

Deltek + **ComputerE**ase

Construction Software Solutions

Predicting profits to beat the
competition



Deltek + ComputerEase

Prospect Company Name

Construction Software Solutions

DATE





Agenda

1. Deltek + ComputerEase Overview
2. Software Demo
3. Implementation Process
4. Next Steps

Headshot

NAME

Title at Deltek +
ComputerEase

Meet Your Deltek + ComputerEase Expert

- » Over **X** years of experience serving the construction **(and/or software) industry**
- » Started career in **X**
- » Focused on equipping contractors with the tools they need to manage profitability, drive growth, and meet construction requirements
- » **Fun fact**

Deltek + **ComputerEase**

About Deltek + ComputerEase



Powering Job Success Through Construction-Focused Flexibility



Serving Construction Since 1983

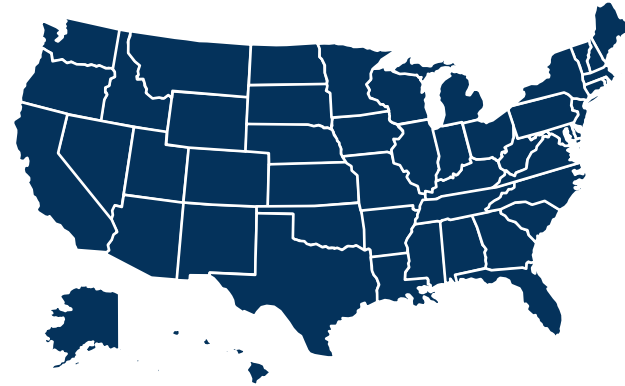
» 50,000+ users



Construction-Experienced, Expert
Customer Care



4,500 Customers Across the Country



The Deltek + ComputerEase Difference



Construction Accounting

Easy-to-use accounting software dedicated to supporting construction-specific practices



Job Costing

Keep jobs on track, on budget and on schedule with complete visibility into every aspect of construction job costing



Flexible Reporting

Flexible capabilities allow contractors the ability to create, customize and use reports that fit their business



Field Mobility

Enable collaboration with the field using mobile tools to make informed, profit-focused decisions



Project Management

Manage allocation of skilled labor and equipment with real-time visibility into project timelines and resources



Service Management

Dispatch work orders to service techs in the field with our easy-to-use and customizable dispatch board

Deltek + ComputerEase Project Lifecycle

Powering Project Solutions to Track, Organize, and Automate



<p>CRM Identify and win new projects</p> <p>Estimating Build accurate project estimates using historical data</p>	<p>Project Management and Scheduling Assign the right resources to the right project at the right time</p> <p>Bid Management</p>	<p>Talent Management and Human Resources Attract and retain the core of your business</p>	<p>Accounting, Finance, and Billing Manage billing nuances of client and project</p> <p>Payroll Pay employees and taxes on time Certified Payroll Reports Online Employee Access</p> <p>Time and Expense Capture costs against projects in real-time from the field</p>	<p>Proactive Field Reporting View the whole project portfolio in real-time</p> <p>Executive Dashboard</p> <p>Custom Reports Drag & drop workflow menu with permission-based logic customizable for each employee</p>
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Key Differences in Construction Accounting



Job Costing

A method to track the revenue and costs of jobs in detail to provide visibility into future profitability



Revenue Recognition

Revenue is recognized when work is completed against the amount of the original contract



Mobile Workforce

Construction work is conducted at the customer's location vs. a fixed location for your business



Payroll Requirements

Construction labor often has specific requirements such as prevailing wage, unions, and local taxes



Sales and Cost Categories

Construction accounting includes several additional sales categories and costs (e.g. direct and indirect costs)



Retainage

Common in construction, retainage is an amount withheld until the job is "completed" per the contract

Proactively Plan Cash Flow

with Job Costing

- » **Improve transparency, tracking total costs and**
 - » Keep score of jobs and business overall with WIP reporting
 - » Oversee labor, material, and applied overhead
 - » Get financial assistance such as a loan or a
- » **Mitigate risk** – identify issues with detail such as categories
- » **Enhance productivity**
 - » Customize each user's product experience with Workflow menu



Deltek + **ComputerE**nse

Additional Options





Payroll Services

- » Save time and improve accuracy with our seamless, fully-integrated Payroll Services
- » Whether it is delivering taxes, employee payments, direct deposits, year-end documents, or consulting on prevailing wage and certified payroll, Deltek + ComputerEase construction payroll experts will help you every step of the way
- » Navigating the constantly changing legislation requires a construction payroll partner that has the experience and ability to keep your business compliant in this environment

Deltek + ComputerEase Full-Service Payroll Benefits

Hand Over the Heavy Lifting

Worry-free **tax filing deadlines**

Pay employees accurately – in the way they wish - no matter their changing roles or timesheets.

Maintain Compliance

Eliminate the responsibility of **calculating taxes** for every location – local, state, and federal.

Enhance Visibility

Manage **workforce time** – anytime, anywhere.

Access into **real-time dashboards** and **fast, custom reports**.

Save Time with One Partner

Simplify **entries** with one software, removing the need for double data entry and eliminating redundancies.

Get rid of your **current payroll provider**.

Ensure Business Continuity with Cloud



Financial Data Insurance

Ensure that your financial data is backed up and tested to avoid data loss and poor data quality



Improved Accessibility

Safely access, copy and move data – anytime, anywhere. Remotely collaborate with all employees.



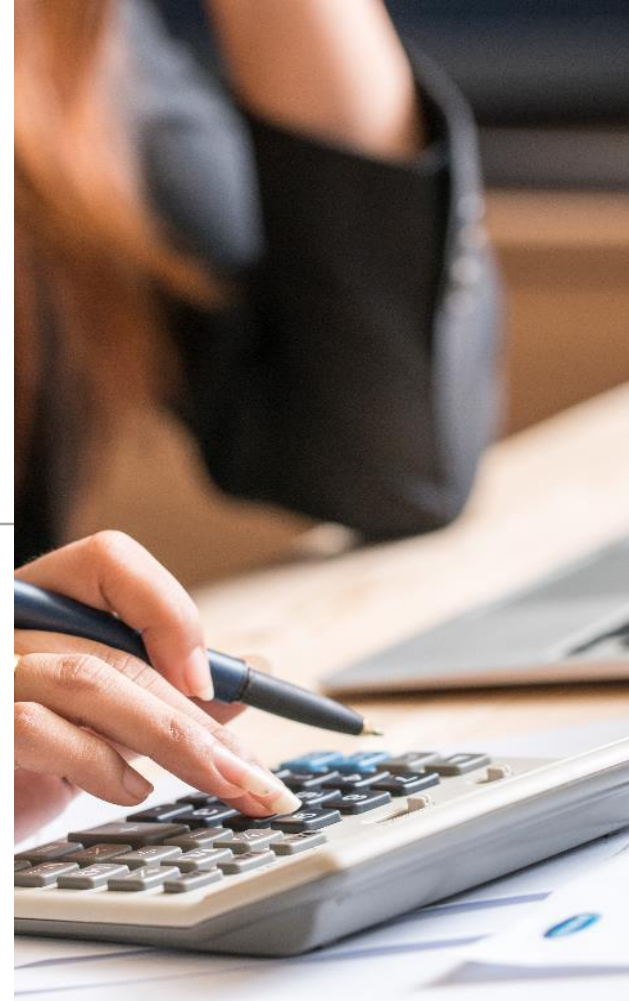
Avoid Security Breaches

Leverage state-of-the-art security measures to ensure your financial data is safe



Supported by Experts

Let cloud experts manage the technical requirements of hosting your solution



Benefits of Reporting & Business Intelligence

- » Get complete visibility
 - » Customize key metrics specific to construction
 - » Make critical business decisions with comprehensive data
- » Improve efficiency
 - » Create custom reports that can be seamlessly exported and connected with Excel
 - » Work on multiple reports at a time
 - » Use pre-built reports quickly

Job	Job Name	Department	Contract Amount	Billed to Date	Open AR	Contract Balance	Cost	Cost Budget	Cost Pct	Cost Overrun	Hours	Hours Budget	Hours Pct	Hours Overrun	Estimated Cost Remaining	Revised Budget	Final Profit	Over Billed	Under Billed	Earned Income	Percent Complete
030	Ohio Education		1,713,000.00	1,196,626.30	0.00	516,373.70	936,626.29	1,484,290.00	12.84%	-1,293,274.71	40.00	1,200.00	33.33%	20.00	1,272,200.00	1,462,700.00	245,537.70	0.00	0.00	1,462,700.00	17.41%
147	Boone County School	40	0.00	0.00	1,201,854.44	-1,201,854.44	69,816.81	1,134,580.00	89.00%	69,816.81	2,220.00	13,989.00	15.83%	-11,769.00	40,816.81	40,816.81	-40,816.81	0.00	0.00	40,816.81	100.00%
152	Boone County Schools		1,623,475.00	1,126,261.50	0.00	497,213.50	2,120,788.50	3,212,010.00	31.25%	-706,984.24	2,405.24	2,028.00	29.24%	376.24	5,748,471.24	5,748,471.24	287,513.24	0.00	0.00	287,513.24	17.71%

Get Continuous Product Support

Deltek + ComputerEase Support Center

Easily submit a case via chat for fast support

Meet the Experts (Live Q&A)

Ask any specific support or training question for a personalized response.

Town Halls

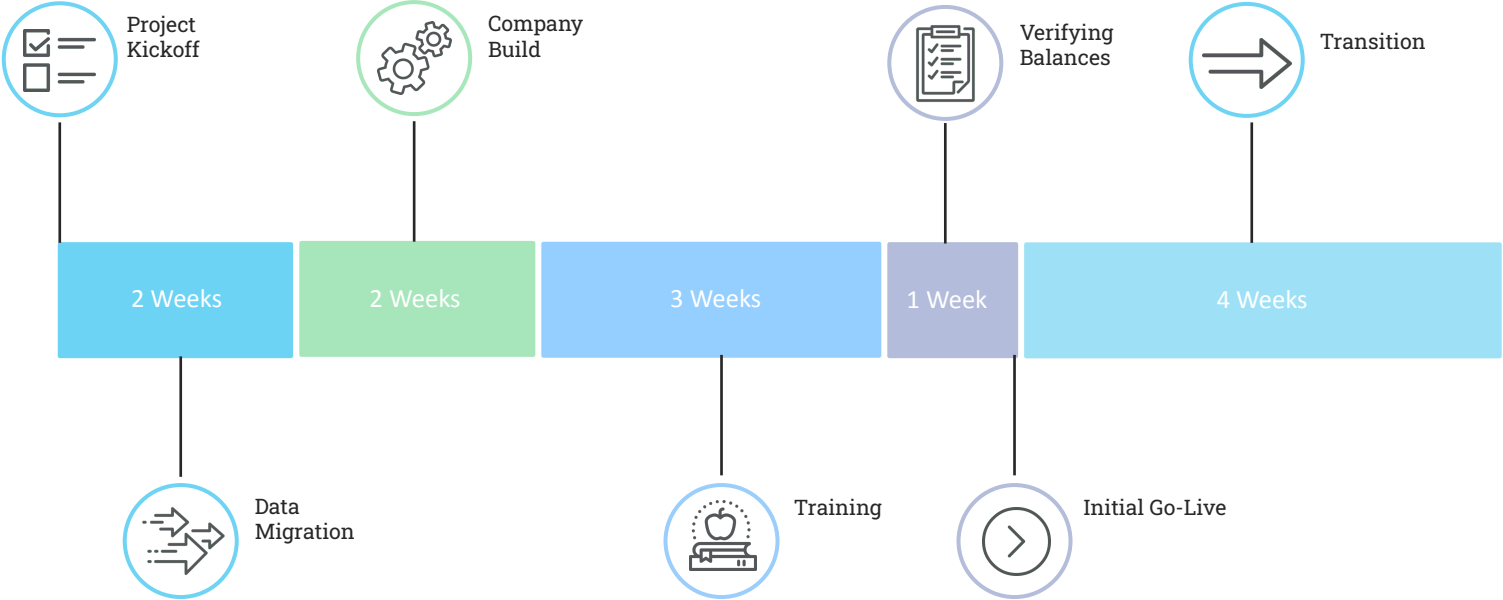
Get the most from new features and enhancements

Blog

Stay informed with what's new - and learn tips to improve your experience.



Deltek + ComputerEase Implementation Process



Get Started Today

Contact Info

"I can honestly say now I cannot imagine switching away from CE Payroll, the benefits of having job costing, the customer service, feeling like I'm being listened to, and that type of stuff is invaluable." - Action Heating

