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## **Deltek Signs Strategic Deal with COWI, one of the Largest Consulting Firms in the World**

*Danish consulting firm selects Deltek because of the company's strong industry focus and marquee list of global consultancy customers*

**COPENHAGEN – March 30, 2011** – Deltek (Nasdaq: PROJ) today announced that it has signed a strategic deal with the Danish consulting firm COWI. COWI will use Deltek as a critical component of its corporate-wide One Company strategy to standardize on one ERP system to unify and align its global organization. The world-renowned engineering firm will implement Deltek across its offices in Denmark, Norway, and Sweden.

"After a comprehensive process of designing COWI's future business platform for project, financial and resource management we evaluated the products on the market. As part of this, we contacted industry peers who already run Deltek to get a feel for the actual value of its enterprise software. What we found is that Deltek offers a market leading product with a proven track record streamlining business processes and creating tight alignment across project-focused organizations. It was clear that Deltek matched our needs the best and that its industry-specific functionality sets its solutions apart in the marketplace today," says Lars Peter Søbye, CEO of COWI.

### **Long-term strategic match**

Deltek recently strengthened its offering to Professional Services firms by acquiring Denmark-based Maconomy in the summer of 2010. As a global company with an extensive European presence and 14,000 customers worldwide, Deltek is an ideal business partner for COWI.

"Deltek has extensive knowledge of consulting, which is apparent in how it designs its solutions. We have found the long-term strategic match we were looking for, and we know that Deltek will continue to develop strong solutions for our type of business, which is essential in today's fast-paced business world," Lars Peter Søbye adds.

### **Smart project execution**

A key feature in COWI's new solution is that it empowers project managers effectively to control their projects, including creation, resource allocation, budgeting, invoice preparation, and follow-up. This enables COWI to improve project execution across its business. Project management is seamlessly integrated to other business areas such as sales and financial management for higher efficiency. Moreover, strong business reporting capabilities will create greater transparency at the executive level so company leaders can get a real-time view into the performance of the business.

"With this deal, COWI will benefit from our accumulated knowledge of the consulting industry, enabling the company to run its projects smoothly and more profitably. Deltek has a long-standing commitment to this sector, and this new deal with COWI proves that the world's largest consulting firms are well aware that we can help them take their business to the next level," says Hugo Dorph, Executive VP and General Manager of Deltek's Professional Services business unit.

### **About COWI**

With offices all over the world, COWI offers consultancy services and plan projects using its extensive knowledge of local markets while drawing on the international experience of its entire organization. COWI's 6,000 employees in 26 countries include engineers, biologists, geologists, economists, surveyors, anthropologists, sociologists and architects. For more information, please visit [www.cowi.com](http://www.cowi.com).

### **About Deltek**

Deltek (Nasdaq: PROJ) is the leading global provider of enterprise software and information solutions for professional services firms, government contractors, and government agencies. For decades, we have delivered actionable insight that empowers our customers to unlock their business potential. Over 14,000 organizations and 1.8 million users in approximately 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.™ [deltek.com](http://deltek.com).