

CORPORATE OVERVIEW

WE DELIVER WHAT WE PROMISE.

Presentation given by Steve Miller
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ISO 9001:2008 Registered

CMMI ML2 Rated



- Powertek Overview
- Growth Challenges We Faced in 2007
- Why We Chose Microsoft Dynamics NAV
- The Results
- Moving Forward



Steve Miller
VP Finance

Powered by Technology...**Faster...Better...More Efficient**

Introduction

Powertek is owned and operated by two women with an extraordinary passion, energy, and determination to provide outstanding customer service and innovative, high-value services that exceed customer expectations – *consistently*.

Customer Base

Powertek supports Federal civilian agencies, Homeland Security, and the DoD.

Business Status

8(a) Woman-Owned Small Business company established in 2001.
Approximately 100 employees.

Customers

Defense, Army, DHS, Justice, NASA, Treasury, HUD, Export-Import Bank, Labor, IMLS, NIST

Year	Award/Recognition
2009	Ranked #1036 on Inc. 500/5000 List of Fastest-Growing Private Companies in America
2009	Ranked #91 "Top 100 Inc. 500/5000 Companies- Washington Metro Area
2009	Ranked #86 "Top 100 Inc. 500/5000 Companies by Industry – Government Services"
2008	Nominated Small Business Person of the Year by SBA
2008	Nominated Small Business Contractor of the Year by SBA
2008	Nominated NASA Ames Small Business Prime Contractor of the Year
2008	National Minority Technology Firm of the Year – Minority Business Development Agency
2008	Regional Minority Technology Firm of the Year – Minority Business Development Agency
2008	#1092 on Inc. 500/5000 Fastest Growing Private Companies in America
2008	One of 25 Powerful Minority Women in Business – Minority Enterprise Executive Council
2007	#25 on Washington Technology's 2007 Fast 50
2007	#41 on Fastest-Growing Women-Owned Businesses in North America
2006	Department of Treasury Protégé of the Year
2004	Meritorious Achievement Award – Department of Treasury, Financial Management Service

IT Systems and Infrastructure Support

Comprehensive systems lifecycle methodology ensures that high-quality IT systems and infrastructure support meet our customers' requirements while effectively controlling cost, schedule, and scope.

Systems and Software Engineering

Systems integration and software engineering to implement best practices that improve our customers' mission performance.

Business Consulting Services

Thought leadership in the development of IT investment, business transformation, portfolio management, and business intelligence solutions.

Financial Management Services

Financial management best practices in budget planning and analysis; financial systems support; general accounting services; and OMB Exhibit 300 support.

Information Sharing and Analysis

Provide our customers with secure, reliable, and accessible information via technology solutions while facilitating a collaborative environment for our customers.

- Held positions as controller, finance director, finance VP
- Experience with contractors of all sizes
 - Small businesses that grew through mergers
 - Firm that went public and was eventually purchased by Titan
- Expertise in government cost accounting compliance
- Expertise in systems integration
 - CostPoint implementation team
 - Deltek Vision
 - Dynamics NAV
 - HR systems implementation such as ADP, PDS Vista
 - Cognos Enterprise Planner implementation
- Joined Powertek in late 2007 after invitation from Powertek owner

- Major investment in BD across multiple agencies spurred growth (Averaging 60% growth per year from 2004-2007)
 - New contracts ranged from \$2M-4M per year
- Increased number of larger contracts led to need for more compliance, reports for project leaders
 - Cost-plus contracts required a more appropriate solution
- Never went through a DCAA audit - QuickBooks was not adequate
 - Lack of accounting controls (QuickBooks is an open system) was a concern with outside auditors
 - You can't allocate indirect costs
- Income statement was the major management report
- Realized a more robust solution was needed

- Looked at Microsoft Dynamics NAV and Deltek GCS Premier
 - Also looked at Cost Point...briefly
 - Have been a Deltek user for over a decade
- GCS works but is limiting
 - We were familiar with GCS Premier
 - Couldn't easily import into Excel
 - WBS project set up in GCS Premier very difficult and complex
- Advantages of Dynamics NAV
 - NAV more flexible in setting up projects, departments and divisions
 - Many more reporting options
 - Microsoft support and integration was very attractive
 - SQL-based vs. GCS flat file
- PVBS commitment to government contracting



- System was up on April 2008 and fully functioning on June 2008
- Closed out year ending December 2008 and successfully completed our financial audit
- Submitted provisional rate proposal to DCAA (accepted)
- March 2009, first pre-award audit ever (1408) with DCAA for a cost-plus contract (“It’s adequate”)
- Able now to produce a more robust reporting package for owners and project managers that we were never able to produce before
- Can see the true performance of a project
- Integrated PDS Vista payroll and HR system with NAV
- PVBS team helped ensure success

- Looking to implement online expense reports
 - Time system up and running
- Business analytics
- SharePoint integration
- Migrate to NAV 2009
- Earned Value Management



Thank You

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