



## Capabilities and Qualifications

**PDS Consulting Solutions, LLC (PDS)** provides GovCon support services for government contractors in the areas of government contract accounting and financial system implementations specializing in Deltek Costpoint 7 (CP7), Data Migration, Deltek Product Hosting, DCAA Compliance and Government Contract administration. We are a **Premier Deltek Partner and 2015 Partner of the Year**.

Our team consists of professionals with extensive finance and government contract experience as CFOs, Controllers, Accounting Managers, Implementation Managers, Project Control Managers, and Contract Managers.

We are committed to providing our clients the highest level of service by staying up-to-date in the latest issues in the industry and continuously training on the latest products and technologies.

### ***Company Background:***

**PDS** was created by Kenneth Parsons and Laura Davis. Both Kenneth and Laura have worked in the GovCon industry their entire careers. While they each have their own companies supporting government contractors, they created **PDS** to combine mutual resources specifically in support of **Deltek Costpoint** and its related family of products, **Deltek Hosting**, and **Data Migration** along with the GovCon accounting and contract compliance support that is integral to these systems.

### ***Experienced Service Provider:***

As a **Premier Deltek Partner** we were one of the first Deltek partners to take a client live on CP7 that was hosted in our secure hosting environment. Our team of professionals has advanced degrees and certifications and we also partner with **Deltek Global Services** and other select companies along with industry experts who broaden and enhance our solution set. Our network includes independent consultants and industry leading suppliers who share our commitment to providing exceptional service to the customer.



## Capabilities and Qualifications

### ***Deltek Implementation Expertise:***

**Deltek Costpoint** and related product family implementations and support are our primary service. We have implemented **Costpoint, Time & Expense**, and **CER** for many clients over the past twenty years along with add on modules including **Human Resources/Benefits and Employee Self Service (ESS)**. Our approach to the implementations involves detailed planning, constant monitoring, quality design and timely deployments on budget. We help you design the software in a way that will accommodate growth and change. During the implementations we help our clients align their procedures with the new software and its design. Our experience with Costpoint dates back to the inception of the product. **We were among the early beta users of Costpoint.** We have implemented the software both from an internal and external standpoint and have used the software as Controllers and Accounting Managers who know what is needed to make the software perform at its optimum level. **PDS** provides continual training to our Costpoint team in order to keep them current on all products and industry trends. Some team members have worked as Deltek consultants prior to joining the **PDS** team.

### ***Deltek Hosting Expertise:***

In our secure hosted environment for the Deltek product family we provide the following: System separations—Separate servers, independent VLANs, and dedicated databases keep data separate, Compliance- DCN is a SOC2 certified data center helping you meet all of your compliance requirements from HIPAA to SOX to GLB. Firewall infrastructure—A enterprises-class firewall infrastructure using Cisco based solutions, Customer connections—All connections to the customer are secured using 128-bit, SSL, Network protocols—Only HTTPS, SFTP, FTP; inbound, Server equipment—Enterprise-level hardware built by leading U.S. server manufacturers, Security Prox card key and Biometric fingerprint authentication, System monitoring—Sophisticated internal and external monitoring system reviews all server activity and availability; (EST) 24/7/365, Alert limits—Performance-monitoring systems with 80% alert limits; delivering virtually limitless scalability, Reliable Power- IMW, (2) Substations, Filtered, surge & lightning protected, Server backup— Server backups every 15 minutes to NAS storage system. Offsite backups occur at 11:30pm daily, HVAC Redundancy: air handlers, mechanical pumps, cold water source, Flywheel UPS systems, Generator back-up, Digital camera surveillance with digital storage & retrieval, Continuous monitoring, and Dry-gas fire suppression and Controlled Environment-270 Tons Industrial-grade.



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### ***Data Migration Expertise:***

Our IT team is proficient in MS SQL Server database tools SQL\*Loader, TOAD, SSMS, SQL\*Plus, SQL Developer, bcp. Data migrations include extracting data from the legacy accounting system, formatting and loading it into the new CP7 database. **PDS** performs the entire data migration using a combination of our custom mapping templates and/or Deltek preprocessors. As an option to help hold down cost we also assist client IT groups in performing the data migrations to ensure successful migrations.

### ***GovCon Support expertise:***

- Implementation and Deployment of DCAA compliant ERP solutions
- Cost Accounting Standards, CAS Disclosure Statements, and Government Compliance
- DCAA Liaison and representation
- Budget preparation and reporting
- Indirect cost pool structures
- Cash flow analysis and management
- Cost proposal preparation
- Policy and Procedure development
- Business process improvement assessments
- Project Control Management and EVM



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### ***Our Leadership Team:***

#### **Laura Davis**

Ms. Davis has over 20 years of experience supporting government contractors with accounting and compliance needs. Her focus has been system design, cost proposal support, incurred cost submission preparation, and general accounting compliance. Ms. Davis founded Strategic Consulting Solutions in 2004 after consulting with government contractors for several years. In 2013, Laura joined with Kenneth Parsons to create PDS Consulting Solutions, after several years of teaming on Costpoint implementations.

Laura holds a Bachelor's Degree in Accounting from Lincoln Memorial University and a Master of Accountancy Degree from the University of Tennessee. In August 2008, Laura completed her Master's Certificate in Government Contracting from George Washington University. She is the Treasurer for the local chapter of NCMA and is a member of several civic organizations. Laura is a Certified Public Accountant and a member of the American Institute of Certified Public Accountants and the Tennessee Society of Certified Public Accountants. She has also co-authored articles for NCMA's Contract Management journal.

#### **Kenneth W. Parsons**

Mr. Parsons has 30 years of experience supporting government contractors in DCAA compliance, CAS disclosure statement preparation and compliance, proposal preparation, and software implementations. His government cost accounting experience includes the design, implementation, and administration of government contract accounting job cost systems, specifically Deltek® Costpoint and GCS Premier, JD Edwards, and Oracle Financials. He also supports Federal Bankruptcy Courts in the area of forensic accounting.

Mr. Parsons holds a Bachelor's degree from the University of Kentucky in Business Administration, graduate work in accounting and finance at the University of Tennessee and holds a Certified Financial Planner Certificate from the University of Tennessee. He has owned his own successful consulting business Parsons Consulting Solutions, LLC for the past ten years.



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### ***References:***

Mike Goll, Controller Decision Sciences, Chantilly, Virginia (571) 252-8476

Bryant Thrift, Controller KSH, Charleston, South Carolina (843) 414-0480

Nancy Schunke, VP Finance Raytheon, Torrance, California (310)-783-6210

Barbara Vinesett, VP Finance ILS, Durham, North Carolina (919) 423-4019