities.	Intermediate	5/20/2010 10:00 am - 11:00 am	National Harbor 7	CPE; NASBA	1
Vision	VI-239	Using Vision to Strengthen the Project Management Process	This session focuses on using Vision Project Planning and the tools in the Project Info Center to standardize workflow, reinforce procedures, and build QA/QC into the project management process. Hear about and see examples of how this Vision customer combined the power of Vision Xtend Workflow, Vision Activities, global reports, and custom fields to support the project manager during all stages of the project. See how these often under-utilized solutions in Vision expanded communication about project status, needs, and answers throughout their organization.	Intermediate	5/19/2010 2:00 pm - 3:00 pm	National Harbor 6	CPE; NASBA; NSPE	1

Insight 2010 - Vision Session Catalog

Insight Track	Code	Title	Abstract	Technical Level	Timeslot	Room	Credit Type	Credit Value
Vision	VI-240	Successfully Integrating Resource Planning and CRM	This presentation focuses on how a culturally-rich, design-oriented AE firm adopted Vision firm-wide. The session reviews strategies executed to integrate firm data over a "single platform" system and presents examples of the processes and tools used to obtain and disseminate information deep into the organization. Ballinger's successful implementation of Vision across the firm provides value-added metrics.	Intermediate	5/20/2010 10:00 am - 11:00 am	National Harbor 10	CPE; NASBA	1
Vision	VI-241	Accurate Revenue Forecasting: Is It Really Possible?	For a professional services firm, forecasting revenue is very challenging. You must consider both future booked work and the opportunity pipeline. Having confidence in your own forecast may prove even more difficult. 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 actuals.	Intermediate	5/19/2010 3:15 pm - 4:15 pm	National Harbor 11	AIA; CPE; NASBA; NSPE	1
Vision	VI-244	Stored Procedures: Are You Up to Speed?	Are you at a loss when faced with a problem a standard workflow can't solve? Stored procedures offer simple solutions that even a non-IT person can learn how to implement. Find out what stored procedures can do for you and the process for implementation. This session will cover an overview of stored procedures, the software needed, and the basic steps for building a stored procedure workflow.	Intermediate	5/20/2010 10:00 am - 11:00 am	National Harbor 3	CPE; NASBA	1
Vision	VI-246	Getting Project Manager Buy-In for Project Planning	Is your firm struggling to get project managers to buy in to the Vision Project Planning application? If so, attend this session where Brent Taylor from Populous shares his ideas about how to maximize the possibility of success in your firm. Topics include adoption strategies, configuration recommendations, training ideas, tips and tricks, and best practices to ensure that your project managers are engaged.	Intermediate	5/20/2010 10:00 am - 11:00 am	National Harbor 11	AIA; CPE; NASBA; NSPE	1
Vision	VI-247	Maximizing your Resource Utilization and Project Planning Implementation	Implementing Vision Planning can be a daunting process for firms of any size. Come to this session to learn ways to get the most out of your implementation. Brent Taylor from Populous shares successful Planning implementations ideas, including advanced tips and tricks, best practices, business applications, and how to tailor Planning to meet your firm's business needs.	Intermediate	5/19/2010 3:15 pm - 4:15 pm	National Harbor 2	CPE; NASBA	1
Vision	VI-248	Manage, Review, and Approve Invoices Without Paper	Discover how EMA, Inc. achieved significant improvements in their monthly Vision invoicing cycle. EMA's streamlined, paperless process provides greater visibility into billings and an early warning system for addressing client write-offs. The benefits of EMA's improved process result in accelerated cash flow, enhanced internal controls, and improved project manager communications.	Intermediate	5/20/2010 11:15 am - 12:15 pm	National Harbor 7	AIA; CPE; NASBA; NSPE	1
Vision	VI-248	Manage, Review, and Approve Invoices Without Paper	Discover how EMA, Inc. achieved significant improvements in their monthly Vision invoicing cycle. EMA's streamlined, paperless process provides greater visibility into billings and an early warning system for addressing client write-offs. The benefits of EMA's improved process result in accelerated cash flow, enhanced internal controls, and improved project manager communications.	Intermediate	5/19/2010 11:15 am - 12:15 pm	National Harbor 11	AIA; CPE; NASBA; NSPE	1
Vision	VI-249	Vision Architecture, Installation, and Configuration	In this session, learn about significant technology changes introduced in Vision 6.x, including smart client, ClickOnce, Microsoft® SQL Server® Reporting Services 2005 and 2008, Microsoft .NET Framework 3.5 Sp1, Microsoft Windows Server® 2008/MS 7.0 and Microsoft SQL Server 2008. Unlike previous browser-based versions, Vision 6.x is built around ClickOnce and SmartClient architecture. This installation and configuration session is designed to instruct IT professionals on the hardware, software, and network requirements for a Vision 6.x deployment. We also discuss tips and tricks for migrating from Vision 5.x, configuration of network printing, and the process of installing and testing Vision.	Intermediate	5/18/2010 12:00 pm - 1:00 pm	National Harbor 5	CPE; NASBA	1
Vision	VI-250	Leveraging Vision with Microsoft SharePoint and SharePoint Designer	Discover the powerful synergy between Microsoft SharePoint and Vision. This session demonstrates how you can use SharePoint to create spreadsheet-style lists on a project team page and then use SharePoint Designer (a free download) to create multi-level workflows. The session also shows how to import your SharePoint list to Vision's SQL database. Take advantage of these techniques to minimize re-keying of data, promote data accuracy and make critical data more readily available to your team.	Intermediate	5/19/2010 4:30 pm - 5:30 pm	National Harbor 8	AIA; NASBA; NSPE	1
Vision	VI-251	Introducing Connect for Microsoft Outlook® Installation and Technology	This session will review the installation process for Connect for Microsoft Outlook® module, a new module which offers a tight integration between Deltek Vision® or Deltek Costpoint CRM® and Microsoft Outlook®. We will discuss the different technologies used by the module, best practices for installing and configuring the module, and walk through the installation process.	Intermediate	5/19/2010 4:30 pm - 5:30 pm; 5/20/2010 11:15 am - 12:15 pm	National Harbor 11; National Harbor 6		
Vision	VI-301	How Buyers of Professional Services Buy	Did you know that two thirds of your clients don't know what you do? In fact, 85% of the new services your clients want are things you already offer—but your clients don't know it (and are likely to go elsewhere)! Get inside the mind of today's professional services buyer and find out how to turn them into long-term, loyal clients. Learn how they select new firms and how to grow the relationship. Participants will learn how to differentiate their firm, avoid being forced to compete on price, identify practical tips to increase referrals from clients, and evaluate preferred modes used when "buying" professional services as described by real buyers of professional services. Real life examples from the A/E industry will be reviewed.	Advanced	5/19/2010 2:00 pm - 4:15 pm	National Harbor 8	AIA; CPE; NASBA; NSPE; SMPS	2
Vision	VI-302	Get More Vision into Your Firm's Performance with Custom Reporting	Together we will dive into the best practices and tips and tricks of Custom Reporting. See how easily you can create a simple report and publish it to Vision. Learn how to take full advantage of the reporting templates available for invoices, checks, and basic reports.	Advanced	5/19/2010 5:45 pm - 6:45 pm; 5/20/2010 10:00 am - 11:00 am	National Harbor 12; National Harbor 12	CPE; NASBA	1
Vision	VI-304	Automated Comprehensive Employee Review Process	This session will demonstrate how to create a review process tailored to your company's needs by creating tabs, fields, links, and workflows along with secure individualized logins for management. Within "3 clicks" management has access to confidential information on their employees, including performance reviews. This system saves managers and supervisors time and keeps confidential employee information secure.	Advanced	5/19/2010 4:30 pm - 5:30 pm	National Harbor 6	AIA; CPE; NASBA; NSPE	1
Vision	VI-305	Vision Installation: An In Depth Look	This session provides an in-depth, tier-by-tier presentation that goes behind the scenes to show what the Vision setup process does. The presentation also discusses steps to prepare for an installation and how to troubleshoot your installation.	Advanced	5/19/2010 3:15 pm - 4:15 pm	National Harbor 6	CPE; NASBA	1
Vision	VI-306	Advanced Deployment Topics	This session discusses Vision's support for Integrated Security, how to configure Vision for access via the Internet using Network Address Translation (NAT) through a firewall, and requirements for configuring the Vision Web/application tier to work in a DMZ. This session also covers other deployment topics, such as configuring a Reverse Proxy for Reporting Services, load balancing, pre-deployment of SMART Client technology, advanced configuration settings, configuring SSL, http compression, and an overview of x64-specific settings.	Advanced	5/19/2010 11:15 am - 12:15 pm	National Harbor 2	AIA; NASBA	1
Vision	VI-307	Custom Reports with Microsoft® SQL Server® Reporting Services	Increase productivity and discover new value in your Vision database with custom reporting using Microsoft SQL Server Reporting Services. From a technical perspective, this session discusses how to begin creating your own custom reports. This Power User Group presenter also demonstrates how they design and deploy custom Vision reports, including their use of Microsoft Business Intelligence Development Studio (BIDS for Microsoft Visual Studio® 2005).	Advanced	5/19/2010 3:15 pm - 4:15 pm	National Harbor 10	CPE; NASBA	1
Vision	VI-308	Power Users' Panel Discussion	This session is a panel discussion by select members of the Power User Group for Vision and Deltek representatives, with questions from the audience. Learn how these Power Users have made Deltek, Deltek partners, and Vision strategic parts of their firms. Discover how these leaders have addressed business problems by adopting best practices, developing relationships with colleagues, and maximizing supplier partnerships.	Advanced	5/19/2010 4:30 pm - 5:30 pm	Potomac 1/2		
Vision	VI-309	Get More Done with Vision CRM Workflows	For Advanced CRM users and administrators, come see how to use the Vision Xtend workflow capabilities to make Vision CRM do more for your users. This session will be based on actual client situations and workflow solutions.	Advanced	5/19/2010 10:00 am - 11:00 am; 5/20/2010 11:15 am - 12:15 pm	National Harbor 7; National Harbor 4	CPE; NASBA	1

Insight 2010 - Vision Session Catalog

Insight Track	Code	Title	Abstract	Technical Level	Timeslot	Room	Credit Type	Credit Value
Vision	VI-310	Leveraging Vision with MSOffice SharePoint Server 2007	In this advanced session, you will learn how to create a data connection between Deltek Vision and Microsoft Office SharePoint Server (MOSS) 2007 to leverage valuable business data. This session is beneficial for any Deltek product that uses a Microsoft SQL database to store information, and provides details on how to create custom database views of information in MS-SQL, use Microsoft's Business Data Catalog Definition editor to create XML references, import application definitions into SharePoint 2007, create custom lists in SharePoint to view live information from Vision, and manage and control security.	Advanced	5/19/2010 2:00 pm - 3:00 pm	National Harbor 11	CPE; NASBA	1
Vision	VI-311	Advanced Multicurrency for Vision 6.1	This session offers a deeper functionality review of Multicurrency features available in Vision. Join this session to get a better understanding of posting and processes for multiple currencies.	Advanced	5/19/2010 11:15 am - 12:15 pm	National Harbor 13		
Vision	VI-312	Advanced Resource Management	Leverage the best features of Vision Resource Management by learning more about this powerful tool. You will see how firms are making quick, efficient choices to match the best staff resources to the work, then monitoring utilization and forecasts to ensure profitability.	Advanced	5/19/2010 11:15 am - 12:15 pm	National Harbor 10	AIA; CPE; NASBA; NSPE	1
Vision	VI-MGS	Vision Mini-General Session	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.	Intermediate	5/18/2010 2:30 pm - 3:30 pm	Potomac A/D		
Pre-Conference Workshops	PCW-VI2	Vision Reporting Fundamentals, Analysis Cubes, and Security	Vision 6 Reporting features the new SQL Reporting Services platform for all standard reporting. In the first portion of this workshop, you will review the new standard Vision 6 reporting functionality and its enhancements: layout, formatting and columns, and sorting/grouping features. In addition, you will review the expanding/collapsing report output and report archive options. For those of you who prefer customized reporting, the use of Analysis Cubes in Microsoft® Excel® 2007 is less complex and does not require a command of the Vision database structure that full report customization does. In the Analysis Cubes segment of this workshop, you will observe how to report on consolidated project and general ledger data using workbooks with Excel. Users familiar with Excel and pivot table reports can quickly rearrange workbook information with drag-and-drop functionality as well as display results on hierarchical time dimensions and see transaction detail with drill-downs. This is especially useful for those who need to quickly perform data analyses in Excel to observe trends in their businesses. Workbooks to be reviewed include: Profitability workbook, Staffing workbook, Annual Revenue with Set Goals workbook, Income Statement View of Project workbook, and Comparative Balance Sheet A/R Activity by Office. The final Security segment of the workshop concentrates on creating custom access roles for users. You will review how to allow employees access to specific Vision applications, processes, and Info Center records while preventing access to other	Intermediate	5/17/2010 9:30 am - 4:00 pm	Chesapeake F	CPE; NASBA; NSPE	6
Pre-Conference Workshops	PCW-VI3	Vision Report Builder and Introduction to Report Designer	This workshop is designed for users who want to create reports using reporting models as well as those who want to be introduced to the advanced SQL Server Reporting Services® (SSRS) reporting tool, Report Designer. In this workshop, you will learn to work with the Report Builder and its delivered model for reporting—an existing set of formats and templates in which you can connect to report models to select fields to report against. We will demonstrate how to access the application and models to develop reports using the drag-and-drop report design functionality of Report Builder as well as how to explore filtering, grouping, and the creation of formulas within the various templates. Hands-on activities will reinforce the workshop instruction. For those needing to report across multiple models or Info Centers, you will gain an introduction to Report Designer, a comprehensive report authoring tool that hosts a collection of graphical query and design tools not offered in Report Builder. Report Designer supports tabular, matrix, advanced charting, and freeform reports and gauges using complex queries (SSRS). (Add \$550) Duration: Six hours Prerequisites: Vision User Fundamentals	Intermediate	5/17/2010 9:30 am - 4:00 pm	Chesapeake K/L	CPE; NASBA; NSPE	6
Pre-Conference Workshops	PCW-VI4	Vision Workflow and Designer	Vision Workflow facilitates a collaborative working environment by defining a regimented workflow between various users. Such workflows require establishing criteria and actions that will trigger automated changes. Vision 6 has been enhanced to include workflows for the validation of information, generation of user-defined email, dashboard alerts, creation of calendar activities, and the alteration of data. In this workshop, you will review how to apply build workflows using these new enhancements. Vision Designer enables you to customize the business logic and functionality of your Vision application. In the second portion of this workshop, we will demonstrate how to access the tools to design forms that support individual business practices with the User-Defined Tabs application. Next, we will review the Vision Navigation Tree Designer for creating custom menus. Finally, we will review how to customize standard Info Center tabs and fields, working with the enhanced Screen Designer application. This workshop also demonstrates how to create rollover and pop-up "help topics" for forms that document business processes. Note: In order to make some parts of certain Vision workflow events functional, depending on the intent for the workflow built, some advanced SQL programming knowledge (knowledge that will allow you to build complex SQL expressions) may be required. This workshop does not cover SQL programming, nor does it require any knowledge of SQL programming on your part as a prerequisite for taking attending	Intermediate	5/17/2010 9:30 am - 4:00 pm	Chesapeake J	CPE; NASBA; NSPE	6