Deltek Costpoint Foundations

The perfect-fit ERP solution for your small business

Is your company a small government contractor in need of an ERP solution that fits your needs? Perhaps you're winning prime work and are now subject to DCAA audits; or perhaps your current ERP system is too limited, or simply not the perfect fit for your business.

If you're looking for a single, cloud-based solution that can handle all your project-based financial and accounting needs, then Deltek Costpoint Foundations is the perfect-fit ERP solution you've been looking for.

Costpoint Foundations is a cloud-based, ERP offering for government contractors, packaged and priced for the needs of small business with fewer than 500 employees. Costpoint Foundations provides all the financial, project accounting, and labor and expense management capabilities small businesses need, without the IT overhead.

With the ideal combination of flexibility and scalability across your accounting, project management, and organizational needs, Costpoint Foundations will help you gain better insight across the company. Better insight means higher margins, increased profits, and more satisfied customers

The Small Business Advantage
In today's federal marketplace, small businesses have a distinct advantage. Formal goals have been established to help create a more level playing field for small businesses and to ensure each has the opportunity to work with the federal government. According to the Small Business Administration (SBA), federal agencies must set aside:

» 23% of prime contracts for small businesses

» 5% of prime and subcontracts for women-owned small businesses

» 5% of prime contracts and subcontracts for Small Disadvantaged Businesses

» 3% of prime contracts and subcontracts for HUBZone small businesses

» 3% of prime and subcontracts for service-disabled veteran-owned small businesses

» In fiscal 2013, the set-aside rules resulted in $84 billion in prime contracts to small businesses.
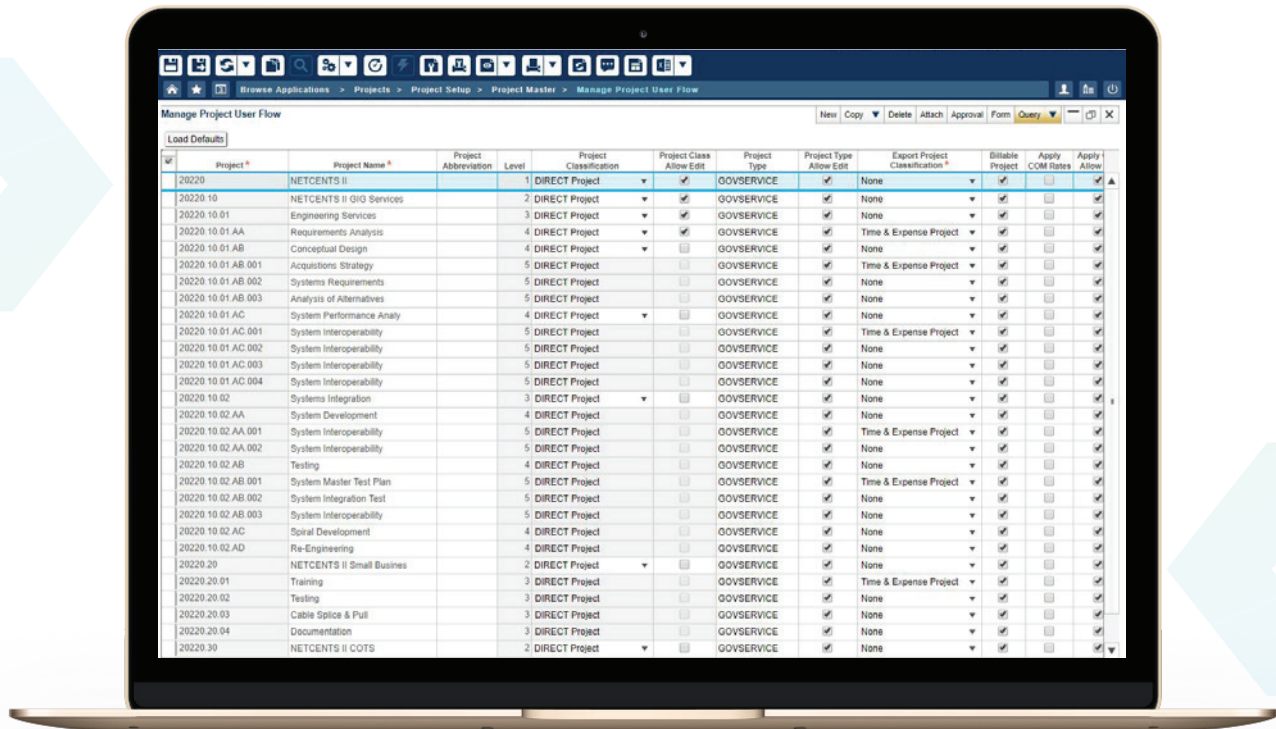
Small Business Challenges
The Federal government awarding so many contracts to small businesses is great news. That said, with these contracts comes additional things to consider including, potentially, unexpected challenges.

Compliance and Audits
One of the greatest challenges small businesses face as new prime contractors is a Defense Contract Audit Agency (DCAA) audit. Some audits are conducted after the contract has been awarded; some contracts require a pre-award DCAA audit.

More Projects to Manage
As you win more work, there are more projects to manage. In order to remain successful and continue to win additional prime contracts, it is critical to have constant insight into and across all projects to ensure contracts are being performed on time and within budget.

A flexible WBS helps you monitor and manage project cost performance and helps to identify risks early in the project lifecycle

More complex accounting

With more projects comes more complex accounting—billing, labor and expense collection, cost allocation and indirect-rate calculations, and more.

The Ideal Solution: Costpoint Foundations

Based on Deltek's industry-leading Costpoint ERP solution, Costpoint Foundations—designed specifically for small businesses—helps you through these challenges and provides the support you need to enhance your success

For the financial side of your business, Costpoint Foundations provides:

» A project ledger that balances to your financial ledger, so you can produce accurate financial reports the first time

» DCAA compliant time collection, so you can have peace of mind and spend less time finding or fixing time sheets

» Integration with Accounts Receivable, so you can bill more quickly and accurately

» Automatic indirect rate calculations with audit trails, so you can be sure indirect rates are calculated correctly and are audit-ready

» Automated invoicing, to reduce Days Sales Outstanding (DSO)

For the project side of your business, Costpoint Foundations provides:

» Flexible WBS structures, so you can design and account for project costs to see profit and loss in great detail

» Flexible and unlimited Cost Pools, so you can more effectively track costs and cost allocations across projects

» Control time and expense entries at the task level, so you can have more control and fewer errors

» Tight controls on project budgets, so you can experience more predictable financial and project performance–and deliver a more profitable project

For your IT team, Costpoint Foundations provides:

» Cloud deployment, so you can have the flexibility to accelerate your business strategies at any pace

» Zero server hardware and maintenance costs, to reduce capital expenditures

» Disaster recovery and backups, so you can focus on your core business

» Automatic updates and upgrades, so you are always on the most current Cloud version

Satisfied Customers

Why should you trust Costpoint Foundations? Because it's built on Deltek's industry leading Costpoint ERP, currently supporting hundreds of successful government contractors today.

And, because there are many small businesses that are already enhancing their government-business success with Costpoint Foundations.

What Our Customers Are Saying

"The flexibility with Costpoint allows us to perform better analysis at an organizational, department, project or task level. We are able to slice and dice our income statements so that our executives can make better, data-driven decisions while managing our growth.

KRIS FORD, DIRECTOR OF FINANCE AT HIGHPOINT

"We are a growing government contracting firm, but we always thought Costpoint was just for the big guys. After meeting with Deltek, we discovered that Costpoint Foundations is obtainable for firms like us and will help us move the needle a considerable amount."

YOMI JONES, DIRECTOR OF FINANCE FOR C3 SYSTEMS

For more information on how Costpoint Foundations can help your small business, visit **deltek.com/costpoint-foundations »**

Deltek.

Better software means better projects. Deltek is the leading global provider of enterprise software and information solutions for project-based businesses. More than 23,000 organizations and millions of users in over 80 countries around the world rely on Deltek for superior levels of project intelligence, management and collaboration. Our industry-focused expertise powers project success by helping firms achieve performance that maximizes productivity and revenue. **www.deltek.com**

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