

Product Sheet

Deltek Costpoint Foundations

The perfect-fit ERP solution for your small business

Costpoint Foundations Includes:

- Financial Accounting
- Project Accounting
- Budgeting
- Collaboration
- Time Collection
- Expense Management
- Reporting and Business Intelligence

Additional Solutions Available:

- Payroll
- Procurement
- Fixed Assets
- Inventory Management
- Multi-Company

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 150 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.

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

Project	Project Name	Project Abbreviation	Level	Project Classification	Project Class	Project Type	Expense Class
10130	AFR FORCE (PL)KGR		1	DIRECT Project		ENGINEERING	None
10130.01	AFRL-DO 01		2	DIRECT Project		ENGINEERING	None
10130.01.001	AFRL-DO 01 CLIN 001AA LAB		3	DIRECT Project		ENGINEERING	Time Collect
10130.01.003	AFRL-DO 01 CLIN 003AA OOC		3	DIRECT Project		ENGINEERING	Expense Proc
10130.02	AFRL-DO 02		2	DIRECT Project		ENGINEERING	None
10130.02.001	AFRL-DO 02 CLIN 101AA LAB		3	DIRECT Project		ENGINEERING	Time Collect
10130.02.002	AFRL-DO 02 CLIN 102AA TRV		3	DIRECT Project		ENGINEERING	Expense Proc
10130.03	AFRL-DO 03		2	DIRECT Project		ENGINEERING	None
10130.03.003	AFRL-DO 03 CLIN 103AA OOC		3	DIRECT Project		ENGINEERING	Expense Proc
10140	DHS NETWORK REVIEW		1	DIRECT Project		TECHNOLOGY	None
10140.01	SCOPE AND REVIEW		2	DIRECT Project		TECHNOLOGY	None
10140.01.001	DHS NETWORK PHASE 1		3	DIRECT Project		TECHNOLOGY	Time & Exped
10140.01.002	DHS NETWORK PHASE 2		3	DIRECT Project		TECHNOLOGY	Time & Exped
10140.02	NETWORK DESIGN		2	DIRECT Project		TECHNOLOGY	None
10140.02.001	DESIGN T.O. #9488752		3	DIRECT Project		TECHNOLOGY	Time & Exped
10150	SURVEILLANCE SERVICES		1	DIRECT Project		TECHNOLOGY	None
10150.10	SURVEILLANCE SERVICES		2	DIRECT Project		TECHNOLOGY	Time Collect
10160	AIRCRAFT RADAR SYSTEM	RADAR	1	DIRECT Project		MANF	None
10160.10	ENGINEERING TASKS		2	DIRECT Project		MANF	None
10160.10.01	ENGINEERING		3	DIRECT Project		MANF	Time Collect
10160.10.02	MANUFACTURING ENGINEERING		3	DIRECT Project		MANF	Time Collect
10160.20	PRODUCTION - TRANSPONDER	PORTRE	2	DIRECT Project		MANF	Time Collect

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

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 version

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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

"Costpoint is the backbone of our financial reporting and management. Without it, being a successful federal government contractor would be much more challenging."

» Robin Entekin, Director of Information Assurance for Camber Corporation



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

Deltek is the leading global provider of enterprise software and information solutions for professional services firms and government contractors. For decades, we have delivered actionable insight that empowers our customers to unlock their business potential. 18,000 organizations and 2 million users in over 80 countries around the world rely on Deltek to research and identify opportunities, win new business, optimize resources, streamline operations, and deliver more profitable projects.

Deltek – Know more. Do more