

Important Information Concerning your Deltek Account

November 8, 2011

AE SYSTEMS (AES) and Central Consulting Group (CCG) merger FAQ

In September 2011, AE Systems announced its merger with Central Consulting Group. AES emailed all of its clients this announcement during October 2011. Many of you attended the “Meet and Greet” luncheons held during October in Seattle and Phoenix.

We’ve prepared this FAQ letter communicating important information regarding our merged entity. In addition, we’ll share with you key members of the CCG 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 Central Consulting Group (CCG) team:

Principals: Jim Falkanger, Managing Partner
John Nelson, Managing Partner (Consulting and IT)
Steve Stolz, Partner (Technical Services and Custom programming)
Steve McTavish, Partner (Deltek Products)

Please **UPDATE your databases** (Vision, Outlook, other) with the following Primary contacts:

Deltek Products (software, license expansion, add-on modules):

Steve McTavish **866-511-5710** **steve.mctavish@centralconsultinggroup.com**

CCG Consulting Services (Deltek Vision and FMS, both application and technical):

Vickie Bradley **866-511-5710** **vickie.bradley@centralconsultinggroup.com**

Steve and Vickie will direct your request to the appropriate AES or CCG team member

CCG Invoices:

Sue Nelson **866-511-5710** **sue.nelson@centralconsultinggroup.com**

Frequently Asked Questions---FAQ

- Q** Why are AE Systems (AES) and Central Consulting Group (CCG) merging?
A AES merged its Deltek Vision and FMS Practice with CCG 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 Central Consulting Group or CCG
- Q** Where is CCG located?
A Central Consulting Group is headquartered in Minneapolis, Minnesota. Its consulting team serves clients across the country from these convenient locations: Boston, Dallas/Fort Worth, Minneapolis, Los Angeles, Seattle and Phoenix.
- Q** Who is CCG and how long has CCG been associated with Deltek?
A CCG is a Deltek Premier partner that assists project-based firms harness financial, project and marketing data for insight and efficiency. CCG provides software products and services to Deltek

clients nationwide. Services include:

- *Deltek Vision software implementation*
- *Advanced Vision accounting consulting; Revenue Generation, Overhead allocation, Profit Centers, Multicompany, Multicurrency 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 CCG's depth of industry experience, extensive Deltek product knowledge and experienced consulting and training staff. CCG became a Deltek partner in 2002, and was elevated to a Premier Partner in 2005. The firm serves over 1,200 Deltek clients throughout North America. CCG is ranked 49th in the Accounting Today list of top 100 accounting software business partners.

CCG's leadership team each has over 25 years of experience in software, technology and professional services fields. CCG 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 CCG, visit www.centralconsultinggroup.com

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

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

- CCG Products
 - Electronic Invoicing
 - Payables and Approval Tracking
 - Credit Card Reconciliation
 - Billing Status Tracking
 - Fee Revenue Transfer
 - Revenue Reclass
 - Expense Import
 - And More...
- Deltek Vision to Newforma integration
- Deltek Vision integration to Sepialine
- 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 CCG 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, Vickie Bradley will be assigning consulting resources as appropriate.
- Q** What offerings can I expect to see in the near future?
- A**
- Informational Webinars for CCG products, Deltek products and Deltek Vision services-All Webinars are complementary
 - CCG continually develops unique modules to enhance Deltek Vision. Webinars are ongoing
 - All Webinar information can be found at www.centralconsultinggroup.com
- 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. Central Consulting 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 Central Consulting Group. Expect to see these invoices by mid-November. Payment for Maintenance invoices is due on or before December 15, 2011.
- Q** Who should I contact to pursue:
- A**
- | | |
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| • Deltek Vision products | Steve McTavish |
| • Deltek license expansions | Steve McTavish |
| • Vision consulting and training: | Vickie Bradley |
| • 6.1 update services or questions: | Vickie Bradley |
| • IT services or questions: | Vickie Bradley |
| • Vision/FMS custom reports: | Vickie Bradley |
| • Vision technical support: | Vickie Bradley |
| • FMS technical support: | Vickie Bradley |
| • custom development & advanced reporting solutions: | Vickie Bradley |

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

Jim Falkanger jim.falkanger@centralconsultinggroup.com 952-943-2749

For ongoing updates, please visit us at: www.centralconsultinggroup.com
or at 866-511-5710.