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Deltek Inc : Award-winning International Architecture and Interior Design Firm dwp Selects Deltek Vision

11/12/2012 | 01:57pm US/Eastern

For Immediate Release

Award-winning International Architecture and Interior Design Firm dwp Selects Deltek Vision

Innovative design firm implements Deltek's ERP and CRM system to unify its international offices and improve company collaboration and performance

HERNDON, Va. - November 12, 2012 - Deltek, the leading global provider of enterprise software and information solutions for professional services firms and government contractors, today announced that world-class international architecture and interior design firm dwp has selected Deltek Vision and Deltek Vision CRM to unify, streamline and standardize its key financial management and customer relationship management processes across all offices and locations.

With their head office based in Bangkok, Thailand, dwp is an award-winning integrated design service with operations across Asia, Australia and the Middle East. Offering innovative, visionary design solutions, dwp delivers the highest quality architecture, interior design, planning and project coordination services to a number of business, residential and commercial sectors around the world.

Prior to its selection of Deltek Vision, dwp was looking for a centralized, enterprise-wide financial management and customer management solution that was purpose-built for the architecture and design industry. The company selected Deltek Vision because its ERP and CRM capabilities could effectively unite each of the firm's far-reaching regional offices and deliver standardized processes for managing financial transactions and

customer engagements. Working in conjunction with Deltek Premier Partner smartsoftware, dwp selected Deltek Vision to achieve these goals because the solution offers out-of-the-box, industry-specific capabilities built for architecture and engineering firms.

"What drove us to find an integrated ERP and CRM system was our need to break down the silos within our business that hindered our ability to view, share, and take action on critical business information," said Niwat Lertnamvongwan, CIO of dwp. "To us, Deltek Vision was the only solution that could connect our business together and deliver world-class functionality built specifically for firms like ours. Thanks to its completely out-of-the-box capabilities combined with the proven implementation services from smartsoftware, we will be able to deploy Deltek Vision in an aggressive timeframe - something that couldn't be done with a generic enterprise software system that wasn't built for the

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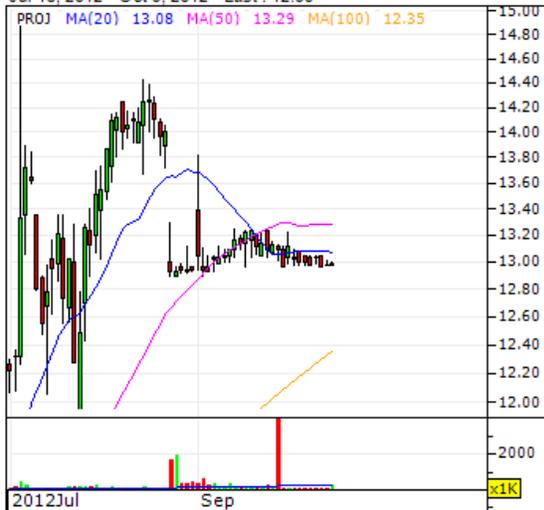
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architecture and design space."

"We are very pleased to add dwp to our growing customer base of top international architecture and design firms. This new customer win in Asia is a great example of Deltek's global reach and demonstrates the large market opportunity we have to sell Deltek Vision to firms around the world," said Claus Thorsgaard, EVP and General Manager - Professional Services for Deltek. "The industry-specific capabilities of Deltek Vision are used today by more than 5,000 leading A&E firms, and we are thrilled that dwp is yet another marquee customer who will use our purpose-built solution to drive its business forward."

About dwp

dwp is an award-winning, one-stop integrated design service, with global reach. Even in the most challenging of locations, over 450 multi-cultural professionals work together across borders, to deliver architecture, interior design, planning consultancy and project management, to the highest international standards. Dividing its services into three distinct portfolios - namely lifestyle, community and work - dwp delivers each project with the qualities of a highly-focused and specialized service. Headquartered in Bangkok, Thailand, dwp currently has 12 offices in 10 different countries.

www.dwp.com

About smartsoftware

Smartsoftware is an international provider of software solutions for the architectural, engineering, construction and professional services industries. Through our relationship as a Deltek Premier Partner, we have successfully serviced customers across more than 20 countries since 1995.

www.smartsoftware.net

About Deltek

Deltek 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. 15,000 organizations and 2 million users in over 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.® www.deltek.com

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