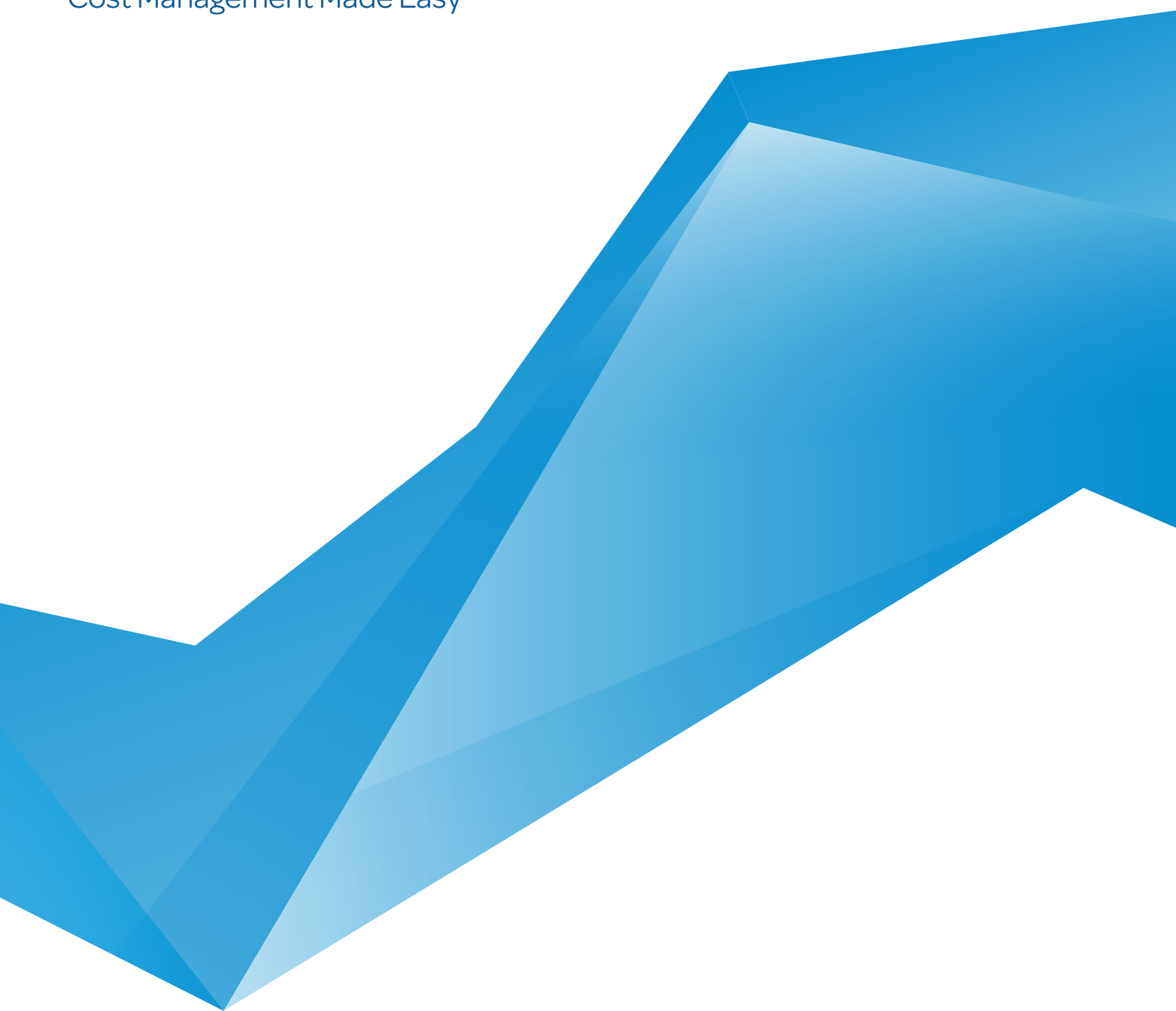


# Deltek Cobra

Cost Management Made Easy





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# Deltek Cobra

Cost Management Made Easy

# Better Project Management

“Companies which are proficient in Earned Value Management (EVM) standards now will have a distinct advantage in keeping existing contracts and being in an advantageous position as this is revisited.”

*Washington Post,  
November 5, 2008*

## Doing more with less

Companies today are under more pressure than ever. Not only do you have to deliver on your project, you are expected to deliver more with less. And, in response to increased oversight, you have to more tightly manage project performance while meeting progressively more stringent government mandated reporting requirements like earned value.

How do you accurately determine how your project is performing so you can more tightly manage it? You may think your project is doing well if you're hitting your deadlines – but that's only half of the story. Do you know how much you spent to get to that stage? How much more will you spend to complete the project?

Answering these questions are all about having visibility into the right information and being able to analyze it easily and accurately.

## Ideal solution

To truly get an accurate picture of your project's performance, you have to look at your costs and schedule together with your budget, plan and actuals. You need an easy-to-use system capable of meeting the increasing demands for tighter control and reporting. One that enables Integrated Program Management – a system like Deltek Cobra.

## With Deltek Cobra, you can:

### Manage and Analyze

- Budgets
- Earned Value
- Actuals
- Forecasts

### Plan From the Top Down

- Estimating
- Proposal Pricing
- “What-if” Modeling

### Easily Integrate Scheduling Tools

- Microsoft Project®
- Deltek Open Plan®
- Primavera®

# Solve Your Top Challenges

## Cost management simplified

EVM is a powerful project controls process that has earned a reputation for being complicated. In essence, it is simply a way of managing your project by comparing the schedule and costs you've incurred to date and putting a dollar value on your project status. This allows you to formulate a three-way comparison between budget, actual costs and project status in order to evaluate the true health of your projects. Simply analyzing budget versus actual costs often gives an incorrect picture of project status.

## Challenges facing project controls professionals

During a recent focus group, Project Controls, Project Managers and Earned Value Practitioners identified their most pervasive challenges in providing a successful project cost and EVM program within their organization. Deltek Cobra can help solve each one:

### Do more with less

Deltek Cobra helps you make the most of your limited resources with a system that is easy to use – freeing up your team to spend more of their time analyzing project performance.

## Easily Integrate Cost, Schedule and Resource Data

Easily integrate actuals, costs, resource and schedule information for an accurate picture of your project health.

## Eliminate Manual Processes and Quickly Produce Reports You Can Trust

Deltek Cobra stores the plan, status and actual cost data at every level of the project, which can be used to produce comprehensive reports within seconds.

## Enable Uniform Project Management Processes and Practices

Deltek Cobra helps standardize your project planning and management processes, resulting in consistent data to compare project performance across multiple programs.

## Show the real value of EVM

Demonstrate the real value of EVM to your organization through increased project performance and accurate reporting with Deltek Cobra.

Nine out of the top ten government contractors rely on Deltek for EVM



# The Deltek Cobra Difference

Deltek Cobra is an easy-to-use, powerful system for managing project costs, measuring performance and analyzing budgets, actuals and forecasts. With its intuitive interface, helpful wizards and powerful reporting engine, even new users can quickly use Deltek Cobra to manage project health.

Deltek Cobra helps manage project performance and oversight by providing increased control over project costs and the ability to easily report on earned value requirements. It satisfies all the requirements of the American National Standards Institute (ANSI) EIA/748 ANSI Standard on EVMS and provides 11 earned value techniques to provide flexibility in measurement, all standard EVM reports for all federal agencies and export of the UN /CEFACT XML for electronic data transmission of EVM data to your customers.

## Who benefits from Deltek Cobra?

### Executives and Management

- Control cash flow and increase forecast accuracy
- Access vital information about final project costs, labor costs and staffing requirements
- Gain a competitive edge for future contracts

### Project Controls and Project Managers

- Use Cobra's powerful forecasting and "what-if" analysis to calculate final project costs with confidence
- Meet the rigorous EVMS standards required by the US and other governments – ANSI CIA/748 compliant
- Easily share project data with your customers
- Get limited resources up-to-speed quickly
- Easily produce roll-up cost summaries or detailed reports

### IT Department Support

- Smart Client technology makes Deltek Cobra easy to distribute and support
- Remote access is handled easily without additional software – no need for Citrix

"Deltek helped us consolidate more than 500 active programs from multiple legacy systems to a single program performance management data suite."

*Lockheed Martin MS2  
Program Performance Management*



# Deltek Cobra Features

1. Easily find and select your projects
2. Cobra's intuitive navigation makes it easy to use
3. Once selected, the Project Screen displays detailed project information and status
4. Easily sort and drill down into project information from a single screen
5. Variances and status are highlighted

## Easy-to-use with Powerful Features

With its friendly user interface and helpful wizards to guide users step-by-step through processes, Deltek Cobra is designed to get users up to speed quickly.

Its design enables you to improve processes for all phases of a project – from budgeting, status reporting and forecasting to change control. Through online analysis and powerful reporting tools, you can easily determine the true health of your projects in time to apply effective corrective action. It allows you to regain control, be more effective and get more done.

The image displays three screenshots of the Deltek Cobra software interface, illustrating its features:

- Navigation Pane (2):** Shows a sidebar with categories like Projects, Calendars, Codes, Rates, Resources, All Reports, Personal Reports, and Batch Reports. The 'Projects' section is expanded to show a list of project entries with columns for Project, Description, Budget, Earned, Actual, BAC, EAC, CPI, SPI, and CV.
- Project Screen (3):** A detailed view of a project, showing a tree structure of tasks (e.g., 1.1.1.1 Concept, 1.1.1.2 Structural) and a corresponding data table with columns for WBS, OBS, W/P, Description, Budget to Date, Budget, Actuals, Earned, EAC, CV, SV, CPI, and SPI. Variance values are highlighted in green or red.
- Resource Assignments (4):** A table showing resource allocation for various tasks, with columns for Resource, Description, Class Description, and a 'Time Phase' section with columns for Units, TOTAL, DECOY, JAN09, FEB09, MAR09, APR09, and MAY09.

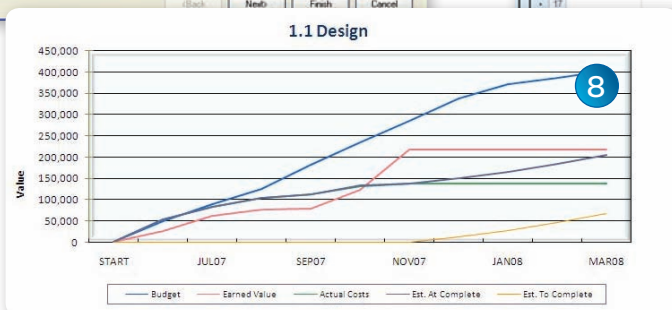
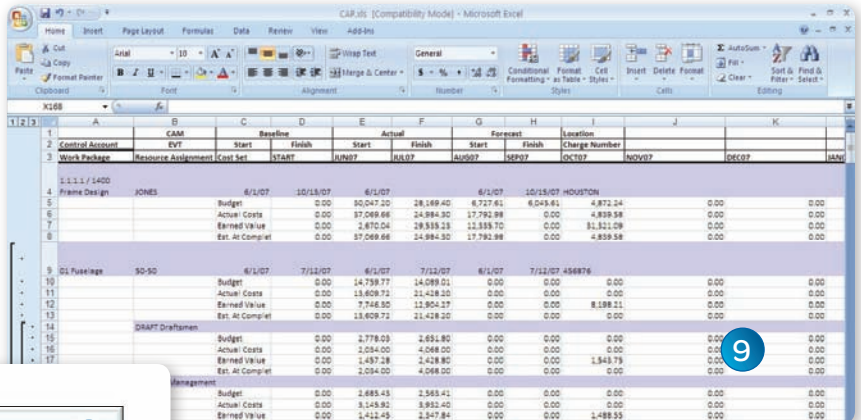
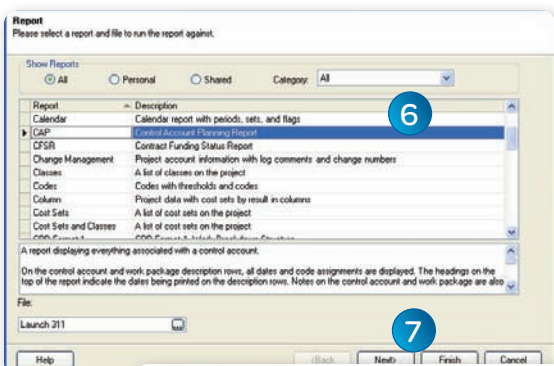


### Revolutionary Reporting

If you can use Microsoft® Excel, you can easily run, modify and customize your Deltek Cobra reports. Reports are built and output in Excel, making it easy to change reporting fields and layout. Deltek Cobra saves time and effort with batch processes and more than 50 pre-defined reports from which to choose, including CPR Format 1-5, Project Status and 1921-1. Reports are also easy to customize – helping you meet all your reporting needs.

With a Reporting Wizard to guide you through the processes, you can slice and dice your data by WBS, resource code or any assigned code you choose. The grouping feature allows you to build a summary report and drill into the underlying data – making it easy to identify and investigate poor project performance. Your managers will have greater control and insight over day-to-day operations with Deltek Cobra.

6. Fifty report templates including standard formats for government required reporting
7. Cobra’s Reporting Wizard walks you through reporting
8. Create spreadsheet or graphical style reports in minutes
9. Reports output into Excel for easy manipulation and customization



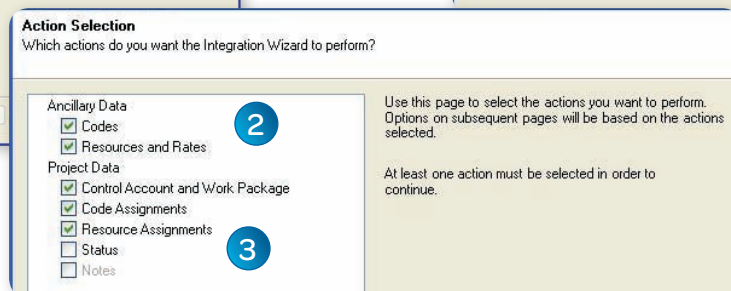
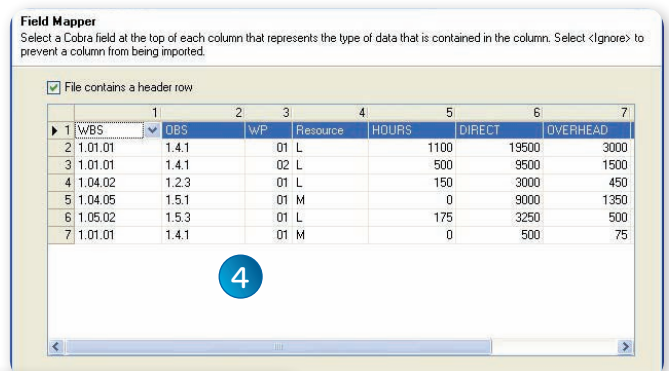
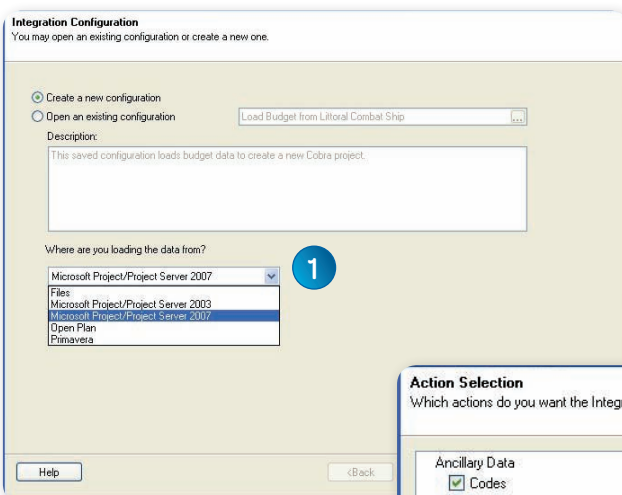
1. Easily load schedules from any popular tool including Microsoft Project, Deltek Open Plan, Primavera or .CSV file
2. Codes like WBS can be created in your scheduling tool and loaded into Cobra
3. Select the data you wish to import including resource planning and project status for a one time import or regular update
4. Easily load data from any accounting system including Deltek Costpoint and Deltek GCS Premier. Select and easily map the level of detail you want to import

### Complete Cost and Schedule Integration

Deltek Cobra allows you to easily integrate cost and schedule information for a complete picture of your project health.

Deltek Cobra expands the functionality of leading scheduling tools to handle cost management needs with very little user intervention. Deltek Cobra's Integration Wizard allows work breakdown structures, resource definitions and rates to be loaded directly from the schedule. You can easily load time-phase budgets, forecasts, activity status, earned value techniques and rate set data from the schedule – allowing all control and reporting requirements to be handled in the scheduling software.

Deltek Cobra also allows you to load and track actual costs, accruals, and commitments. Using the same Integration Wizard, simply enter or load actual costs from your accounting system in a current period or cumulative-to-date format for a complete view of your budget vs actuals and variances within a single system. Deltek Cobra easily integrates with Deltek Costpoint and Deltek GCS Premier Accounting Systems for a seamless enterprise solution.





1. Multi-Project visibility allows you to identify trends and improve utilization and efficiency
2. Easily view products by product line, customer, division, etc.
3. Easily drill down for more detailed project information and status

### Multi-project reporting & analysis

Detek Cobra provides visibility into project performance across your entire organization to help identify trends and create efficiencies.

Summarize projects by product line, program or functional organizational to quickly spot color-coded variances or look for trends to better understand efficiency or utilization.

Product Line	Budget To Date	Earned	Actual	BAC	EAC	CPI	SPI	CV	SV
Aviation	\$3,889,534	\$3,889,099	\$3,211,743	\$508,336,470	\$508,336,470	1.02	1.00	\$677,355	\$4
Aviation	\$150,365	\$150,550	\$147,385	\$2,250,250	\$2,250,250	1.02	1.00	\$2,566	\$4
Aviation	\$369,528	\$369,163	\$362,137	\$5,537,896	\$5,537,896	1.02	1.00	\$7,696	\$-3
Aviation	\$1,254,566	\$1,254,500	\$1,229,475	\$18,823,500	\$18,823,500	1.02	1.00	\$25,425	\$3
Aviation	\$32,114,495	\$32,114,495	\$31,472,166	\$481,716,825	\$481,716,825	1.02	1.00	\$142,289	
Aviation	\$31,317,095	\$31,896,763	\$30,367,650	\$426,880,542	\$426,880,542	1.03	1.00	\$989,114	\$462.2
Aviation	\$17,235,810	\$16,590,303	\$15,940,781	\$203,860,637	\$203,860,637	1.07	0.98	\$1,041,542	\$146.3
Aviation	\$1,224,054	\$1,525,129	\$1,430,466	\$18,301,547	\$18,301,547	1.07	0.98	\$34,663	\$-29.7
Aviation	\$1,224,055	\$1,200,057	\$1,126,591	\$14,401,167	\$14,401,167	1.07	0.98	\$73,507	\$-24.4
Aviation	\$14,590,201	\$14,265,077	\$13,391,705	\$171,180,824	\$171,180,824	1.07	0.98	\$973,372	\$-291.1
Aviation	\$14,591,445	\$14,866,460	\$15,018,888	\$222,396,305	\$222,396,305	0.99	1.02	\$-152,428	\$395.0
Aviation	\$125,789	\$123,006	\$120,563	\$1,535,086	\$1,535,086	1.03	1.03	\$657	\$32.2
Aviation	\$14,495,096	\$14,737,495	\$14,889,326	\$221,061,818	\$221,061,818	0.99	1.02	\$-151,871	\$201.7
Aviation	\$7,051,110	\$7,052,162	\$7,051,110	\$105,762,730	\$105,762,730	1.00	1.00	\$1,072	\$1.9
Aviation	\$6,925,478	\$6,925,590	\$6,925,478	\$103,883,250	\$103,883,250	1.00	1.00	\$72	\$
Aviation	\$125,632	\$126,632	\$125,632	\$1,899,480	\$1,899,480	1.01	1.01	\$1,000	\$15.0
Aviation						0.00	0.00		
Aviation						0.00	0.00		
Aviation	\$25,899	\$26,899	\$28,269	\$403,495	\$403,495	0.95	1.05	\$-1,370	\$1.2
Aviation	\$2,195,112	\$2,197,812	\$2,370,623	\$32,367,180	\$32,367,180	0.99	1.00	\$-712,811	\$2.7
Aviation	\$5,719,520,000	\$5,719,520,000	\$6,397,522,000	\$66,671,000,000	\$66,671,000,000	0.98	1.00	\$-274,825,000	\$-0.018
Aviation	\$5,411,220,689	\$5,436,220,689	\$6,122,349,689	\$31,543,349,689	\$31,543,349,689	0.92	1.00	\$-468,123,689	\$-0.003
Aviation	\$146,537,089	\$146,537,089	\$161,341,089	\$2,190,061,089	\$2,190,061,089	0.91	1.00	\$-14,806,089	\$0.001

# Latest Technology

## With its Smart Client architecture, Deltek Cobra helps lower the total cost of ownership and the need for IT administration

Developed on a .NET framework with Smart Client technology, Deltek Cobra offers the benefits of a Web-based application with the rich user-interface of a Windows application. This translates into better processing times for users and the latest technology for IT resources.

Deltek Cobra's open architecture gives you the flexibility to customize the product to fit your organization's unique needs and provides a long list of security options that can be activated for strict control of project data.

## Deltek Cobra technology specs

### Database Support

- Microsoft SQL Server® 2005/2008
- Oracle® 10g /11g

### Client Platform Support

- Windows XP
- Windows 7

### Application Server Platform Support

- Windows Server 2008
- Windows Server 2003 (SP2) in either 32 or 64 bit

### Capacities

- Unlimited number of projects
- Unlimited projects per master program
- Unlimited control accounts/work packages per project
- Unlimited resources per program/project
- Unlimited rates and reporting sets for change management, forecasting, and "what-if" scenarios
- Maximum of 24 codes structures and 216 codes on the codes for reporting, filtering and processing

### Deployment Modes

- Stand alone
- Client/Server
- N-tier

Deltek (Nasdaq: PROJ) is the leading global provider of enterprise software and information solutions for professional services firms and government contractors. For decades, we have delivered actionable insight that empowers our customers to unlock their business potential. Over 14,500 organizations and 1.8 million users in approximately 80 countries around the world rely on Deltek to research and identify opportunities, win new business, optimize resources, streamline operations, and deliver more profitable projects. Deltek – Know more. Do more.® [deltek.com](http://deltek.com)