



Important Information Concerning your Deltek Account

December 1, 2011

AE Systems (AES) and AMR Group (AMR) Merger FAQ

In October 2011, AE Systems announced its merger with AMR Group. AES emailed all of its clients this announcement during October 2011. Many of you attended the "Meet and Greet" luncheon held on October 17th in Vancouver.

We have prepared this FAQ letter communicating important information regarding our merged entity. In addition, we will share with you key members of the AMR team and their contact information. You will want to update your records immediately after reviewing this document. All AE Systems phone numbers and email addresses will be phased out later this year.

Meet key members of the AMR Group team:

Directors: Barry Goman, Managing Director
Michael Dobler, Chief Technology Officer & Director

Please **UPDATE your databases** with the following primary contacts:

Deltek Products (software, license expansion, add-on modules) or Consulting Services:		
Craig LaFranchise	877-233-6696	clafranchise@amrgroup.ca

Craig will direct your request to the appropriate AMR or AES team member

AMR Invoices:		
Tim Hogenbirk	877-233-6696	thogenbirk@amrgroup.ca

Frequently Asked Questions---FAQ

Q Why are AE Systems and AMR Group merging?

A AES merged its Deltek Vision and FMS Practice with AMR to offer more diverse services to its growing client base. In addition, Carolyn Davis, Principal of AES, is planning her retirement.

Q What is the name of the combined entity?

A The company name is AMR Group Limited or AMR.

Q Where is AMR located?

A AMR Group is headquartered in Toronto, Ontario. Its consulting team serves clients across the country from these convenient locations: Vancouver, Edmonton and Minneapolis. AMR's clients are located from Vancouver to Halifax and range in size from 10 to 2,100 employees.

Q Who is AMR and how long has AMR been associated with Deltek?

A AMR is a Deltek partner that assists project-based firms harness financial, project and marketing data for insight and efficiency. AMR has been advising AE and other professional services firms since 1990. AMR provides software products and services to Deltek clients throughout Canada and beyond. Services include:

- *Deltek Vision software implementation*
- *Advanced Vision accounting consulting; Revenue Generation, Overhead allocation, Profit Centers, Multi-Company, Multi-Currency and more*
- *Strategic Services; Business Process Review, Effectiveness Review, Systems Audit, Advanced Workflows, Alerts and Macros*
- *Application training*
- *Data conversion*
- *Custom reporting*
- *Technical services; integration of spreadsheets and other applications into Deltek Vision, integration to 3rd party applications, custom application development utilizing .Net, C#, SSRS, APIs*
- *Ongoing software assistance*

Clients benefit from AMR’s depth of industry experience, extensive Deltek product knowledge and experienced consulting and training staff. AMR serves over 150 Deltek clients.

AMR’s leadership team each has over 20 years of experience in software, technology and professional services fields. AMR builds long-standing relationships with clients by **understanding and attending to** the enterprise needs of small and mid-size project-based companies. To learn more about AMR, visit www.amrgroup.ca.

Q What additional resources, products and services will I have access to?

A AMR extends Deltek Vision in a number of ways including:

- As a reseller of the following Vision add-on products:
 - Electronic Invoicing
 - Payables and Approval Tracking
 - Credit Card Reconciliation
 - Billing Status Tracking
 - Fee Revenue Transfer
 - Revenue Reclass
 - Expense Import
 - And More...
- Integration to other 3rd party and in-house applications

Q What roles will Carolyn Davis perform in the new organization? What about the other AES staff members; Todd Davis, Elizabeth Knight, Ron Johanson, Chuck Holt, Barb Jones and Margaret Attridge?

A Carolyn will be working on special projects for a period; remaining AES staff members accepted positions with Central Consulting Group, a business partner of both AES and AMR with offices throughout the USA, and will continue their current roles.

Q How will current consulting engagements be handled?

A Current AES consulting engagements will continue with current AES Consultants. As new engagements arise, Craig LaFranchise will be assigning consulting resources as appropriate.



Q What offerings can I expect to see in the near future?

- A**
- Informational webinars for AMR products, Deltek products and Deltek Vision services
All webinars are complementary
 - AMR continually develops unique modules to enhance Deltek Vision. Webinars are ongoing
 - All webinar information can be found at www.amrgroup.ca.

Q How will AES services be billed?

A AES will invoice services provided October 1 through October 31, 2011. These invoices will be emailed by no later than early November, 2011. AMR Group will begin invoicing for all services delivered after November 1, 2011.

Q How will my 2012 Deltek Vision Maintenance subscription be billed?

A Deltek Vision Maintenance invoices for 2012 will come from AMR Group. Expect to see these invoices by early December. Payment for Maintenance invoices is due on or before December 15, 2011.

Q Who should I contact to pursue:

- A**
- Deltek Vision products Craig LaFranchise
 - Deltek license expansions Craig LaFranchise
 - Vision consulting and training: Craig LaFranchise
 - 6.1 update services or questions: Craig LaFranchise
 - IT services or questions: Michael Dobler
 - Vision/FMS custom reports: Michael Dobler
 - Technical support: Michael Dobler
 - Custom development & advanced reporting solutions: Michael Dobler

Craig LaFranchise	780-993-3536	clafanchise@amrgroup.ca
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Michael Dobler	780-952-9975	mdobler@amrgroup.ca
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We look forward to serving you as our new, combined entity. Thank you for your patience as we integrate our firms.

Please direct questions not addressed in this document to either:

Carolyn Davis	CDavis@aesystems.net	206-715-4445
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Craig LaFranchise	clafanchise@amrgroup.ca	877-233-6696
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For ongoing updates, please visit us at: www.amrgroup.ca