

THE RSM GOVCON WEBINAR SERIES: WEBINAR #1

TOP 3 REASONS TO CHOOSE MICROSOFT WITH RSM GOVCON OVER DELTEK

January 27, 2021



Future Webinars in the RSM GovCon Webinar Series

- **March 2021** – How to break up with Deltek – Provisional to Final rate calculation with a new system – Microsoft and RSM GovCon
- **May 2021** – How will Microsoft and RSM GovCon help you handle a DCAA audit?
- **July 2021** – Your Project Operations team is limited by Deltek. What can you do about it?
- **September 2021** – Advanced Microsoft Platform Features all Deltek Users are missing
- **November 2021** – You won't find Leads, Opportunities or Proposals in Deltek – How Microsoft and RSM GovCon can take your capture management to the next level

RSM overview

**Fifth largest audit, tax and consulting firm in the U.S.
First Choice Advisor in the middle market**



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Presenters



Bryan Koo, CPA

Director

Lead Architect for RSM GovCon, Microsoft Dynamics 365 practice

20+ years of experience with ERP Systems

16 years of Government Contracting Industry Experience

Served as a member of the Microsoft Product Advisory Board



Giacomo Apadula

Principal

RSM Consulting Lead for Government Contracting

Giacomo has over 15 years experience supporting clients on complex government contracting cost accounting and regulatory compliance matters.



Richard Langen

Director

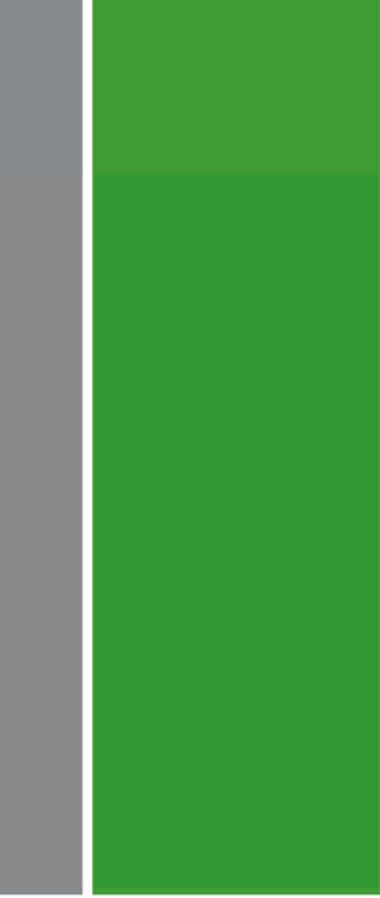
Lead Solution Engineer for RSM GovCon, Microsoft Dynamics 365 practice

25+ years of experience with ERP Systems

15+ years in industry and a former CIO

Agenda

- What is Microsoft Dynamics 365 and how does RSM GovCon fit in?
- What is the compliance framework that should be considered when implementing a Government Contracting solution?
- Top 3 Reasons to choose Microsoft Dynamics 365 over Deltek



WHAT IS MICROSOFT DYNAMICS 365 AND HOW DOES RSM GOVCON FIT IN?

Microsoft Dynamics 365 Platform

Common
Data Model

Workloads

Finance	Sales	Field Service	Human Resources	Project Operations
Supply Chain	Customer Service	Marketing	Commerce	Customer Data Platform
Procurement	Manufacturing	Inventory Mgmt.	Warehouse Mgmt.	Transportation Mgmt.

<https://docs.microsoft.com/en-us/dynamics365>

Microsoft Dynamics 365 Platform



Microsoft Dynamics 365 Platform

Common
Data
Model

Dynamics 365 Workloads

Finance

RSM
GOV
CON

Sales

Field Service

Human
Resources

Project
Operations

RSM
GOV
CON

Supply Chain

Customer
Service

Marketing

Commerce

Customer
Data Platform

Dynamics 365 Artificial Intelligence Solutions

Finance Insights

Sales Insights

Customer
Service Insights

Fraud Protection

Planning
Optimization

Product Insights

Customer
Insights

Dynamics 365 Mixed Reality Solutions

Remote Assist

Product Visualize

D365 Guides

Microsoft Platform

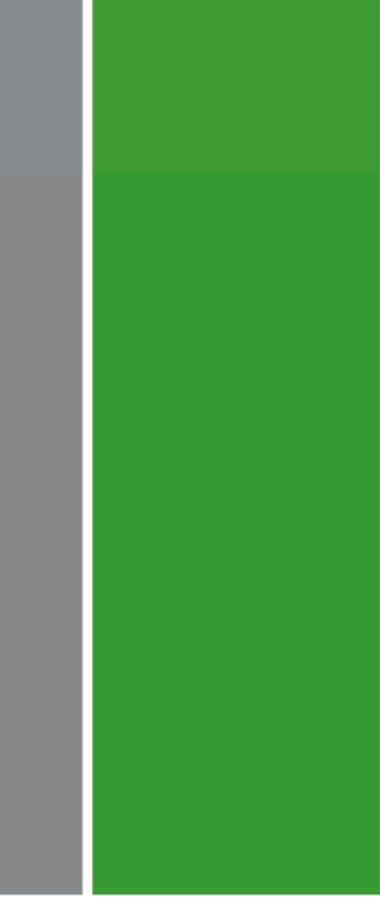
Microsoft Azure

Microsoft Power
BI

Microsoft Teams

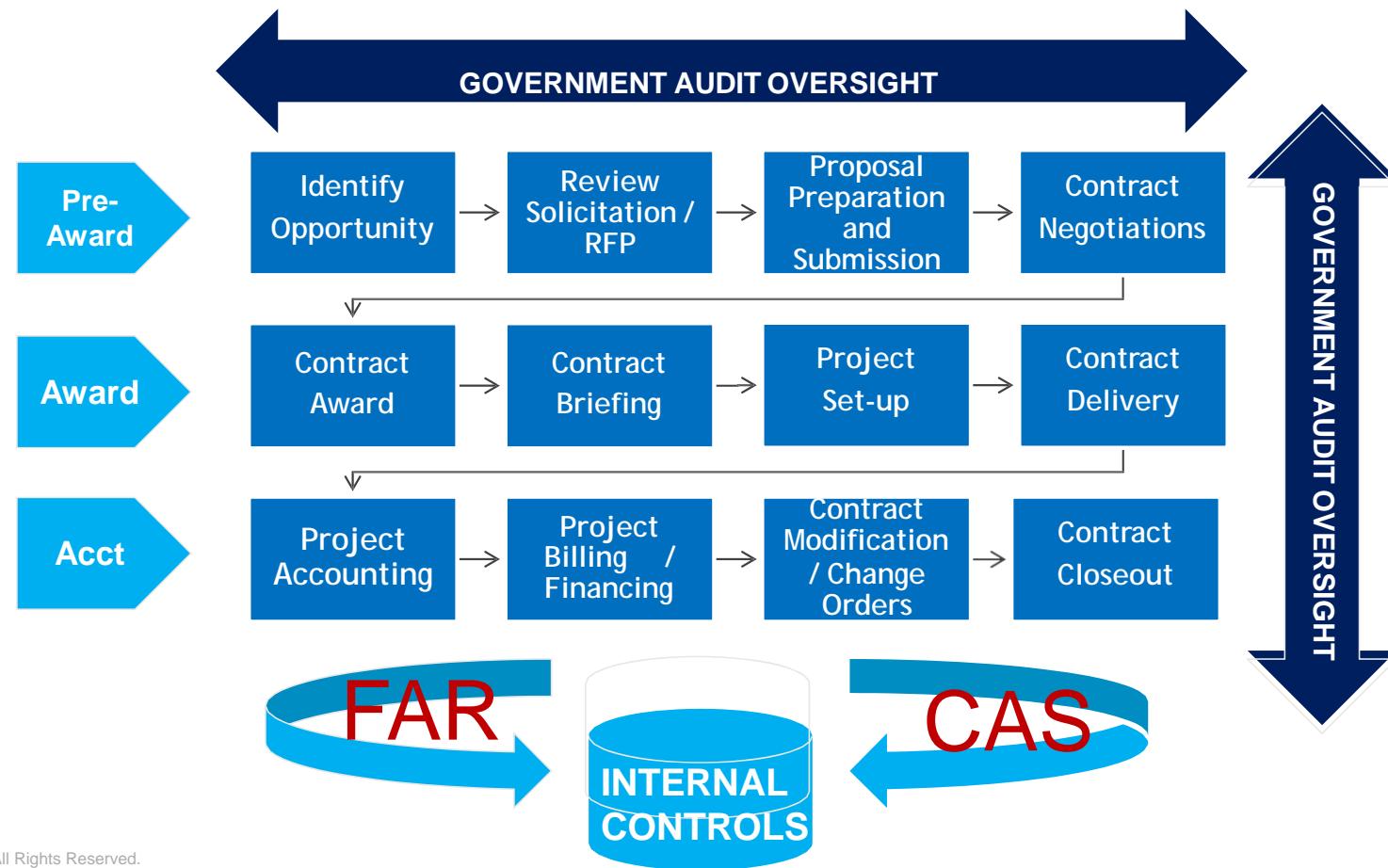
Microsoft Power
Platform

Microsoft Office



WHAT IS THE COMPLIANCE
FRAMEWORK THAT SHOULD BE
CONSIDERED WHEN
IMPLEMENTING A GOVERNMENT
CONTRACTING SOLUTION?

Government Contracting Compliance Framework



Government Contracting Compliance Framework

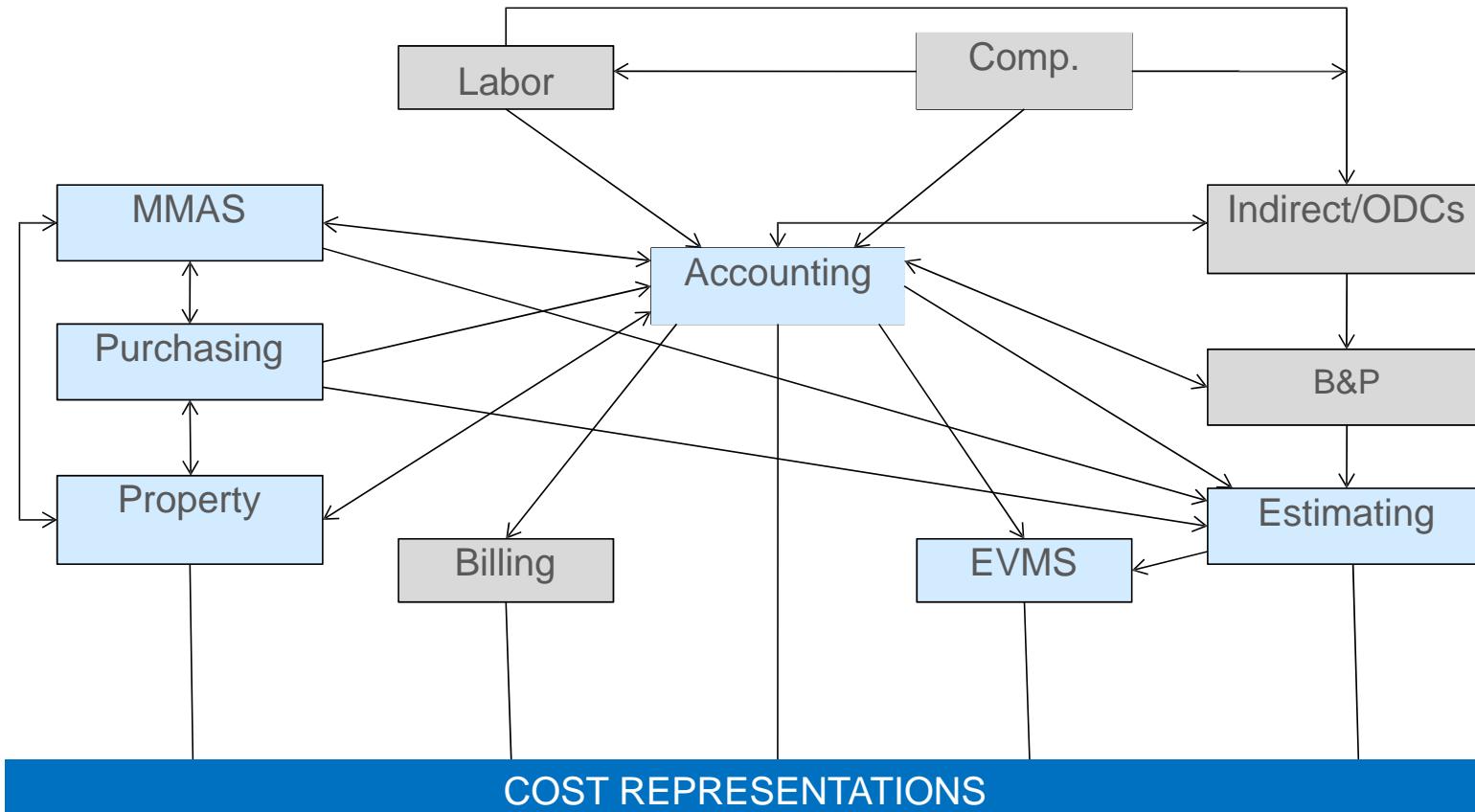
Audits can occur within the entire contract lifecycle

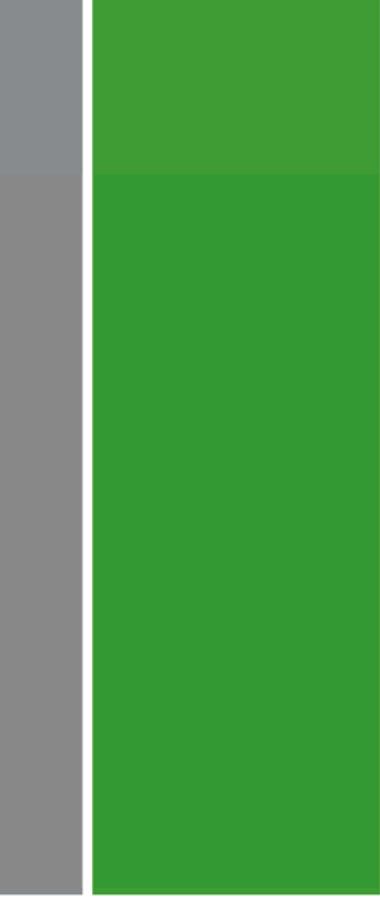
- Proposal Audits (Pre and post award)
- Incurred Cost
- Labor Floor checks
- Business Systems
- Forward Pricing Rate
- Disclosure Statement/CAS Compliance
- Defective Pricing (TINA)
- 60+ audit programs in DCAA public directory

Events that can trigger audits

- Inability to provide **document traceability**
- Project Cost ledgers DO NOT **reconcile** to GL
- **Allocations** are not **posted** to Contract or unavailable in standard report
- Inability to clearly demonstrate **labor distributions** based on actual time worked (e.g., total time account)
- Manual workflows or processes which lack adequate internal controls
- Inability to demonstrate identification & segregation of **unallowable costs**
- Billings issues (e.g., don't reconcile to contract costs)
- Lack of internal controls surrounding the firms business systems and/or lack of staff training on GovCon compliance requirements

Government Contracting Compliance Framework





TOP 3 REASONS TO CHOOSE MICROSOFT DYNAMICS 365 OVER DELTEK

3 Reasons Why Microsoft Dynamics 365 with RSM GovCon

1

Empower organizations to be FAR and CAS compliant

3 Reasons Why Microsoft Dynamics 365 with RSM GovCon

1

Empower organizations to be FAR and CAS compliant

2

System flexibility to adapt to organizational needs

3 Reasons Why Microsoft Dynamics 365 with RSM GovCon

1

Empower organizations to be FAR and CAS compliant

2

System flexibility to adapt to organizational needs

3

Microsoft technology built into D365

REASON #1

3 Reasons Why Microsoft Dynamics 365 with RSM GovCon

1

Empower organizations to be FAR and CAS compliant

- Proper segregation of direct, indirect and unallowable costs

3 Reasons Why Microsoft Dynamics 365 with RSM GovCon

1

Empower organizations to be FAR and CAS compliant

- Proper segregation of direct, indirect and unallowable costs
 - Ability to design a flexible and best practice account structure
 - 5XXXXX = Direct Expenses
 - 6XXXXX = Fringe Costs
 - 7XXXXX = Overhead Costs
 - 8XXXXX = General and Administrative
 - 9XXXXX = Unallowable
 - Further segregate financial and project activities using flexible dimensions for both reporting and cost pool segregation
 - Example:
 - Your organization maintains 2 Overhead rates
 - Corporate Site
 - Client Site

3 Reasons Why Microsoft Dynamics 365 with RSM GovCon

1

Empower organizations to be FAR and CAS compliant

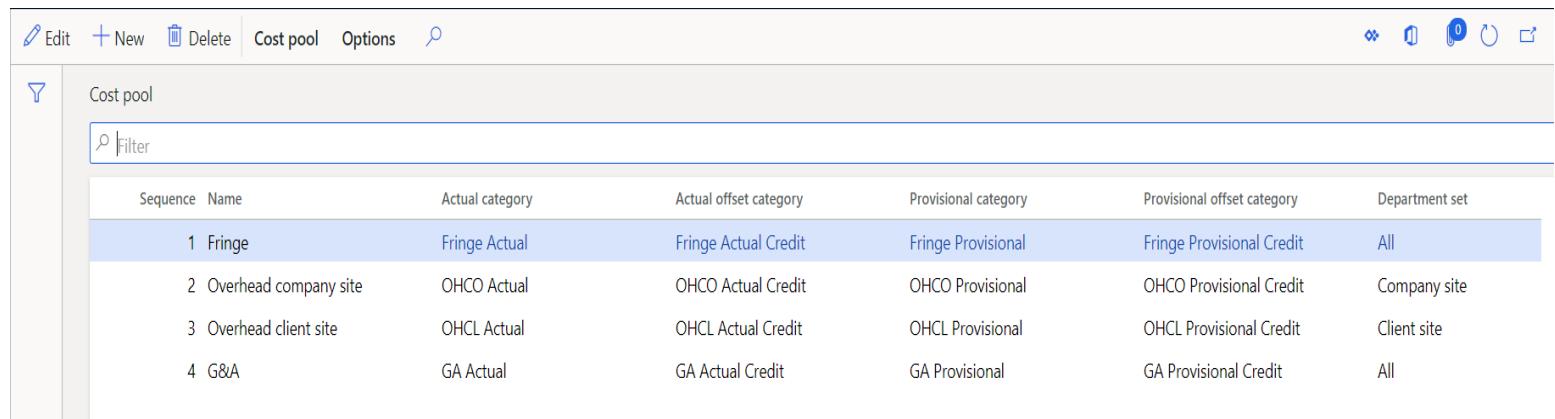
- Proper segregation of direct, indirect and unallowable costs
- **Manage unlimited cost pools**

3 Reasons Why Microsoft Dynamics 365 with RSM GovCon

1

Empower organizations to be FAR and CAS compliant

- Proper segregation of direct, indirect and unallowable costs
- **Manage unlimited cost pools**
 - Actual
 - Target
 - Provisional



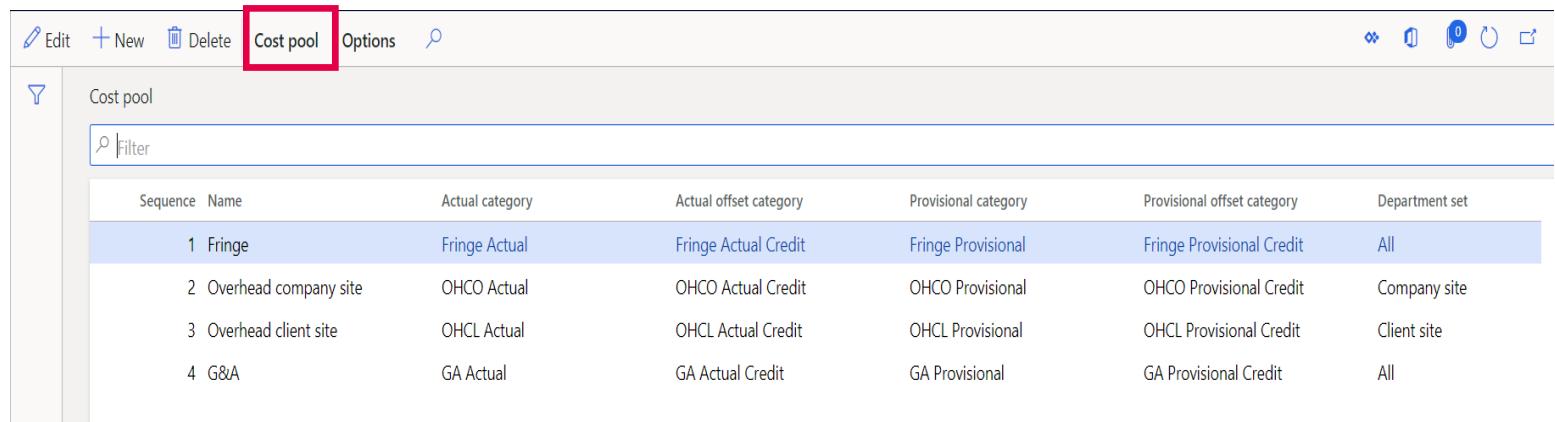
Sequence	Name	Actual category	Actual offset category	Provisional category	Provisional offset category	Department set
1	Fringe	Fringe Actual	Fringe Actual Credit	Fringe Provisional	Fringe Provisional Credit	All
2	Overhead company site	OHCO Actual	OHCO Actual Credit	OHCO Provisional	OHCO Provisional Credit	Company site
3	Overhead client site	OHCL Actual	OHCL Actual Credit	OHCL Provisional	OHCL Provisional Credit	Client site
4	G&A	GA Actual	GA Actual Credit	GA Provisional	GA Provisional Credit	All

3 Reasons Why Microsoft Dynamics 365 with RSM GovCon

1

Empower organizations to be FAR and CAS compliant

- Proper segregation of direct, indirect and unallowable costs
- **Manage unlimited cost pools**
 - Actual
 - Target
 - Provisional



Sequence	Name	Actual category	Actual offset category	Provisional category	Provisional offset category	Department set
1	Fringe	Fringe Actual	Fringe Actual Credit	Fringe Provisional	Fringe Provisional Credit	All
2	Overhead company site	OHCO Actual	OHCO Actual Credit	OHCO Provisional	OHCO Provisional Credit	Company site
3	Overhead client site	OHCL Actual	OHCL Actual Credit	OHCL Provisional	OHCL Provisional Credit	Client site
4	G&A	GA Actual	GA Actual Credit	GA Provisional	GA Provisional Credit	All

3 Reasons Why Microsoft Dynamics 365 with RSM GovCon

1

Empower organizations to be FAR and CAS compliant

- Proper segregation of direct, indirect and unallowable costs
- **Manage unlimited cost pools**

The screenshot shows the Microsoft Dynamics 365 Cost pool page. At the top, there is a toolbar with 'Edit', 'New', 'Delete', 'Cost pool' (which is highlighted with a blue underline), 'Options', and a search icon. Below the toolbar, the page is divided into two main sections: 'Setup' on the left and 'Inquiries' on the right. Under 'Setup', there are three items: 'Cost pool account set', 'Provisional rate', 'Cost pool department set', 'Allocation', and 'Pool cost and base'. Under 'Inquiries', there are two items: 'Actual rate' and 'Allocation'.

3 Reasons Why Microsoft Dynamics 365 with RSM GovCon

1

Empower organizations to be FAR and CAS compliant

- Proper segregation of direct, indirect and unallowable costs
- **Manage unlimited cost pools**

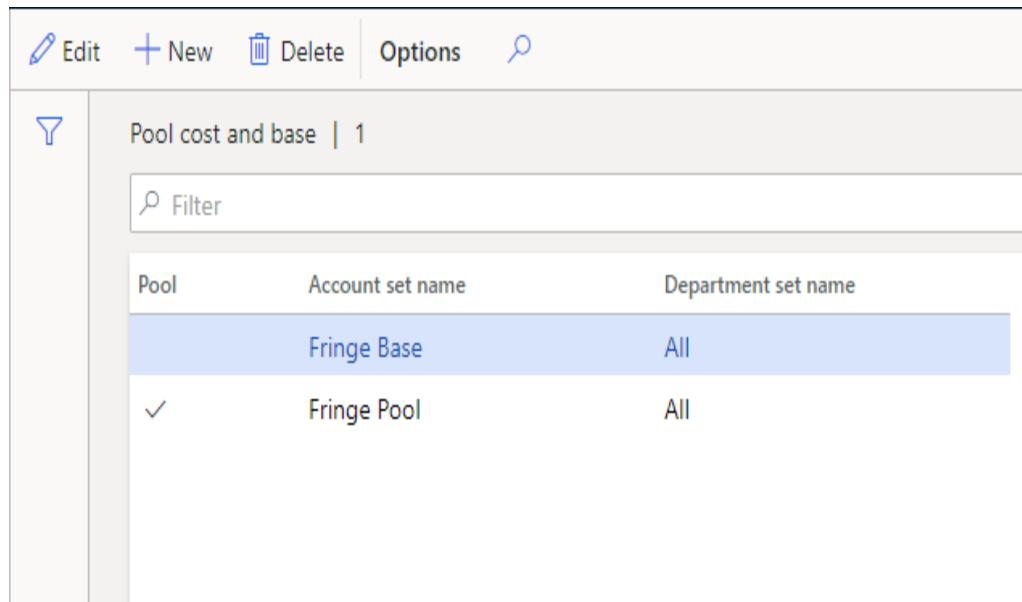
The screenshot shows the Microsoft Dynamics 365 Cost pool setup interface. The top navigation bar includes 'Edit', '+ New', 'Delete', 'Cost pool' (which is underlined in blue), 'Options', and a search icon. The main area is divided into 'Setup' and 'Inquiries' sections. In the 'Setup' section, there are two rows: 'Cost pool account set' and 'Cost pool department set'. In the 'Inquiries' section, there are three rows: 'Provisional rate', 'Allocation', and 'Actual rate'. A red box highlights the 'Pool cost and base' link in the 'Setup' section.

3 Reasons Why Microsoft Dynamics 365 with RSM GovCon

1

Empower organizations to be FAR and CAS compliant

- Proper segregation of direct, indirect and unallowable costs
- **Manage unlimited cost pools**



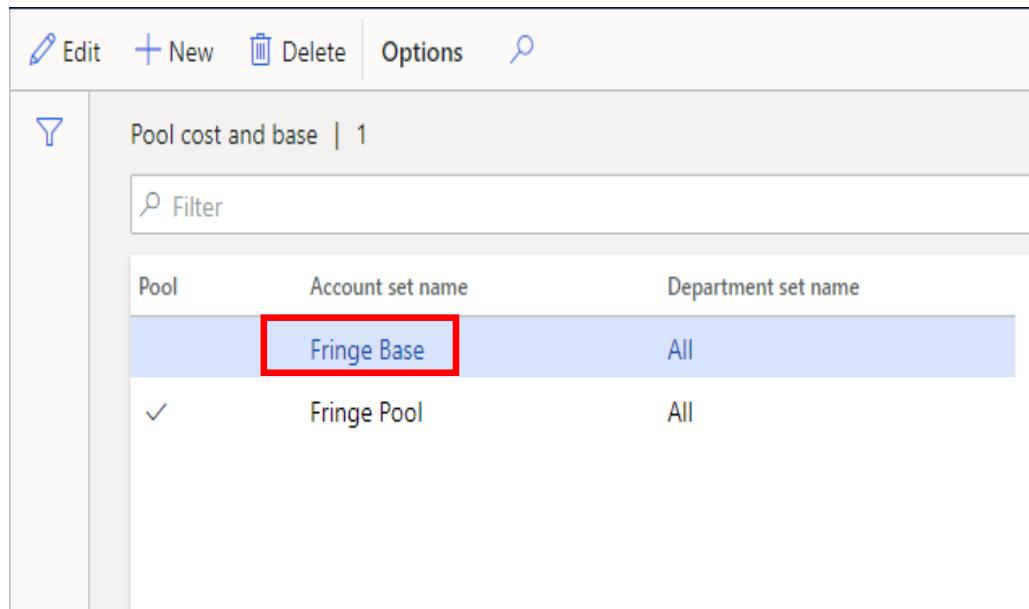
Pool	Account set name	Department set name
Fringe Base		All
✓ Fringe Pool		All

3 Reasons Why Microsoft Dynamics 365 with RSM GovCon

1

Empower organizations to be FAR and CAS compliant

- Proper segregation of direct, indirect and unallowable costs
- **Manage unlimited cost pools**



The screenshot shows a Microsoft Dynamics 365 application interface for managing cost pools. At the top, there is a toolbar with 'Edit', 'New', 'Delete', and 'Options' buttons, along with a search icon. Below the toolbar, a header bar displays 'Pool cost and base | 1' and a 'Filter' search bar. The main area is a table with three columns: 'Pool', 'Account set name', and 'Department set name'. There are two rows in the table. The first row is highlighted with a red box around the 'Pool' column, which contains the text 'Fringe Base'. The second row contains the text 'Fringe Pool' in the 'Pool' column and 'All' in both 'Account set name' and 'Department set name' columns. A checkmark icon is located to the left of the first row.

Pool	Account set name	Department set name
Fringe Base		All
✓ Fringe Pool	All	

3 Reasons Why Microsoft Dynamics 365 with RSM GovCon

1

Empower organizations to be FAR and CAS compliant

- Proper segregation of direct, indirect and unallowable costs
- **Manage unlimited cost pools**

Cost pool account setup

Name	Description	Version	Valid from	Valid to
Fringe Base	Fringe base	1	1/1/2015	Never

Lines

[+ New](#) [Delete](#)

Line number	From account	To account
1	501110	501120
2	660005	660010
3	700005	700025

3 Reasons Why Microsoft Dynamics 365 with RSM GovCon

1

Empower organizations to be FAR and CAS compliant

- Proper segregation of direct, indirect and unallowable costs
- **Manage unlimited cost pools**

Cost pool account setup

Name	Description	Version	Valid from	Valid to
Fringe Pool	Fringe pool	1	1/1/2015	Never

Lines

[+ New](#) [Delete](#)

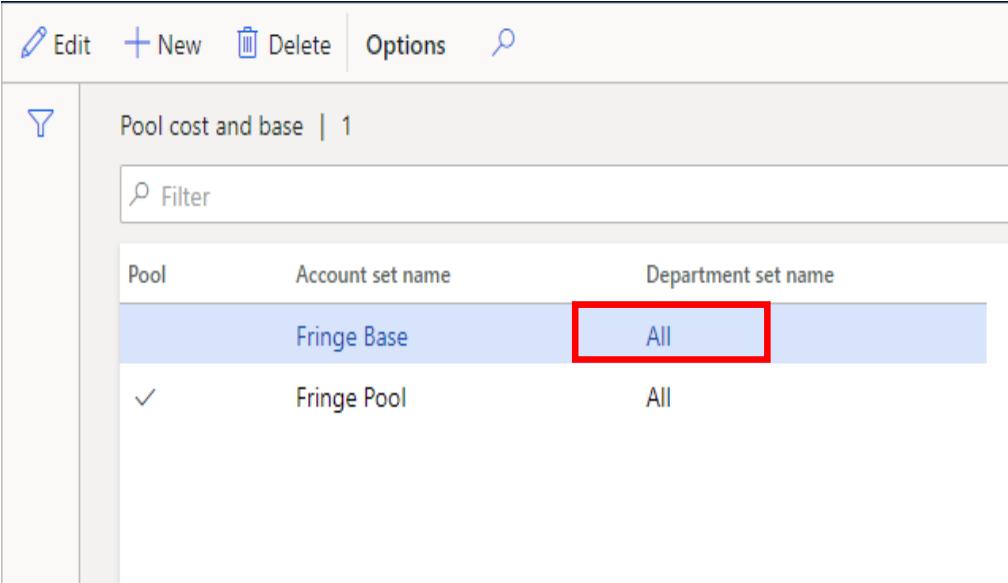
Line number	From account	To account
1	600010	600610

3 Reasons Why Microsoft Dynamics 365 with RSM GovCon

1

Empower organizations to be FAR and CAS compliant

- Proper segregation of direct, indirect and unallowable costs
- **Manage unlimited cost pools**



Pool	Account set name	Department set name
Fringe Base		All
✓ Fringe Pool		All

3 Reasons Why Microsoft Dynamics 365 with RSM GovCon

1

Empower organizations to be FAR and CAS compliant

- Proper segregation of direct, indirect and unallowable costs
- **Manage unlimited cost pools**

Billing pool department setup

Name	Description	Version	Valid from	Valid to
All	All	0	1/1/2015	Never

Lines

+ New Delete

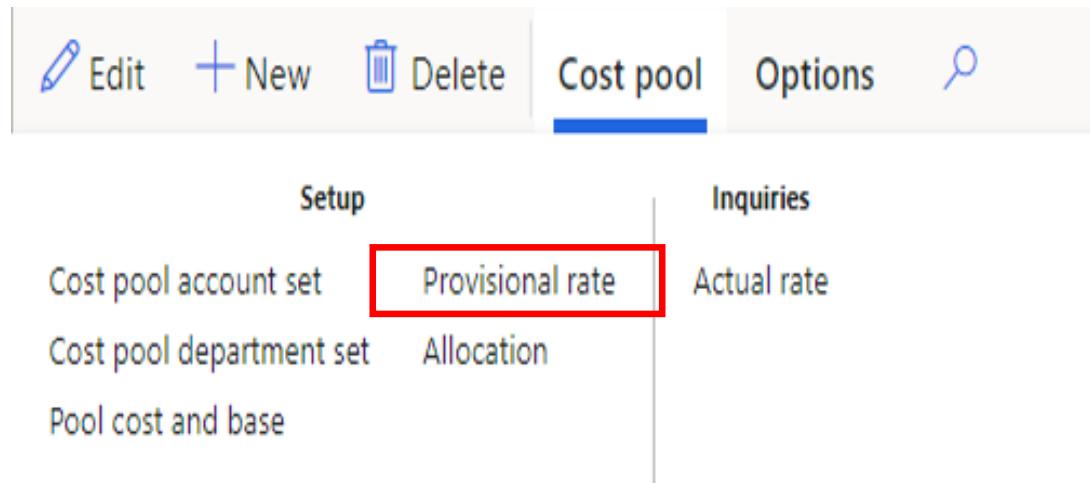
Line number	From department	To department
1	000_01	002_01

3 Reasons Why Microsoft Dynamics 365 with RSM GovCon

1

Empower organizations to be FAR and CAS compliant

- Proper segregation of direct, indirect and unallowable costs
- **Manage unlimited cost pools**

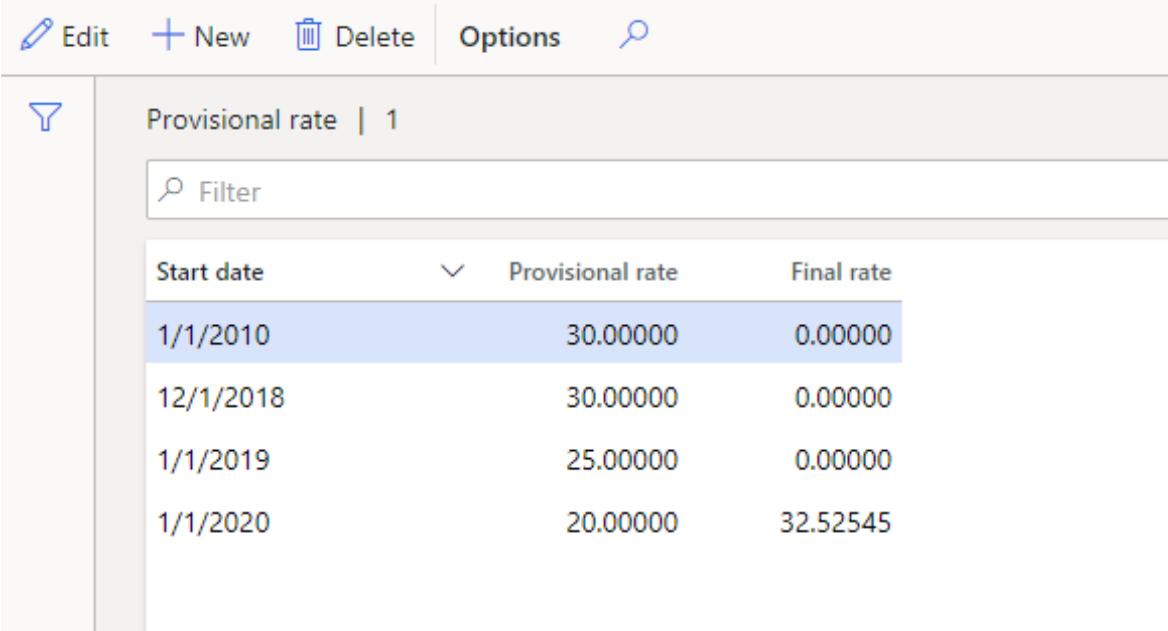


3 Reasons Why Microsoft Dynamics 365 with RSM GovCon

1

Empower organizations to be FAR and CAS compliant

- Proper segregation of direct, indirect and unallowable costs
- **Manage unlimited cost pools**



The screenshot shows a Microsoft Dynamics 365 application window with a title bar containing 'Edit', 'New', 'Delete', 'Options', and a search icon. The main area is titled 'Provisional rate | 1' and includes a 'Filter' search bar. A table lists four rows of data:

Start date	Provisional rate	Final rate
1/1/2010	30.00000	0.00000
12/1/2018	30.00000	0.00000
1/1/2019	25.00000	0.00000
1/1/2020	20.00000	32.52545

Client: CUST00007
 Contract Number: PCT0000000
 Project: PROJ000000228 DOT IT Infrastructure Project
 Task:
 Period Of Performance: 1/1/2020 ..

Name	Prior Years		Current Period		Year To Date	
	Actual	Actual	Budgeted	Actual	Budgeted	
Revenue.	0.00	126,141.78	250,000.00	126,141.78	250,000.00	
Labor						
Labor Hourly	0.00	40,000.00	100,000.00	40,000.00	100,000.00	
Labor Salary	0.00	10,000.00	50,000.00	10,000.00	50,000.00	
Total Labor	0.00	50,000.00	150,000.00	50,000.00	150,000.00	
Expense						
Subcontractors	0.00	12,500.00	50,000.00	12,500.00	50,000.00	
Travel - Airfare	0.00	5,000.00	25,000.00	5,000.00	25,000.00	
Travel - Lodging	0.00	2,600.00	15,000.00	2,600.00	15,000.00	
Travel - Meals and Entertain	0.00	1,200.00	10,000.00	1,200.00	10,000.00	
Unallowable ODC	0.00	1,000.00	0.00	1,000.00	0.00	
Total Expense	0.00	22,300.00	100,000.00	22,300.00	100,000.00	
Burden						
Fringe Provisional	30.00	0.00	15,000.00	0.00	15,000.00	0.00
Overhead Company Site Provisional	40.00	0.00	5,200.00	0.00	5,200.00	0.00
Overhead Client Site Provisional	29.00	0.00	15,080.00	0.00	15,080.00	0.00
GA Provisional	16.00	0.00	17,212.80	0.00	17,212.80	0.00
Total Burden	0.00	52,492.80	0.00	52,492.80	0.00	
Total Cost	0.00	124,792.80	250,000.00	124,792.80	250,000.00	
Profit	0.00	1,348.98	0.00	1,348.98	0.00	

Client: CUST00007
 Contract Number: PCT0000000
 Project: PROJ000000228 DOT IT Infrastructure Project
 Task:
 Period Of Performance: 1/1/2020 ..

Name	Prior Years		Current Period		Year To Date	
	Actual	Actual	Budgeted	Actual	Budgeted	
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Labor Salary	0.00	10,000.00	50,000.00	10,000.00	50,000.00	
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Travel - Airfare	0.00	5,000.00	25,000.00	5,000.00	25,000.00	
Travel - Lodging	0.00	2,600.00	15,000.00	2,600.00	15,000.00	
Travel - Meals and Entertain	0.00	1,200.00	10,000.00	1,200.00	10,000.00	
Unallowable ODC	0.00	1,000.00	0.00	1,000.00	0.00	
Total Expense	0.00	22,300.00	100,000.00	22,300.00	100,000.00	
Burden						
Fringe actual				17.92	0.00	8,959.90
Overhead Company Site Actual				46.81	0.00	5,519.59
Overhead Client Site Actual				28.21	0.00	13,306.71
GA Actual				14.78	0.00	14,796.83
Total Burden				0.00	42,583.03	0.00
Total Cost				0.00	114,883.03	250,000.00
Profit				0.00	11,258.75	0.00

Client: CUST00007
 Contract Number: PCT0000000
 Project: PROJ000000228 DOT IT Infrastructure Project
 Task:
 Period Of Performance: 1/1/2020 ..

Name	Prior Years		Current Period		Year To Date	
	Actual	Actual	Budgeted	Actual	Budgeted	
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Overhead Client Site Provisional	29.00	0.00	15,080.00	0.00	15,080.00	0.00
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Burden						
Fringe Provisional	30.00	0.00	15,000.00	0.00	15,000.00	0.00
Overhead Company Site Provisional	40.00	0.00	5,200.00	0.00	5,200.00	0.00
Overhead Client Site Provisional	29.00	0.00	15,080.00	0.00	15,080.00	0.00
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Burden						
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Overhead Client Site Actual	28.21	0.00	13,306.71	0.00	13,306.71	0.00
GA Actual	14.78	0.00	14,796.83	0.00	14,796.83	0.00
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3 Reasons Why Microsoft Dynamics 365 with RSM GovCon

1

Empower organizations to be FAR and CAS compliant

- Proper segregation of direct, indirect and unallowable costs
- Manage unlimited cost pools
- Manage various project types

3 Reasons Why Microsoft Dynamics 365 with RSM GovCon

1

Empower organizations to be FAR and CAS compliant

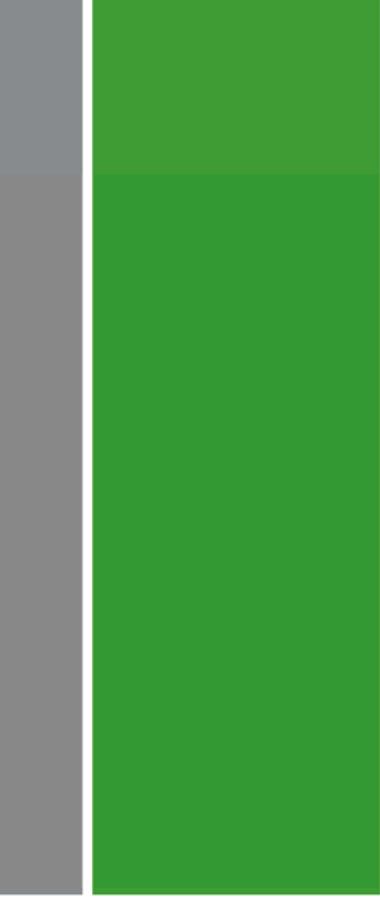
- Proper segregation of direct, indirect and unallowable costs
- Manage unlimited cost pools
- **Manage various project types**
 - Time and Materials (flexible bill rates based on labor categories)
 - Various Cost Plus type contracts
 - Firm Fixed Priced
 - Hybrid projects

3 Reasons Why Microsoft Dynamics 365 with RSM GovCon

1

Empower organizations to be FAR and CAS compliant

- Proper segregation of direct, indirect and unallowable costs
- Manage unlimited cost pools
- **Manage various project types**
 - Enforce billings ceilings at the project, task, account, resource levels
 - Set resource labor cost maximums



REASON #2

3 Reasons Why Microsoft Dynamics 365 with RSM GovCon

1

Empower organizations to be FAR and CAS compliant

2

System flexibility to adapt to organizational needs

3 Reasons Why Microsoft Dynamics 365 with RSM GovCon

1

Empower organizations to be FAR and CAS compliant

2

System flexibility to adapt to organizational needs

- **Enhanced system security based on organizational requirements**

- Security controls can go to the field and data level
 - Deltek provides screen level security only

3 Reasons Why Microsoft Dynamics 365 with RSM GovCon

1

Empower organizations to be FAR and CAS compliant

2

System flexibility to adapt to organizational needs

- Enhanced system security based on organizational requirements
- **Flexible user and role based menus and screens**
 - Tailor menu based on user roles
 - Ability to rename/hide and include various fields
 - Deltek screen modifications limited

3 Reasons Why Microsoft Dynamics 365 with RSM GovCon

1

Empower organizations to be FAR and CAS compliant

2

System flexibility to adapt to organizational needs

- Enhanced system security based on organizational requirements
- Flexible user and role based menus and screens
- **Flexible audit trail capabilities**
 - Store incremental changes made to any data element
 - Before and after
 - Time/date and user stamp

Deltek does not track incremental changes to records

3 Reasons Why Microsoft Dynamics 365 with RSM GovCon

1

Empower organizations to be FAR and CAS compliant

2

System flexibility to adapt to organizational needs

- Enhanced system security based on organizational requirements
- Flexible user and role based menus and screens
- Flexible audit trail capabilities
- **International support**
 - Language
 - Reporting

Deltek does not support multiple languages

3 Reasons Why Microsoft Dynamics 365 with RSM GovCon

1

Empower organizations to be FAR and CAS compliant

2

System flexibility to adapt to organizational needs

- Enhanced system security based on organizational requirements
- Flexible user and role based menus and screens
- Flexible audit trail capabilities
- International support
- **Flexible user definable billing and revenue methods**

Billing formula					
<input type="button" value="Filter"/>					
Billing form...	Description	Labor	Non-labor	Burden on	Fee
CNF	Cost no burden no fee	Cost	Cost	None	None
CPFF	Cost plus fixed fee	Cost	Cost	Both	Both
CPFH	Cost plus fee on hours	Cost	Cost	Both	Amount on hours
FFP	FFP with ODC Pass Thru	None	Cost	None	None
FFP02	FFP no Pass Thru	None	None	None	None
TM	Time and materials	Sales price	Cost	None	None
TM02	Pass Thru	None	Cost	None	None
TMGA	Time and material - GA	Sales price	Cost	Non-labor	None

3 Reasons Why Microsoft Dynamics 365 with RSM GovCon

1

Empower organizations to be FAR and CAS compliant

2

System flexibility to adapt to organizational needs

- Enhanced system security based on organizational requirements
- Flexible user and role based menus and screens
- Flexible audit trail capabilities
- International support
- **Flexible user definable billing and revenue methods**

Billing pool group		
<input type="text"/> Filter		
Pool ID	Name	Sets up equal cost pool
Company	Company wide fringe overhead ...	✓
DoD	DoD Negotiated	
G&A	G&A Only	✓
G&A1	G&A on Labor Travel Indirect	✓
TM1	T&M G&A on Travel Only	✓
TM2	T&M no Indirect	✓

3 Reasons Why Microsoft Dynamics 365 with RSM GovCon

1

Empower organizations to be FAR and CAS compliant

2

System flexibility to adapt to organizational needs

- Enhanced system security based on organizational requirements
- Flexible user and role based menus and screens
- Flexible audit trail capabilities
- International support
- **Flexible user definable billing and revenue methods**
 - Deltek has pre-defined revenue rules – revenue methods not pre-loaded must be customized and developed by Deltek

REASON #3

3 Reasons Why Microsoft Dynamics 365 with RSM GovCon

1

Empower organizations to be FAR and CAS compliant

2

System flexibility to adapt to organizational needs

3

Microsoft technology built into D365

3 Reasons Why Microsoft Dynamics 365 with RSM GovCon

3

Microsoft technology built into D365

- Tight integration with Microsoft Office tools

The screenshot shows the Microsoft Dynamics Data Connector interface. The main area displays a 'General Ledger Journal Entry' with the following data:

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	F
1	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	F
2	General Ledger Journal Entry															Microsoft Dynamics
3	Journal batch number	01677														
4	Description	General Journal														
5	Name	GenJrn														
6	Posted	No														
7																
8																
9																
10																
11	Date	Company	Account type	Non-ledger account	Main account	Description	Currency	Debit	Credit	Offset journal	Offset account type	Offset Non-ledger	Offset main acc	Offset number	Do not change	
12	2020-12-11	usmf	Ledger		110110		USD	5000	0	DEMFI	Ledger		110130			
13																
14																
15																

The ribbon at the top includes tabs for File, Home, Insert, Draw, Page Layout, Formulas, Data, Review, View, Developer, Help, Design, and Search. The ribbon also features a 'Conditional Formatting' section, a 'Calculation' button, and a 'Check Cell' button. The 'Styles' section includes 'Normal', 'Bad', 'Good', 'Neutral', 'Explanatory...', 'Followed Hyp...', 'Insert', 'Delete', and 'Format' buttons. The 'Cells' section includes 'AutoSum', 'Fill', 'Sort & Filter', 'Select', 'Clear', 'Ideas', and 'Sensitivity' buttons. The status bar at the bottom shows the date and time as 2020-12-11 10:45:45.

3 Reasons Why Microsoft Dynamics 365 with RSM GovCon

3

Microsoft technology built into D365

- Tight integration with Microsoft Office tools
- Full web-based interface for ease of access

The screenshot shows the Microsoft Dynamics 365 Finance and Operations dashboard. At the top, there is a navigation bar with icons for Home, Favorites, and a search bar. The main area features a large RSM logo and a calendar for December 2020. Below the calendar, there are 12 management modules arranged in a 4x3 grid:

- Project management
- Channel deployment
- Feature management
- Employee self service
- Compensation management
- Financial insights
- Bank management
- Cost accounting ledger administration
- Financial period close
- Benefits
- Cost administration
- Fixed asset management

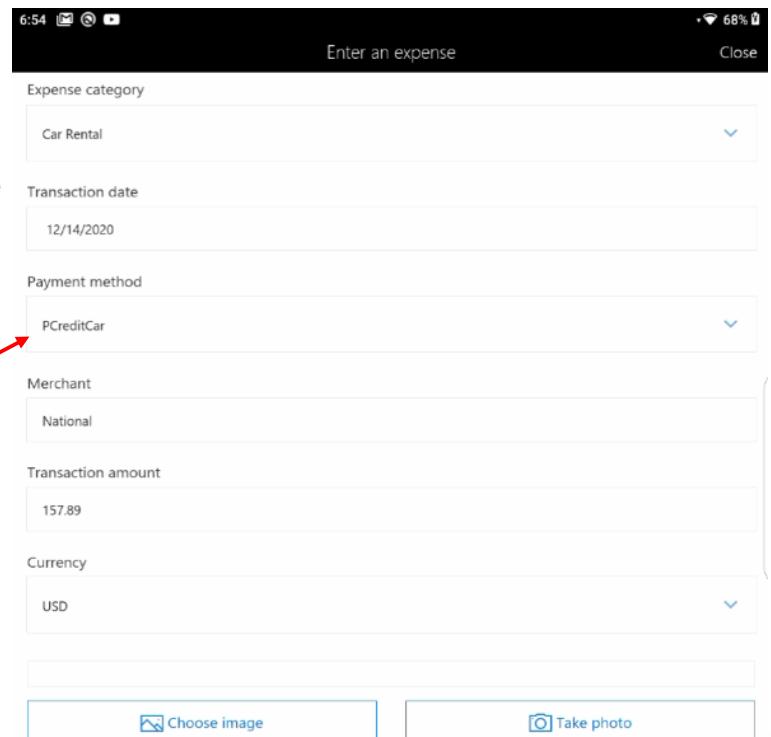
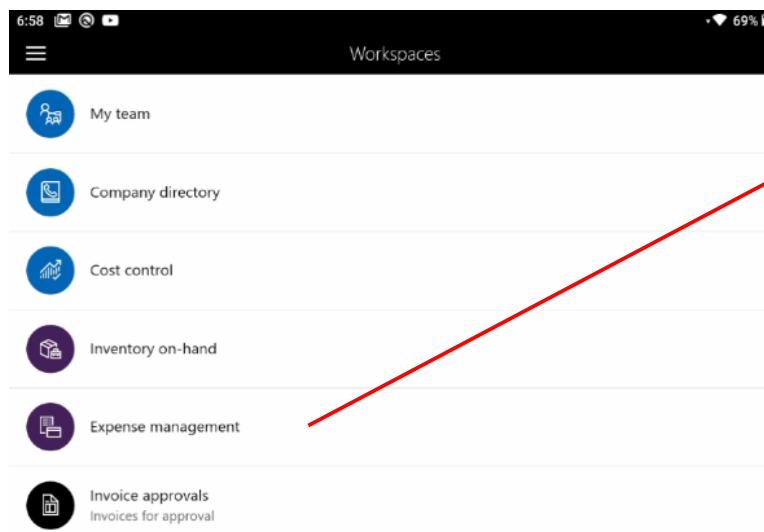
At the bottom of the dashboard, there is a section for "Work items assigned to me".

3 Reasons Why Microsoft Dynamics 365 with RSM GovCon

3

Microsoft technology built into D365

- Tight integration with Microsoft Office tools
- Full web-based interface for ease of access
- Mobile applications for remote entry on any device



3 Reasons Why Microsoft Dynamics 365 with RSM GovCon

3

Microsoft technology built into D365

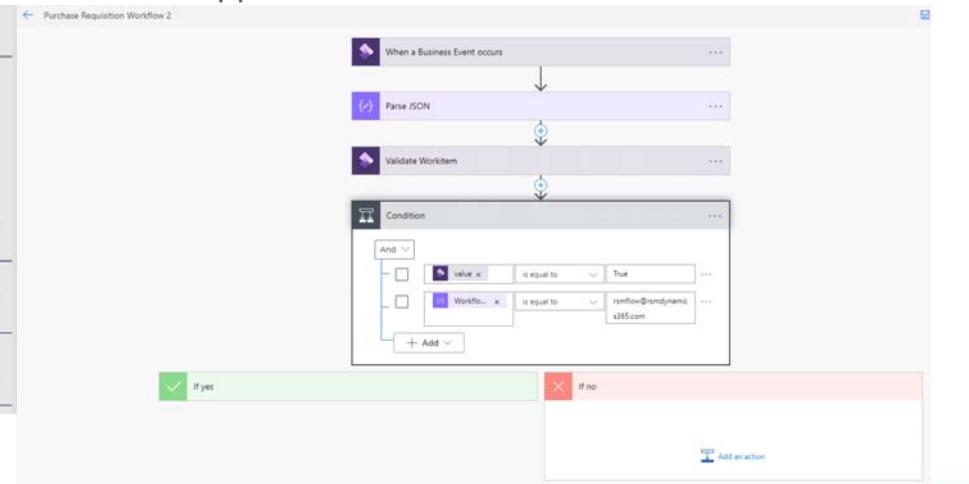
- Tight integration with Microsoft Office tools
- Full web-based interface for ease of access
- Mobile applications for remote entry on any device
- PowerApps and Power Automate to build workflows and applications

WEEKLY TIMESHEET

Week: 12/14/2020 to 12/20/2020

Employee: Richard Langen

Bill To	14 Mon	15 Tues	16 Wed	17 Thurs	18 Fri	19 Sat	20 Sun	Comments
	0	0	0	0	0	0	0	
	0	0	0	0	0	0	0	
	0	0	0	0	0	0	0	

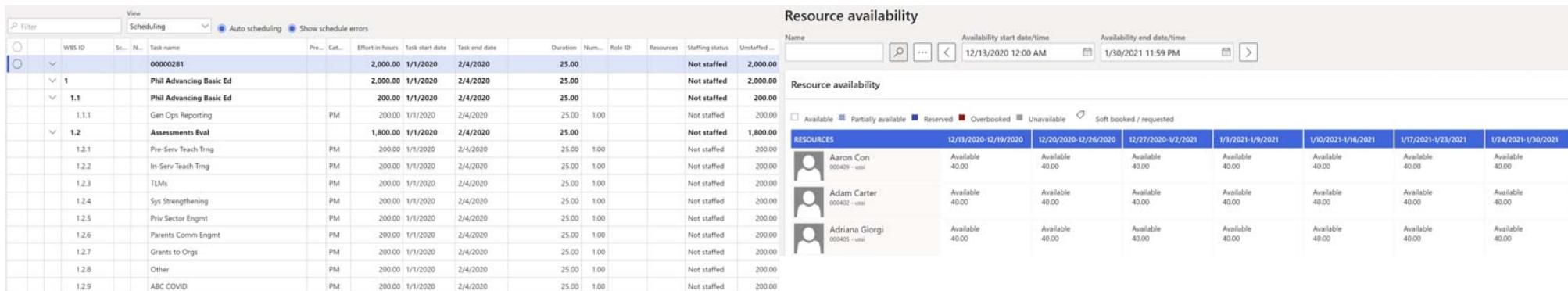


3 Reasons Why Microsoft Dynamics 365 with RSM GovCon

3

Microsoft technology built into D365

- Tight integration with Microsoft Office tools
- Full web-based interface for ease of access
- Mobile applications for remote entry on any device
- PowerApps and Power Automate to build workflows and applications
- Project Management including Work Break Down Structures and Resource Management



The image shows two side-by-side screenshots of the Microsoft Dynamics 365 Project Management interface. The left screenshot displays a Work Breakdown Structure (WBS) tree with tasks like 'Phil Advancing Basic Ed' and 'Assessments Eval'. The right screenshot shows a 'Resource availability' grid for three resources: Aaron Con, Adam Carter, and Adriana Giorgi, across various dates.

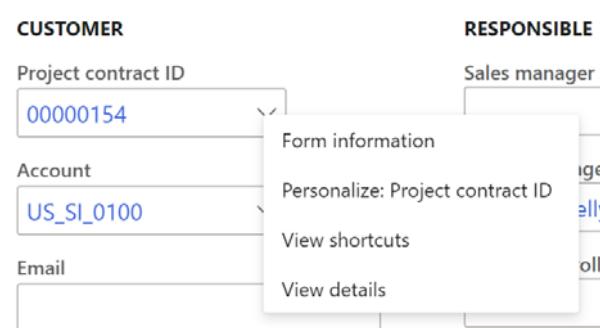
RESOURCES	12/13/2020-12/19/2020	12/20/2020-12/26/2020	12/27/2020-1/2/2021	1/3/2021-1/9/2021	1/10/2021-1/16/2021	1/17/2021-1/23/2021	1/24/2021-1/30/2021
Aaron Con 000409 - ussi	Available 40.00	Available 40.00	Available 40.00	Available 40.00	Available 40.00	Available 40.00	Available 40.00
Adam Carter 000402 - ussi	Available 40.00	Available 40.00	Available 40.00	Available 40.00	Available 40.00	Available 40.00	Available 40.00
Adriana Giorgi 000405 - ussi	Available 40.00	Available 40.00	Available 40.00	Available 40.00	Available 40.00	Available 40.00	Available 40.00

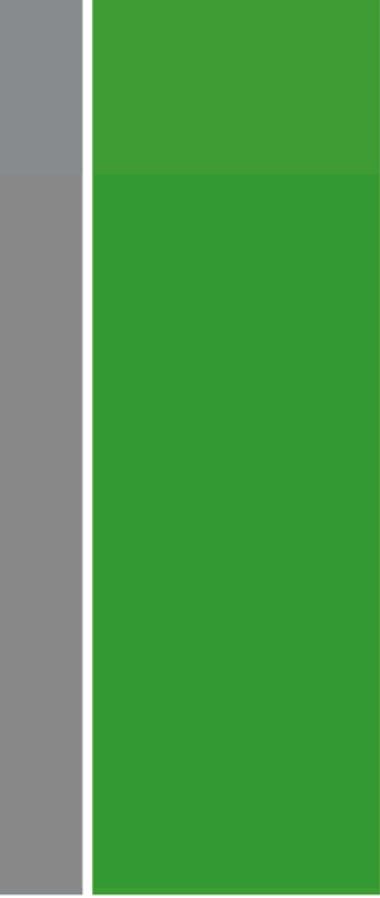
3 Reasons Why Microsoft Dynamics 365 with RSM GovCon

3

Microsoft technology built into D365

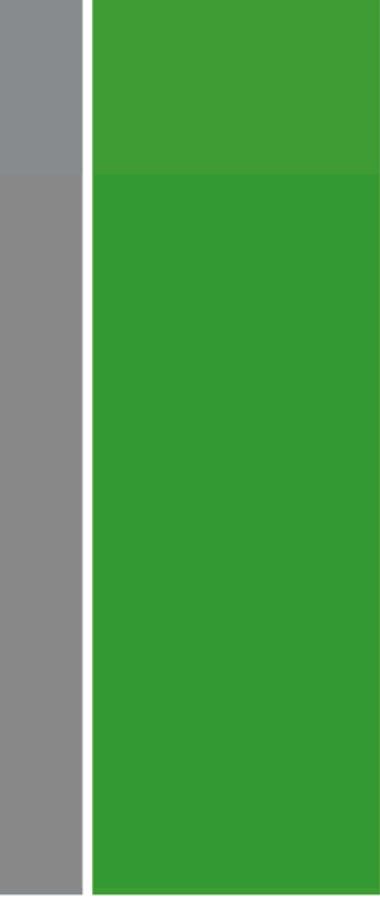
- Tight integration with Microsoft Office tools
- Full web-based interface for ease of access
- Mobile applications for remote entry on any device
- PowerApps and Power Automate to build workflows and applications
- Project Management including Work Break Down Structures and Resource Management
- Transaction Drill Down (Around) to details





THE POWER OF THE MICROSOFT DYNAMICS 365 PLATFORM

Product Demonstration



QUESTIONS FROM ATTENDEES?

Future Webinars in the RSM GovCon Webinar Series

- **March 2021** – How to break up with Deltek – Provisional to Final rate calculation with a new system – Microsoft and RSM GovCon
- **May 2021** – How will Microsoft and RSM GovCon help you handle a DCAA audit?
- **July 2021** – Your Project Operations team is limited by Deltek. What can you do about it?
- **September 2021** – Advanced Microsoft Platform Features all Deltek Users are missing
- **November 2021** – You won't find Leads, Opportunities or Proposals in Deltek – How Microsoft and RSM GovCon can take your capture management to the next level