



**Making the ERP/Project Accounting Decision -
Deltek Vision vs. BST Global
An Executive Roadmap**

Making the ERP*/Project Accounting Systems Decision

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- *Deltek Vision* and *BST Global* dominate the midsize AEC marketplace for ERP*/Project Accounting systems
- Firms considering new ERP*/Project Accounting systems or significant upgrades should assess their options carefully
- Calling on an independent, objective consulting firm will increase your chances of success

*Enterprise Resource Planning system

Scope of the effort

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SCG has partnered with many AEC firms to ensure they achieve their objectives through the ERP/Project Accounting systems selection and implementation process.

Develop the roadmap to deploy Deltek *Vision* or *BST Global*

Analyze current processes, operations and management information

Recommend process redesign as appropriate

Help AEC Executives make best possible configuration & implementation decisions

We suggest AEC firms engage SCG prior to making decisions on software modules or versions.

Support AEC firms throughout and following conversion

Strategy & Approach Phases

Strategy

- Define internal drivers (“Why *Deltek Vision* or *BST Global*?”)
- Which modules (what makes sense and in what sequence)
- Timeframe – mid-year or fiscal year start
- Financial Organization structure & set up
 - (Balance sheets, Income stmts, Office or LOB MIS reports, etc.)

Approach

- Create Roadmap
- Define and assign Roles; coaching and knowledge transfer
- Create and agree High level plan
- Frame *and document* the Key Decisions
 - system configuration choices, conversion approach, etc.

Analysis Phase

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Configuration and data conversion requirements are driven by organizational design, key process decisions, and reporting needs. These are uncovered and explored during the Analysis Phase. Any redesign recommendations are considered and decisions are also made.

- Organization and Reporting Structure
- Project life-cycle and change orders
- Billable and Non-billable activities
- Work Breakdown Structures (Phase/Task)
- Employee/Labor Cost Rates
- Expense Allocation Methods
- IT Assessment
- Timesheets
- Billing
- Data – historical or not
- Conversion process

SCG will partner with AEC firms and their software vendors/resellers to align Analysis and Decision Making activities with vendor-driven Systems Installation and Training tasks.

Install & Configuration, Conversion, Post-Conversion

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Install & Configure

- IT Remediation and base system installation
- Core team selection/training
- “Primary” data load – (Employee, Client, Vendor, and Project information)
- Configuration decisions *documented* and applied

Conversion

- Implementation planning & preparations
 - Security access & data validation; systems testing
 - User training and support planning
- Go live, cut over & parallel processes

Post Conversion

- One on one coaching/training
- Issues management
- Future module considerations (extended Roadmap)

Roles and Responsibilities

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Phase	Activity	SCG	<i>Deltek or BST</i>
Strategy	ERP Strategy Roadmap	X	
Strategy	Financial Organization Structure	X	
Approach	Overall Project Management	X	
Approach	Module Licensing		X
Analysis	Operations and Process Analysis	X	
Analysis	Process Redesign	X	
Analysis	ERP Configuration Decisions	X	X
Analysis	IT Assessment	X	
Install & Configure	End User/Administrator Training	X	X
Install & Configure	ERP Configuration Decisions APPLIED	X	X
Install & Configure	Content Input/Data Conversion	X	X
Conversion	Conversion and Cutover Support	X	
Post Conversion	Post Conversion Coaching & Support	X	

Next Steps

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- Contact SCG at (612) 202-9011 or email Sales@scg-corp.com
- Conduct Discovery Meeting
- SCG Creates Scope of Work & Proposal
- Conduct Proposal Review Meeting

Visit our company website at www.scg-corp.com

Thank You!