



News Release

More Information:

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EMA, Inc. boosts internal efficiencies with Electronic Invoicing for Deltek Vision from Central Consulting Group

Minneapolis and St. Paul, MN—December 3, 2009—EMA, Inc., a world-class innovator in engineering and technology solutions, has achieved significant gains in internal efficiencies by implementing Electronic Invoicing for Deltek Vision from Central Consulting Group (CCG).

EMA completed its implementation of Deltek® Vision and CCG's additional Electronic Invoicing module in early 2009. Using the combined solution, EMA has discovered beneficial improvements beyond what was originally expected. "We're delighted with Electronic Invoicing," said Richard Sargent, senior systems analyst. "Both the design and the way it is working for us."

One of the most important benefits, according to Sargent, was a new level of visibility into billings. "What we were looking for was an early warning system for cases where there might be write-offs on a project because we wouldn't be able to bill the client for the full amount of work done," he said. "Now, if a project manager at any point in the billing cycle identifies an amount that can't be billed, the system provides a place to identify the explicit reason. That information is stored in the system and visible to help our CFO understand the decisions that were made on billing."

When EMA moved to Deltek® Vision, they immediately realized a wealth of process efficiencies. Electronic Invoicing builds on that efficient foundation, leading to both accelerated cash flow and enhanced internal controls. "It makes it quick and easy for the project manager to communicate in a clear way what ought to be done with the invoice," said Sargent. In the past, project managers had to go through a more manual process involving printed reports, mark-ups, scanning of hard copy, and e-mailing. "Now everyone can do that online, and the second they do it, it's available to the billing clerks," Sargent added. "In the same step, it leaves an audit trail where anyone can go back and see what has happened on any given project."

Sargent has found additional benefits, some of which were not anticipated. "We have control over the setup," said Sargent. "We can define project statuses our own way, including configuring what the system does with amounts in each status. Electronic Invoicing helps us work more productively because it's flexible."

Clyde Younkin, EMA chief operating officer, particularly values the benefit of real-time visibility. "We've got exactly what we were looking for: the opportunity to anticipate problems and reduce potential write-offs, said Younkin"

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About EMA

EMA is a specialized consulting firm that has focused on the technology and business management needs of utility, government, and manufacturing organizations for over 30 years. As an acknowledged pioneer in performance and productivity, EMA has grown with and responded to the changing needs of organizations. EMA professionals are richly experienced in all dimensions of organization development and communication, work practices, change management, and information, control, and communications technologies. Find us at www.ema-inc.com.

About Central Consulting Group

Central Consulting Group (CCG), a Deltek® Premier Business Partner since 2002, assists architectural, engineering and professional services firms in achieving superior outcomes through the implementation of Deltek's Vision software. CCG is the most experienced provider of services and products that optimize the Vision environment, including strategic planning, business process design, integration of disparate systems, specialized modules, custom development, and advanced reporting solutions. Central Consulting Group is headquartered in Minneapolis with offices and consultants in locations nationwide. To learn more about CCG, visit www.centralconsultinggroup.com.

About Deltek®

Deltek® (NASDAQ: PROJ) is the leading provider of enterprise applications software designed specifically for project-focused businesses. For more than two decades, our software applications have enabled organizations to automate mission-critical business processes around the engagement, execution and delivery of projects. More than 12,000 customers worldwide rely on Deltek to measure business results, optimize performance, streamline operations and win new business. Visit www.deltek.com.