



## Deltek and Panopticon Forge Partnership

---

Alliance will integrate enterprise project management with visual business intelligence for first time

9 May 2006, London, Herndon, VA: Panopticon, part of the Hamsard Group (HMSD) and the leading supplier of visual business intelligence software, today announced it has formed a partnership with Deltek, the leading provider of enterprise management software built specifically for project-focused organisations. The partnership has been agreed with Hamsard Holdings Limited – Panopticon's distributor in the USA and will allow Deltek to provide Panopticon's cutting edge visualisation tools to the professional services market for the first time.

A revolutionary performance management tool, visualisation uses a unique combination of shape, size and colour to replace pages of cumbersome data with a single interactive and graphical view of a firm's project health. Trends and risks are immediately apparent and can be quickly analysed to determine the actions necessary to drive greater performance.

"Panopticon's innovative visualisation software will give our clients an unprecedented, executive-level view of their entire project portfolio, enabling them to quickly identify risks and opportunities, and easily drill down to the projects at risk in order to take corrective action," said Eric Brehm, executive vice president of Deltek.

Deltek provides enterprise management solutions to more than 11,000 project-focused customers in the United States, enabling them to maximise profitability and productivity. Panopticon's visualisation tools will be available in an upcoming version of Deltek Vision, the only integrated business solution designed specifically for professional services firms. More than 1,000 architects, engineers, IT services firms, and management consultants use Vision to handle customer relationship management, proposal automation, project and resource management, time, expense, and billing, and project and financial accounting.

Panopticon co-founder and CEO Willem De Geer said, "This is a new vertical for Panopticon and we are delighted to be working with a clear leader in the field. This deal with Deltek underlines the flexibility of Panopticon's powerful visualisation technology, demonstrating once again that it can be applied to any complex data set."

Contact information for Panopticon