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**Deltek Costpoint Analytics  
Powered by QlikView**

**Powerful Business  
Insights for  
Government  
Contractors**

Sponsored by **QlikView** and **Deltek**

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## Executive Summary

Under pressure from a more demanding and fiscally stringent federal government, government contractors need a solution that gives them visibility, control, and insight into their businesses. They need more accurate, intuitive, and actionable information to answer business questions and make smarter, more accountable, information-based decisions. Traditional business intelligence (BI) platforms can't do the job alone.

Deltek's Costpoint Analytics, powered by QlikView, helps users answer critical business questions, replacing time-consuming and costly decision-support tools. Costpoint Analytics provides pre-built analytical capabilities to decision-makers, who can pull the right data at the right time, interact with it in a rich visual environment, and take action. While many platforms offer reports, Costpoint Analytics offers the only interactive BI platform specifically designed for government contractors.

*VSE Corporation, a long-time Deltek customer, chose Costpoint Analytics to gain deeper data insights. Costpoint Analytics provides executive visibility within minutes of setup. "VSE senior management was able to deploy a dashboard environment almost immediately," said David Chivers, CIO and Vice President. "With the Deltek Costpoint Analytics solution, we have the ability to greatly improve business performance management. We can now better manage each of our projects, complete them on time, and ensure payments come in from customers."*

Contractors can use Costpoint Analytics to answer the following questions about project, labor, and financial performance:

- How are current projects performing against predictions?
- What does my contract backlog look like now, and what will it look like for each customer 6 months from now?
- Am I winning new work or just expanding existing contracts?
- What adjustments can be made to improve profitability on future projects?
- What is the risk that our contracts will run out of funding and we will have to continue to work on the project?
- How well utilized are staffing resources in each department? Are certain job types better utilized than others?

## Analysis—More than Reports

The world of today's government contractor has become considerably more complex and demanding. As federal budgets decrease, agencies are under pressure to prove that their limited resources are allocated as effectively as possible. That pressure translates to the need for improved visibility for project and financial performance.



Current methods that most companies use don't provide this visibility. Here is how a typical analytical process might unfold:

- An answer to a project-related business problem is needed. Executives deputize someone to create spreadsheets, assemble data from myriad sources, and ultimately present to senior management in a PowerPoint or other graphical tool. This step alone takes weeks.
- Action is taken—but by then, how far might project performance have deteriorated? Is the data accurate or even relevant by the time it reaches decision makers? Can it be used to look into the future? Is the data from all the business units consistently handled so that it rolls up to a single version of the truth or must you question every number?
- What happens if the data is not presented the way it needs to be? Is it an accurate representation that has been validated? If not, it is sent back to the report builders, which means more waiting. Finally, when the information is delivered, its value has diminished.

Reports can be very effective for periodic review of transactional or operational data or for creating pixel-perfect forms like invoices or purchase orders. However, it is time consuming to consolidate numerous reports in order to analyze key performance metrics that are essential to the decision-making process.

Table 1 shows the fundamental difference between traditional BI reports and the executive visibility provided by Costpoint Analytics.

**Table 1. Reporting vs. Analytics**

Reporting	Analytics
Detail- or transaction-based	Summary level view—easy to digest
Provides data	Provides a platform for decisions
Data is raw from source data system(s)	Presented as key performance indicators/metrics to spot problems immediately
No inherent comparisons or variances	Compares actual results to targets
Often just includes data for a single period	Based on trends
Typically historically focused	Includes both historical and forward-looking information
Predefined reports for customer specific reporting and pixel perfect forms such as invoices and purchase orders	Rich interactive visualization of data with charts and graphs including ability to slice and dice data



Reports delivered by traditional BI systems are inadequate for accessing and acting on data fast enough to satisfy information requests, to change the course of a project in midstream, or to make a quick “go/no-go” decision. A contractor can’t afford to wait for the monthly project review to find out that a project has been off track for two weeks. Contractors need to augment traditional reports with analytics, infused with a new capability called “Business Discovery,” which can provide faster and better insight into business, leading to better decisions.

Costpoint Analytics, powered by QlikView, provides interactive analysis for today’s government contracting needs. Figure 1 displays a summary level view of key metrics in Costpoint Analytics. You can see answers to project performance questions about revenue, profit, and labor utilization (among others). Easy to read dashboards alert you when you’re getting too close to the risk thresholds you’ve established. In a single glance, you have access to key business insights to quickly assess which metrics are off track.

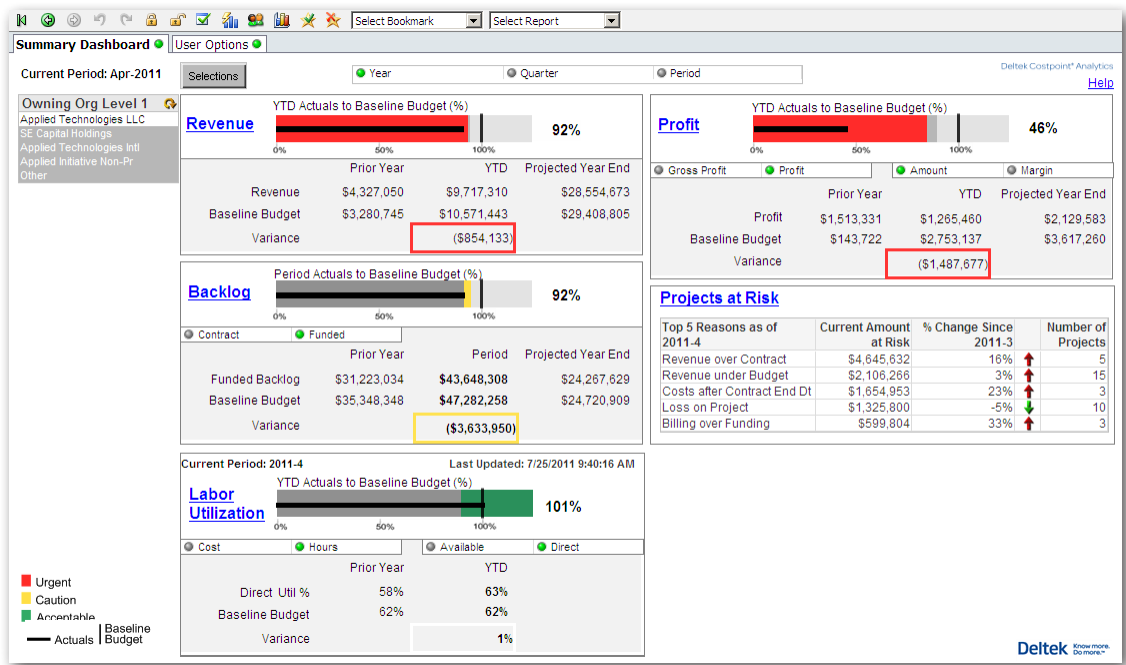


Figure 1. Costpoint Analytics Summary View Screen

Traditional BI is good for generating routine reports and for meeting compliance requirements. But in such reports, data is presented in a predefined format. Information needs change dynamically, and businesses need analytics that help them stay ahead of the curve.



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Table 2 provides a before and after snapshot for using Costpoint Analytics.

**Table 2. Examples of Business Benefits before and after Costpoint Analytics**

Before Costpoint Analytics	After Costpoint Analytics
To compare budgets to actuals, manual spreadsheets were maintained to do a comparison and took 2 weeks after the end of the period to compile	Automated load of budgets gives immediate analysis of performance versus expectations
Created a huge library of reports to analyze the data in different ways. Users would run several reports, push them into Excel, and then manually combine the data	Analysis can be done in a single dashboard, which lets users slice and dice the data

## Business Discovery

Deltek has partnered with QlikTech, an analytics technology company that has created a way of gathering and displaying data called Business Discovery. Business Discovery emerged as a response to users’ unmet needs. Users have not been able to answer their own questions in a timely fashion and have had to rely on IT staff to help them with analytics via spreadsheets or multiple reports. Costpoint Analytics puts users in control of exploring and exploiting their own data, allowing IT to focus on vendor relationships, maintaining software and hardware suites, and enterprise data security, rather than report requests. End users will now have reliable data, with a single version of the truth, rather than a different “truth” in every spreadsheet.

Business Discovery bridges the gap between reporting-focused BI solutions and standalone applications like Excel. It enables users at every level of the organization to find tailored insights addressing their individual needs and deadlines. In essence, Business Discovery provides the right information in the right context for business users and executives to make decisions.

Costpoint Analytics uses a three-step process for Business Discovery that sets it apart from other tools: Consolidate, Search, and Visualize.



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## Consolidate

Costpoint Analytics simplifies the process of assembling, associating, and preparing data for analysis. Traditional BI forces users to determine how data will be analyzed and what questions will be asked before all the data is collected or sorted. With Costpoint Analytics you can categorize and consolidate data as it loads into your dashboard. Relationships between data points become immediately clear.

*VSE Corp. was able to consolidate reports from across the organization using Costpoint Analytics, ultimately reducing thousands of individualized reports to a few key dashboards.*

## Search

Costpoint Analytics allows users to interact with data in the way they think—associatively, with one sequence of questions and answers leading to others. That means you're likely to find not only the answers you're looking for, but also answers to questions you didn't think to ask. Costpoint Analytics uses search boxes that allow you to find and highlight information matching certain criteria.

For example, what's with that revenue number? Rather than cross-referencing 5 reports to chase down the number, you drill down and see that one sector is plummeting. Which contracts in that sector are performing best? Which are worst? What is happening? Instead of waiting, find out now.

## Visualize

Costpoint Analytics offers a powerful solution for representing data as graphs, charts, and tables. Many BI users struggle to understand visualized data and wind up with a dashboard that doesn't really tell them anything. Costpoint Analytics' dashboards are designed out of the box with the user in mind. They support consistent design so you don't have to learn something new each time you introduce a metric.

*At TMC, the visualization capabilities of Costpoint Analytics proved so effective that a position dedicated to creating dashboards using a homegrown solution was reallocated to another project.*



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As you visualize data, you specify measures (such as metrics and equations) for analyzing it. Every time you click on a new set of search criteria, you see those measures in the context of your selection. Watching metrics change as the selection changes brings the data to life. What's more, the data is actionable.

### Get Answers with Costpoint Analytics

#### Revenue

How has revenue been trending over the past 3 years?

How much revenue is this project likely to net, based on allocations of labor and resources on similar projects?

How is current revenue performing against predictions?

#### Profit

What is the profitability or gross margin of this project?

Are margins meeting expectations, or eroding? Why?

Are certain customers or business lines dragging our results down?

#### Backlog

Do I have enough backlog to sustain my business over the next two years?

What potential work is coming in? Do I need to hire staff or reallocate staff?

Am I missing other opportunities for growth?

#### Projects at Risk

Are we billing over contract amounts?

Are we charging past contractual end dates?

#### Labor Utilization

How well utilized are staffing resources on our projects?

How does actual utilization compare with forecasts?

Are certain labor categories more utilized than others?

## Benefits of Costpoint Analytics, Powered by QlikView

Using Costpoint Analytics, government contractors can accelerate and improve their understanding of the entire range of issues affecting projects and take action to improve current performance and win more business in the future.



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**Save time and money on analysis:** Rather than paying dedicated staff to undertake time-consuming and expensive queries into databases, users can directly control and access the data they need, right now, pulling information from sources into an integrated environment.

**Predict trends with confidence:** Business users can analyze historical trends and compare them with budget projections and actuals, regardless of the budget tool they're using. The visibility Costpoint Analytics provides allows you to confidently predict trends based on information, not assumptions.

**Extend and customize for your needs:** Create your own dashboards, modify calculations, and add new visualizations. Customers have very quickly produced new views of metrics with significant impacts on their operations. The time-to-value is only a fraction of the time and effort required by a typical reporting or OLAP solution. Create dashboards using Costpoint or other sources that support your analytics vision.

**Integrate instantly with Costpoint solutions:** Costpoint Analytics has out of the box metrics for government contractors so that they can begin assessing their business right away. Why expend IT time, effort, and money to build an analytical platform when Costpoint Analytics can provide analytics customized for your needs?

## Summary

Costpoint Analytics, powered by QlikView, gives government contractors a new level of analytical insight, placing the right information in the right hands at the right time. With rich, visual analysis and the ability to draw data from multiple sources, Costpoint Analytics brings Business Discovery to the world of government contracting. With Business Discovery, users and executives have the kind of visibility and interaction with project metrics to drive faster, smarter, and more cost effective decisions.

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