

News Release

Central Consulting Group Introducing A/R Management & Collections Software at Deltek Insight Conference

Minneapolis, MN — October 9, 2012 — Central Consulting Group (CCG), a Deltek Premier Partner, will introduce CCG A/R Management & Collections — the latest software in its suite of products that enhance Deltek Vision® — at Deltek Insight 2012, the annual user conference October 15-18 at the Gaylord Opryland Resort and Convention Center in Nashville, Tenn.

CCG A/R Management & Collections helps architecture and engineering firms accelerate the collection of accounts receivable to improve cash flow. Companies interested in seeing a product demo in CCG's hospitality suite at Deltek Insight can register for a preview on the company's website at www.centralconsultinggroup.com/sneak_peek. For information about all CCG products and services, visit CCG's booth, #11, in the Expo Hall.

"We developed CCG A/R Management & Collections in response to marketplace needs," said Jim Falkanger, CCG managing partner. "Customers told us they needed two key things to improve their A/R collections process. They needed greater insight into their collections performance to develop more effective collections strategies, and they needed a more streamlined way to communicate with delinquent customers," Falkanger said.

"Our new product includes a powerful graphics dashboard that lets users quickly see key A/R performance indicators, including days sales outstanding, average days delinquent, average days to pay and collections effectiveness index," explained Steve Stolz, CCG partner who oversees development of the firm's proprietary products. "Armed with that information, companies can develop more effective collections strategies and measure their performance over time," Stolz added.

CCG A/R Management & Collections also makes it easy for users to standardize collections messages to clients, to increase efficiency and create a more consistent brand image. The software automatically creates emails and Word documents from templates, and merges them with customer data.

Like all of CCG's proprietary products, CCG A/R Management & Collections integrates seamlessly with Deltek Vision, an ERP system targeted to architecture and engineering firms, and other professional service companies. "Because our products help clients get more out of their existing software investment, we're seeing tremendous demand," Falkanger said. "Sales of CCG products have grown 100% in the past year."

About Central Consulting Group (CCG)

CCG serves architectural, engineering and professional services firms across the United States and Canada by helping them get more out of their software. As a Deltek Premier Partner, CCG specializes in implementation and customization of Deltek Vision ERP software, and extends the core Deltek Vision application by offering a suite of powerful, proprietary add-on financial products. www.centralconsultinggroup.com

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