PRE-CONFERENCE WORKSHOPS
Monday, November 14
9:00 am – 12:00 pm

Topic Code	Name	Description	Speaker
PCW01	**Maximize your Investment – How to Get the Most out of your Deltek Products!**	You've invested in our solutions; now it's time to learn how to empower your users and maximize your results. User Adoption is the critical component you need to derive the greatest value from your investment and achieve unparalleled benefits for your business. Experience our flexible training options and hear from peers and our learning solutions architect how to increase user adoption in your organization.	Will Armstrong
PCW02	**Manage your change FAST**	In this session, you will be introduced to Deltek's proprietary model for managing organizational change. Built on proven principles of change management, supported by efficient tools, and tested in dozens of real world scenarios, Deltek's FAST methodology arms you to navigate the most challenging aspect of project success: the people. You will be introduced to the 4 phases of the fast methodology and share in scenarios from past Deltek projects. You will also be armed with a comprehensive toolset for implementing the FAST methodology and equipped with the knowledge of how to put them into practice to achieve the success you expect with your Deltek solution.	Mason Holloway
PCW03	**Ajera: Working with Widgets and Dashboards**	This interactive session and demonstration will increase your comfort level working with Widgets and Dashboards. Whether you would like to add a table or chart widget to an existing Dashboard or simply edit an existing widget, this seminar will help get you comfortable using Widgets in Ajera 8. Topics covered include: Adding or Removing Columns and Elements; Conditional Formatting; Linking and Creating Parent - Child Relationships; Making Use of Role - Configurable Dashboards. Learn to create at-a-glance views of your data for improved visibility and decision-making.	James Strange and Damon Shratter

PCW04	**What's New in Vision Since Insight 2015**	Have you been utilizing the new features in Vision 7.5? In this session we will discuss the features and enhancements released in Vision 7.5 such as: Managing assets and depreciation with the asset management module; How to better manage multi-company employees; Streamlining absence requests and AP Invoice approvals; Creating better proposals faster with the InDesign merge improvements and much more. We will also take a look at the new features and enhancements in Vision 7.6. Leave this session with the knowledge of how to use the latest tools and resources to do more with Deltek Vision!	Al Hibner
PCW05	**Costpoint Billing**	During this Costpoint Billing hands-on workshop you will learn how to: • Process an invoice and learn how to reconcile against both the Project Status Report (PSR) and the Revenue Worksheet to validate all transactions. • Did you post an invoice and now need to re-print? Learn to create an invoice in CER that matches the Costpoint printed version for a posted invoice. • Manage ceilings for billed amounts using the Project Status Report and how to work with changes to funding to process the invoice. This is a hands-on workshop and you must bring a windows-based laptop with internet access.	Diane Hanks
PCW06	**Vision: Usage and Best Practices for New Approval Workflow Engine**	With the release of Vision 7.4, Deltek introduced the powerful Approval Workflows feature. As the name indicates, the feature allows a firm to easily define approval steps and conditions that a record must follow. Fast forward to today, Approval Workflows are available for the following applications: • Purchasing – Vision 7.4 • AP Invoices – Vision 7.5 • Absence Request – Vision 7.5 • GL Budgets – Vision 7.5 • Expense Reports – Vision 7.6 The focus of this workshop will be to dig into the best practices for designing and implementing an approval workflow that efficiently supports your firm's operations utilizing components such as Steps, Approval Roles, Conditions, and Actions. At the end of this workshop, you will be able to implement powerful approval workflows that will greatly improve your firm's ability to effectively route records for approval.	Brent Johnson

PCW07	**Maximizing the Ajera Project Management Tools for *YOUR* Firm**	This session is designed for firm leaders and those involved in project delivery at your firm that want to maximize Ajera's capabilities to increase project profitability. We'll cover tools necessary to execute projects successfully and to collaborate effectively with your team. Our Project Management consultants have over 50 years of combined industry experience to guide you in the most effective use of Ajera for project management implementation, delivery, and reporting. Bring your laptop; a cloud login will be provided for a sample database which will allow you to work along with the instructor.	Val Higgins
PCW08	**MPM/Cobra Migration and Consolidation**	This session will cover the differences and similarities between MPM and Cobra and will also review how to migrate projects from MPM to Cobra.	Joanna McMurray
PCW09	**iAccess Overview - Project Management, Time & Expense and Business Development**	Come see how Vision's web-based tool, iAccess, can help drive wide adoption, make you more efficient and make information more accessible. iAccess includes workspaces that are specifically built for front office workers, including project managers, business developers and employees that enter time and expense. This 3 hour workshop will provide a deep dive into each of the workspaces: Project Management, Business Development, and Employee. You will discover how you can empower your staff by giving them iAccess to plan projects, track opportunities, and manage customer relationships. You will also learn how easy it is to enter timesheets and expense reports through the simple and user-friendly interface. Through expanding accessibility to your Vision information with iAccess, your organization will manage projects more proactively by identifying and resolving potential problems before they become real issues. Additionally, iAccess will help you to promote more collaboration, nurture those important relationships and simply accomplish more.	Dawn Gajewski and Teresa Nelson
PCW10	**Costpoint Enterprise Reporting (Cognos)**	Need Data Analytics? See how leveraging the Cognos suite (Report Studio, Workspace, Work space Advanced, Active Reports, etc….) can improve performance for end users while offering a rich reporting experience with improved visualizations, drilling, and graphics. Discover the best practices of Cognos and see for yourself the power of the tool and the delivered CER offering. Unlock the power of building and sharing self-run reports, automated queries, and dashboards all at your fingertips.	Rich Hardin

PCW11	**Finders Keepers – Finding the right Talent and Keeping them Engaged**	Great news is there is a lot of talent out there but how do you find them or better yet get them to find you? That's only part of the equation as once you've brought them into your organization how do you keep them engaged and grow them to be your top talent? Join us to review how the Deltek Talent Management suite of products can help you accomplish this and some best practices on internal processes and making the system work for you.	Dawn Goebel
PCW12	**Costpoint Interim/Final Rates and Consolidated Billing Review**	This workshop is for anyone who needs to enter and post adjustments resulting from a DCAA audit (or any other audit) in a prior fiscal year. We will show you how to gauge the effect of those adjustments in the prior year while preserving the previously submitted financial statements. You will also learn how to recognize revenue from that prior year in the current year using the prior year revenue calculation values. We will also review and prepare a Consolidated Standard Retroactive Billing, which allows you to combine a retroactive bill with a current one.	Lynda Porter
PCW13	Costpoint Subcontractor Management	The Costpoint Subcontractor Management workshop will provide instructions on the new Subcontractor Management functionality in Costpoint 7.1.1 and TESS 10. The goal of Costpoint Subcontractor Management is to help companies manage the subcontractor relationship as government contractor and commercial customers use subcontractors to bid and win contracts. This functionality will provide customers with a solution to integrate Costpoint procurement with T&E and allow them to manage the subcontractor relationship. This session will provide an overview of setting up the new subcontractor module in Projects, understand the expanded Vendor Employee application that accommodates subcontractor resource information, and review the new Resource subtask to help with the search for subcontractor resources and the new type of Purchase Order which includes the Resource subtask. This class will also cover the ability to revision track the Statement of Work, and manage Work Assignments application to manage subcontractor resource assignments	Paul Gioia and Dawn Ehlers