

Deltek People Planner

Project Planning

Employee Scheduling

Resource Planning

Helping project-oriented organizations
optimize resource planning

Challenges...

Capacity planning is important in good times, but it's absolutely critical in challenging times.

*Jon Mostyn,
Director
Hill & Knowlton EMEA
Worldwide Business Consulting*

In today's highly competitive environment, the need for efficient resource management becomes even more evident. In this situation, it is important that you gear your business to match the current market situation. As people are the number

one profitability driver in any project-oriented organization, resource management becomes an operational as well as strategic parameter.

You are probably facing some of the following challenges:

Your employees seem to be busy but **utilization rates** are still at an unsatisfactory, low level

Some **employees are always overloaded** while others are on the bench

Projects are based on guesstimates because there is no alignment between estimation, execution and the current resource situation

Too often you are **over-servicing clients** because you have no overview of planned baseline against actuals

You are not **effectively utilizing your talent pool** because you have no repository to store the skill sets of people across your organization

You can't match **your long-term project pipeline against your planned capacity** to effectively support your strategic and tactical recruiting, subcontracting and organizational development

Resource management and capacity planning is based on local spreadsheets because you don't have a **corporate solution** to manage your most important asset – your people

...solved!

Now imagine an integrated solution for resource management and project planning. Here, a few clients tell in their own words how Deltek People Planner helped them optimize their resources.

“Deltek People Planner has helped us increase our average billing percentage per employee, which has a direct impact on our bottom line.”

*Jens Erik Knudsen,
Chief Project Officer, CDM A/S*

“The overall idea and scope of the Deltek People Planner solution is great – it’s a tool of genius.”

*Knut Brotnow,
IT Manager, The Norwegian Opera*

“We have optimized the allocation of our core competences so we use them on the right projects. Of course this will have a positive effect on the bottom line.”

*Carl Vad Jensen,
CFO, Atkins Denmark*

“In the perfect world, resource management should be an integrated part of project management, and Deltek People Planner has given us that opportunity.”

*Henrik Kaltoft,
Head of Department, Atkins Denmark*

To read the full customer success stories, go to deltek.com »

Spot under-utilization or over-utilization in time to act

“Tighter planning and control can help increase our resource utilization by several percent over a period of six months, and that will help us offset the effects of business contractions.”

*Jon Mostyn,
Worldwide Business Consulting
Director, Hill & Knowlton*

Increasing Utilization Rates

Imagine knowing who is doing what at any given time. What if your department and project managers could monitor the load and availability of people when planning projects and allocating resources?

If you have a clear picture of your resource situation, then you can reduce the risk of lost profits caused by under-utilizing resources that could have been assigned to profitable activities.

People Planner provides a real-time overview of resource availability. The resource overview is fully integrated with your project plans. You can monitor availability, load, utilization, and revenue of all employees, and easily assign people to projects and opportunities.

Getting Your Estimates Right

Imagine that projects are no longer based on guesstimates. What if you could base your resource requests directly on project plans and estimates?

If you can measure progress and estimate to complete directly against the baseline, then your resource needs could be updated accordingly, overruns be tracked and your project profitability would improve.

In People Planner, you can make project plans and estimate the cost and revenue of opportunities as well as real projects. You can set the baseline and measure progress with actuals against the baseline at any time.

Resources Gantt Chart			February 2010					March 2010		
Name	Executing Department	Employee Category	25/01 4	01/02 5	08/02 6	15/02 7	22/02 8	01/03 9	08/03 10	15/03 11
Andy Polansky	Finance & Controlling	Senior Management	40	40	40	5	0	-5	5	20
Alan Lee	System Analysis	Project Manager	40	40	20	0	0	0	5	5
Bob Dylan	Merges and acquisitions	Manager	40	40	30	-10	-10	-10	0	0
Release... Main Project Name (Task) Assignment Text Waste Water - Bayswater Capital assistance analysis New Strategy						10	10	10	30	30
Christine Barney	Risk Management	Consultant	40	40	40	11	11	11	11	10
Dan Harison	Risk Management	Project Manager	40	40	40	0	0	0	10	10
Drew Smith	Solution Development	Manager	40	40	40	0	-20	-20	0	10
Edward Powers	Finance & Controlling	Finance	40	40	40	0	10	10	10	5
Emma Smith	Tax Management	Technical Consultant	40	40	0	0	10	10	5	5
Gary Coleman	Solution Development	Consultant	40	40	0	0	20	10	10	10
Martin Porter	ERP Implementation Center	Manager	40	30	-5	-5	-5	-5	-5	0
Mary Rice	ERP Implementation Center	Technical Consultant	40	30	30	11	-10	-10	-10	-20
Nicolas Robin	ERP Implementation Center	Project Manager	40	40	40	0	-20	-10	0	0
Paul Adamson	ERP Implementation Center	Engineer	40	40	40	0	-25	-15	-5	5
Sam McEwan	Solution Development	Consultant	40	10	10	10	20	10	10	40
Sean Williams	Merges and acquisitions	Consultant	35	35	15	5	5	25	25	15
Sue French	Merges and acquisitions	Technical Consultant	40	40	40	-5	-5	-5	0	5
Wilf Weeks	Solution Development	Consultant	40	40	40	5	20	20	20	20

Resource Managers get a clear overview of their people and their assignments.

Leverage your talents

Moving from Operational to Strategic Planning

Imagine having clear insight into long-term capacity plans. What if you have exact revenue forecasts based on your resource allocations?

If potential orders are directly included in your revenue and resource forecast, then you can plan ahead.

When you have a long-term overview of the capacity situation, then you can work smoothly between operational, tactical and strategic planning horizons and view revenue forecasts based on the plans. That is what People Planner is all about.

Securing Visibility Across your Organization

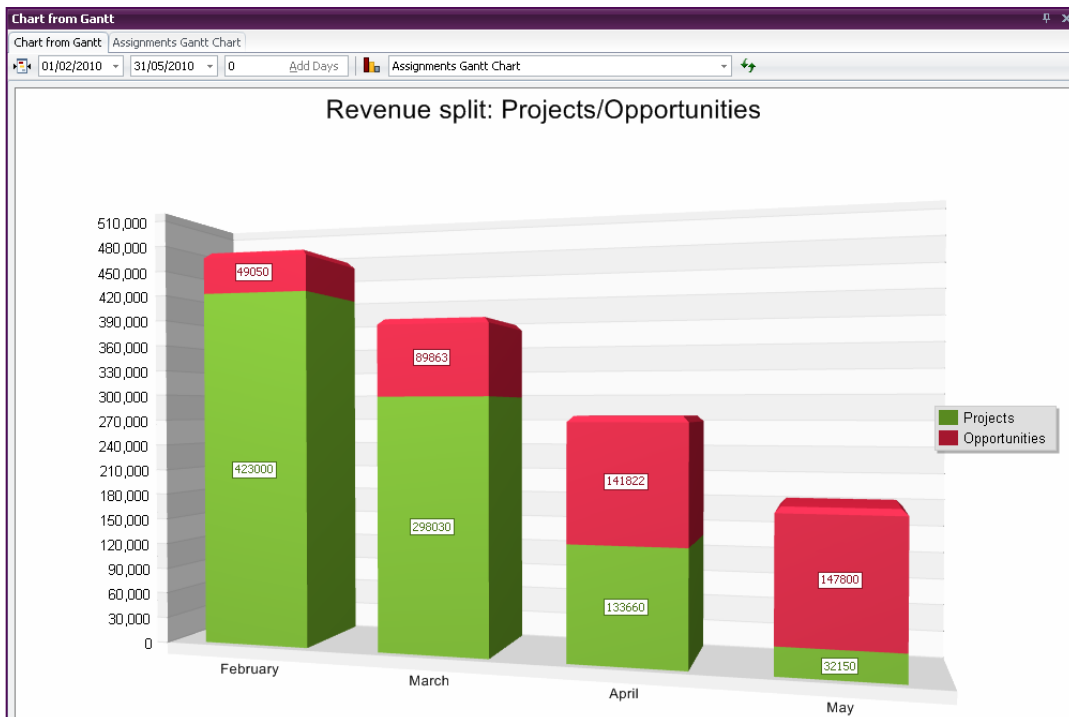
Imagine having a visual, intuitive and transparent resource overview across your organization. What if your resource pool and project portfolio could be accessed by senior, department and project managers as well as employees in real-time?

When you have one integrated solution that supports everybody in your organization in their project planning and resource-related work, then you can increase profitability.

People Planner enables you to abandon local spreadsheets or local stand-alone solutions in favor of a corporate solution for project planning.

“Our project managers spend significantly less time fighting over the same resources. In the perfect world resource management should be an integrated part of project management, and Deltek People Planner has given us that opportunity.”

*Henrik Kaltoft,
Head of Department
Atkins Denmark*



The solution gives you corporate overviews of resource situations using graphical reporting tools similar to Microsoft® Excel.

Increase and improve visibility when planning your resources

Increase Utilization

- Increase profitability by reducing idle time and spotting holes in calendars
- Maximize order intake according to capacity
- Reduce overruns by planning projects and keeping progress against the set baseline
- Avoid understaffing through reliable long and short-term capacity information
- Utilize resources across your organization as you use one corporate solution

Simplify Planning

- Drag and drop bars to change allocations and scheduling
- Familiar concepts such as Gantt chart and grid structure
- Single-click switch between long term, weekly and daily planning
- Single-click switch between viewing Gantt, workload and capacity information
- Dynamic grouping to view plans by e.g. project, resource type, department, etc.

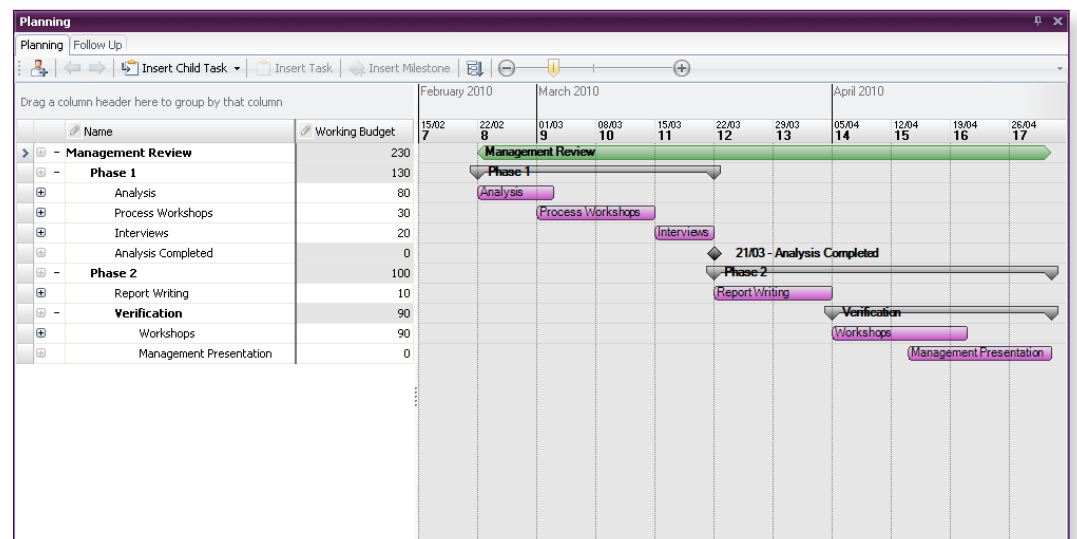
Plan at Any Level

- Plan at project level or create detailed plans with full Work Breakdown Structure
- Plan individual projects on monthly, weekly or daily basis
- Planning at any level automatically consolidates to high-level overview
- Enterprise-wide view of employee skills, allocations, capacity and expected load

Adapt Easily

- Easy configuration to match your company's planning methods – no customization necessary
- One pre-configured view per role provides full overview and single-click access to time and capacity information
- Users can fit views, layouts and toolbars to their personal needs using drag and drop

Project Managers have full project planning functionality and views to support project control.



Efficient internal processes to ensure that you don't waste time, money or talent

Resource Manager or Resource Planner

- View skills, capacity and expected workload of your employees
- Plan your resources while viewing availability
- Detect future needs for specific skills and bring in the right resources at the right time
- Avoid capacity shortages and over-bookings
- View capacity and workload on daily, weekly or long term basis
- Single, pre-configured overview matching your needs
- Use schedule, similar to Microsoft® Outlook for planning

- View availability while assigning resources
- Reduce risk of overrun – full transparency of progress vs. plan
- Combine easy planning with advanced project financial management

Senior Management

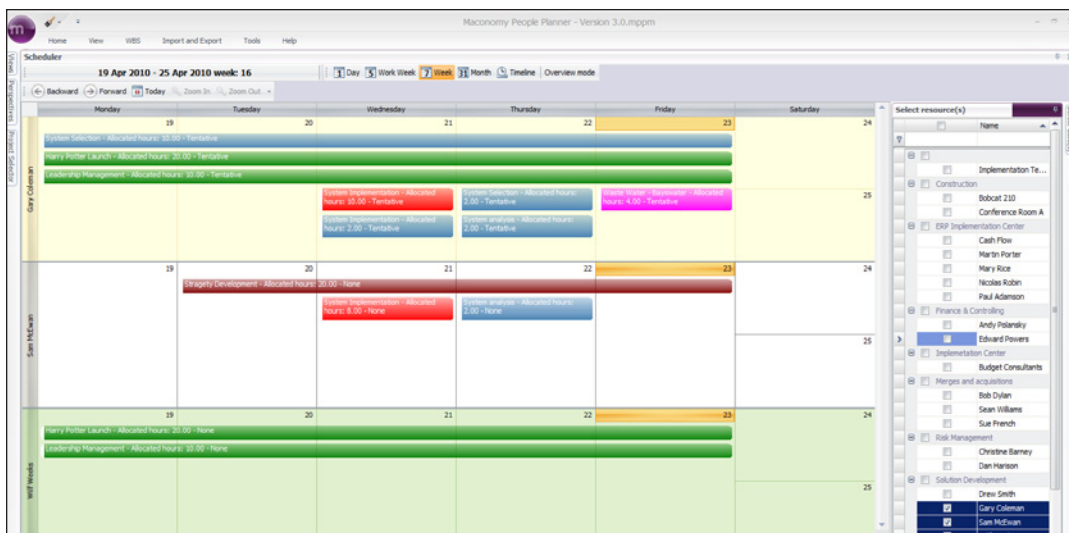
- View revenue forecast based on all project and resource bookings
- Enterprise-wide view of resource capacity and workload
- Monitor profitability and utilization by company, department, etc.
- Drag and drop columns to analyze figures

Project Manager

- Plan projects graphically with drag and drop planning bars
- Make estimates and set the baseline for the project economy
- Use multilevel Work Breakdown Structure to divide large projects into phases

Frontline Resources

- View assignments for projects in a browser
- View your own "My Plan" in People Planner
- Search for projects and tasks and assign yourself to them
- View or plan via Microsoft® Outlook



The scheduling interface gives you graphical overviews and enables you to use drag and drop for moving assignments as well as one-click booking options.

Deltek (Nasdaq: PROJ) is the leading global provider of enterprise software and information solutions for professional services firms, government contractors, and government agencies. For decades, we have delivered actionable insight that empowers our customers to unlock their business potential. Over 14,000 organizations and 1.8 million users in approximately 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.®

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