



Infotek Consulting

How TIPQA Helps GovCon Manufacturers Take Control of Quality

Transforming Manufacturing Quality with TIP Technologies



Follow us :



Agenda



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Introductions



Jonathan

Sales & Marketing Director



15+ years guiding GovCon organizations in ERP strategy and solution alignment.



Manee

Senior TIP Consultant



6+ years in manufacturing and quality with 5 years of TIPQA implementation expertise.



Will Biglin

Principal Solutions Engineer



Manufacturing and quality engineering expertise across the full product lifecycle, from shop floor to ERP integration.

Barriers to Delivering High Quality Products



Manual and Inconsistent Processes



Outdated and Paper-Based Systems



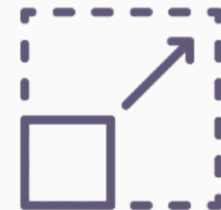
Poor Supplier Quality



Compliance and Audit Complexities



High Cost of Quality



Scaling and New Business Demands

Key GovCon Manufacturing & Quality Findings



#2

Quality Control continues to be among the top 3 challenges



58%

Lack of Automation indicates manual processes dominate manufacturing



35%

Cost of Quality tracked as a key performance indicator (KPI)

» Supply Chain is a high-risk area (ranked at #1)

» On Time Delivery, Customer Return Rate, Yield/Scrap and Rework are significantly tracked KPIs

» Re-engineering processes and integrating manufacturing software with ERP are among the top digital transformation initiatives

Clarity Survey 2025

Defects, Delays and Dollars: The Fallout of Unaddressed Quality Challenges



Increased Costs of Quality

- » Budgetary overruns
- » Impact on profit margins
- » Resource reallocation
- » Increased supply chain complexities



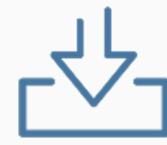
Risk of Noncompliance

- » Non-conforming products
- » Regulatory violations
- » Safety risks
- » Potential loss of business/inability to participate in future contracts



Audit Failures

- » Delays and increased costs
- » Loss of certifications/licenses
- » Loss of future business, customer trust and loyalty
- » Reputation damage



Business in the slow lane

- » Inability to scale up and/or diversify
- » Manual and outdated processes contributing to sluggish operations
- » Slower market rollouts
- » Budgets redirected to address quality issues versus investment in new products and technology

Persistent quality issues leads to diminished competitive advantage



Digitizing Quality Management for Manufacturing Efficiency



» Precision & Compliance Are Non-Negotiable

A&D manufacturers must seamlessly integrate quality and shop floor processes to stay competitive

» The Risk?

Without a purpose-built QMS, inefficiencies, defects, compliance gaps, and rising costs can cripple operations

» The Solution

A trusted, industry-specific QMS that simplifies workflows, enhances visibility and facilitates compliance with various standards - keeping your business audit-ready and ahead of the competition

Introducing TIP Technologies

- » A trusted and leading integrated Quality Management System (QMS) purpose-built for A&D manufacturers
- » Integrates with named ERPs to provide a single platform that connects finance, manufacturing, supply chain, quality management and shop floor execution

The screenshot displays the Deltek TIP Technologies software interface. The top navigation bar includes tabs for Listing, Operations, Instructions, Inspection (active), Nonconformance, Transactions, Order Status, and Configuration. Below the navigation bar, there are buttons for Shop Data, Asset Usage, Incubability, Serial Numbers, Group Management, and Events. The main content area is divided into two sections. The left section shows a table of work order steps with columns for Step Order, Operation Status, Operation Method, Sub Step Order, Step Order Description, and Qty. The right section shows inspection results with columns for Criteria Code, Description, Serial Number, Piece, Variable Actual, Pass/Fail, Sample Size, and Meas. The inspection results table shows data for various criteria, including 0400 LENGTH and 2.25 ID, with values ranging from 0.38 to 2.255.

Step Order	Operation Status	Operation Method	Sub Step Order	Step Order Description	Mty
10	Started	N - Normal Manufacturing	10	Pull and Release material for work order	
20	Started	P - Parent Operation	10	Rough Machining Operations	
30	Started	I - In-Process Inspection	20	Machine Side 1	
20	Started	N - Normal Manufacturing	30	Machine Side 2	
30	Started	N - Normal Manufacturing	10	Heat Treat Processing for Work Order	
30	Completed	N - Normal Manufacturing	20	Carburize	
30	Waiting	N - Normal Manufacturing	30	Quench	
30	Waiting	N - Normal	40	Freeze	

Criteria Code	Description	Serial Number	Piece	Variable Actual	Pass/Fail	Sample Size	Meas	Meas L...
0400 LENGTH	0400 Shoulder to Face	02600	001	0.38		3	0.39	0.4
0400 LENGTH	0400 Shoulder to Face	02601	002	0.41		3	0.39	0.41
0400 LENGTH	0400 Shoulder to Face	02602	003	0.4		3	0.39	0.41
2.25 ID	2.25 ID	02600	001	2.245		3	2.245	2.255
2.25 ID	2.25 ID	02601	002	2.25		3	2.245	2.255
2.25 ID	2.25 ID	02602	003	2.255		3	2.245	2.255
2.75 LENGTH	2.75 Face to Face	02600	001	2.74		3	2.74	2.76
2.75 LENGTH	2.75 Face to Face	02601	002	2.75		3	2.74	2.76

TIP Technologies Products



Deltek TIPQA >

- » Comprehensive quality management software
- » Offering 18 integrated modules
- » Helps build a solution that best suits customers' needs



Deltek TIPSFE >

- » Shop floor execution software
- » Separately licensed product
- » Integrate shop floor with quality (TIPQA) and leverage the full benefit of the solution

Deltek TIP is a Fully Integrated Quality Suite



Advanced Product
Quality Planning
(APQP)



Audit
Management (AM)



Change
Management
(CM)



Complaint
Handling (CH)



Corrective Action
(CA)



Document
Management
(DM)



Failure Mode &
Effects Analysis
(FMEA)



Gage & Tool
Management
(G&T)



In-Process
Inspection (IP)



Non-conformance
Management (NC)



Receiving
Inspection (RI)



Risk Management
(RSK)



Serialized Test &
Inspection (SI)



Shop Floor
Execution (SFE)



Statistical Process
Control (SPC)



Supplier Quality
Collaboration
(SQC)



Time &
Temperature
Controlled
Materials
Management
(TCM)



Training
Management (TM)

Powering the Project Lifecycle for Government Contractors

Leverage innovative technology to optimize processes and boost efficiency throughout the life of your contract.

DELTEK CAPABILITY:
Utilize industry-specific dashboards and project reports for a comprehensive view of an organization's health

BUSINESS NEED:
Track and report performance for continuous improvement

BUSINESS NEED:
Identify the next opportunity and develop a winning proposal

DELTEK CAPABILITY:
Gain deep market intelligence for in-depth insights and competitive proposal pricing strategies

DELTEK CAPABILITY:
Automate business processes with industry-specific contract management, resource planning, project budgeting, cost and risk analysis, and scheduling capabilities

BUSINESS NEED:
Enhance project management and control contract costs

BUSINESS NEED:
Ensure timely project delivery within budget, while meeting compliance standards

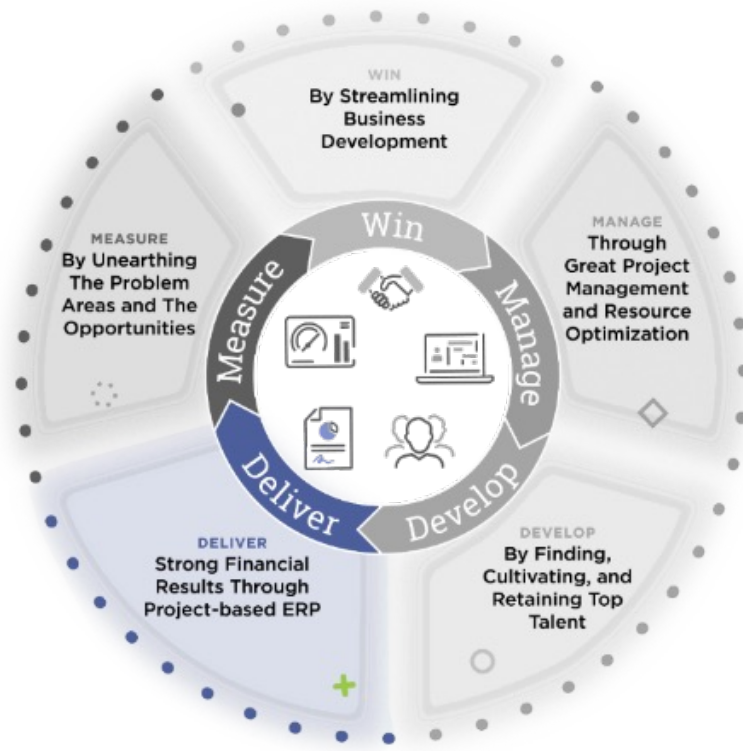
BUSINESS NEED:
Attract and retain top talent while meeting DCAA time keeping requirements

DELTEK CAPABILITY:
Achieve built-in traceability and audit support with costs tracked by project

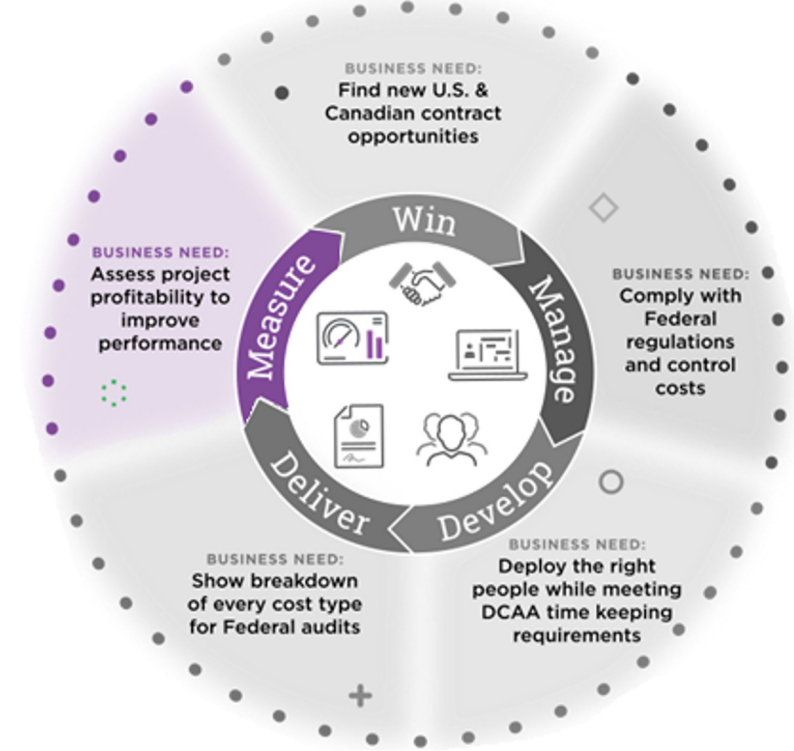
DELTEK CAPABILITY:
Optimize workforce management with integrated HR and talent capabilities, along with project-based time and attendance



TIP Technologies in the Project Lifecycle

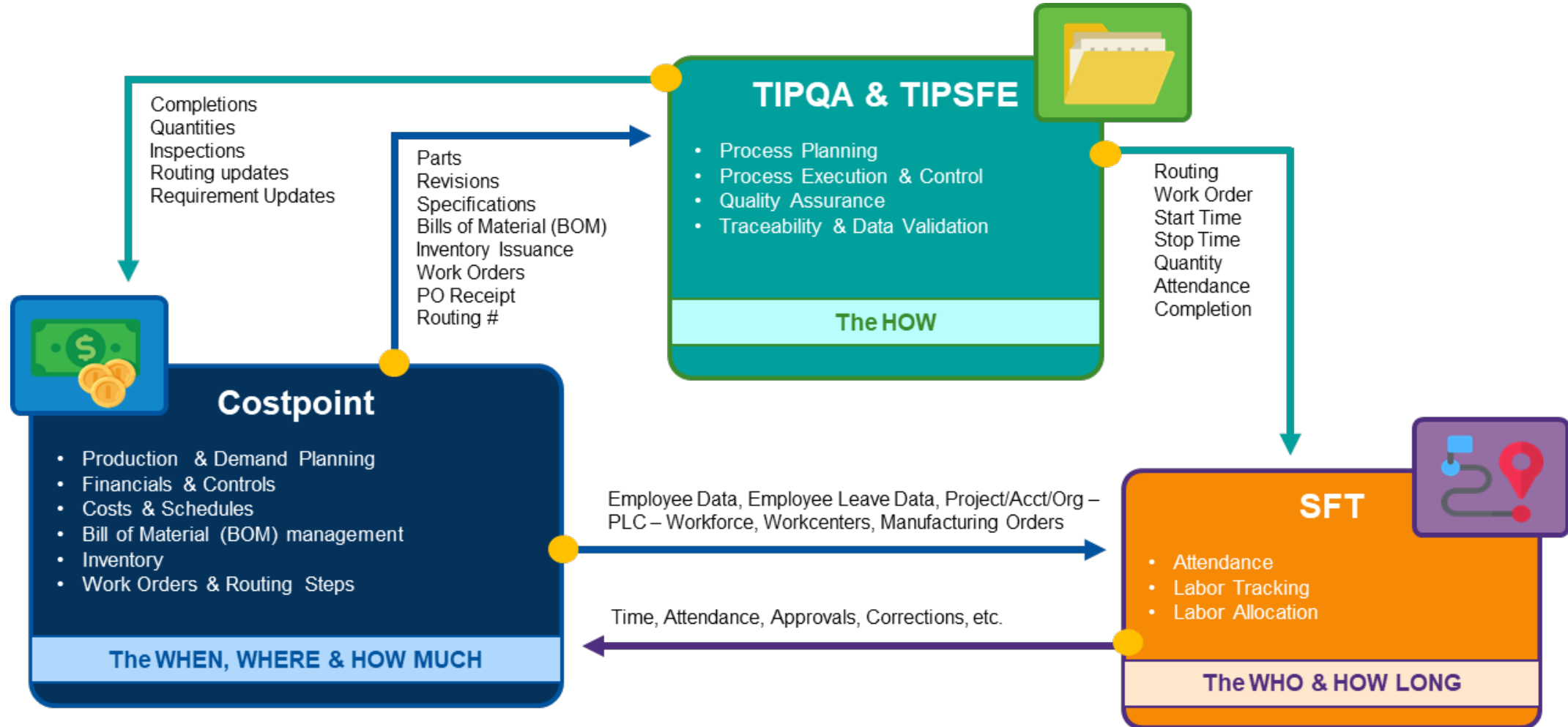


Purpose-built quality and shop floor solutions to ensure timely project delivery within budget, while meeting compliance standards



Industry-specific dashboards and reports to track organization health and performance for continuous improvement

Costpoint + Deltek TIP:



ERP Integrations

Extend the functionality of your enterprise system



TIP Integrates with these ERP systems through *bi-directional* certified interfaces:

- Deltek Costpoint
- Oracle
- SAP (ECC 6, & S/4HANA)
- MS Dynamics

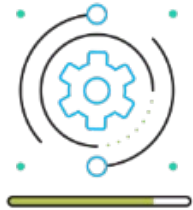
A flexible, generic interface is available for almost all other ERP systems or homegrown solutions.

Examples of other ERPs include:

- IFS
- SAGE
- Epicor
- INFOR/BAAN

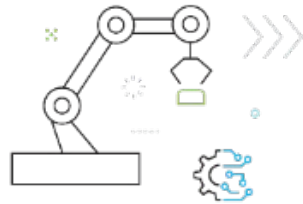
Seamless integration of enterprise-wide data provides a true picture of organizational operations.

TIP Technologies: Quality Through Digitization



Integrated Quality (TIPQA)

Integrate QMS with ERP for better end-to-end manufacturing visibility



Paperless Shop Floor (TIPSFE)

Facilitate paperless manufacturing with in-built quality functions



Supplier Quality Collaboration

Manage suppliers, track performance and achieve compliance



Compliance & Audits

Supports audit readiness and evolving government and industry standards

Integrated Quality and Manufacturing

Enhance collaboration between quality and shop floor personnel

- » Track quality and shop floor processes within a single system
- » Gain end-to-end visibility by tracking quality metrics, supplier performance, and shop floor activities in real time
- » Integrate with named interfaces for a connected, audit-ready system
- » Access accurate, real-time information to reduce risks and optimize operations

Inspection Sequence Number: 70 | Status: Started

Work Order : KPK-9.26.1 | Operation Code : ROUGH TURN | Inspection Quantity : 3 | Step Order : 20 | Part Number : KPK-2024-202 | Sub Step Order : 20

Manage Rows | Insert Criteria | Standard Remark | Timestamp | Record Assets | Custom | Machine | View Override

Drag a column header here to group by that column

Criteria Code	Description	Serial Number	Piece	Variable Actual	Pass/F...	Sample Size	Min	Max
0.400 LENGTH	0.400 Shoulder to Face	92600	001	0.39		3	0.39	0.41
0.400 LENGTH	0.400 Shoulder to Face	92601	002	0.41		3	0.39	0.41
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2.25 ID	2.25 ID	92602	003	2.255		3	2.245	2.255
2.75 LENGTH	2.75 Face to Face	92600	001	2.73		3	2.74	2.76
2.75 LENGTH	2.75 Face to Face	92601	002			3	2.74	2.76

Faster, Smarter Workflows

- » Automate quality and production processes such as nonconformance, corrective actions, work order instructions
- » Get real-time quality and shop floor data with audit trails for smarter and faster decision-making
- » Easily collaborate with suppliers to ensure projects are on track
- » Drive productivity – reduce delays and errors - with automated workflows and adapt as the business grows

Home - Receiving Inspection

Purchasing Detail | Modify Key Data | Reverse | Preview Criteria

Receiver Number : RT-0000133 | Quantity Received/Purchasing UOM : 10/
 Part Number : TG-4431 | PO Number : TG4400-2

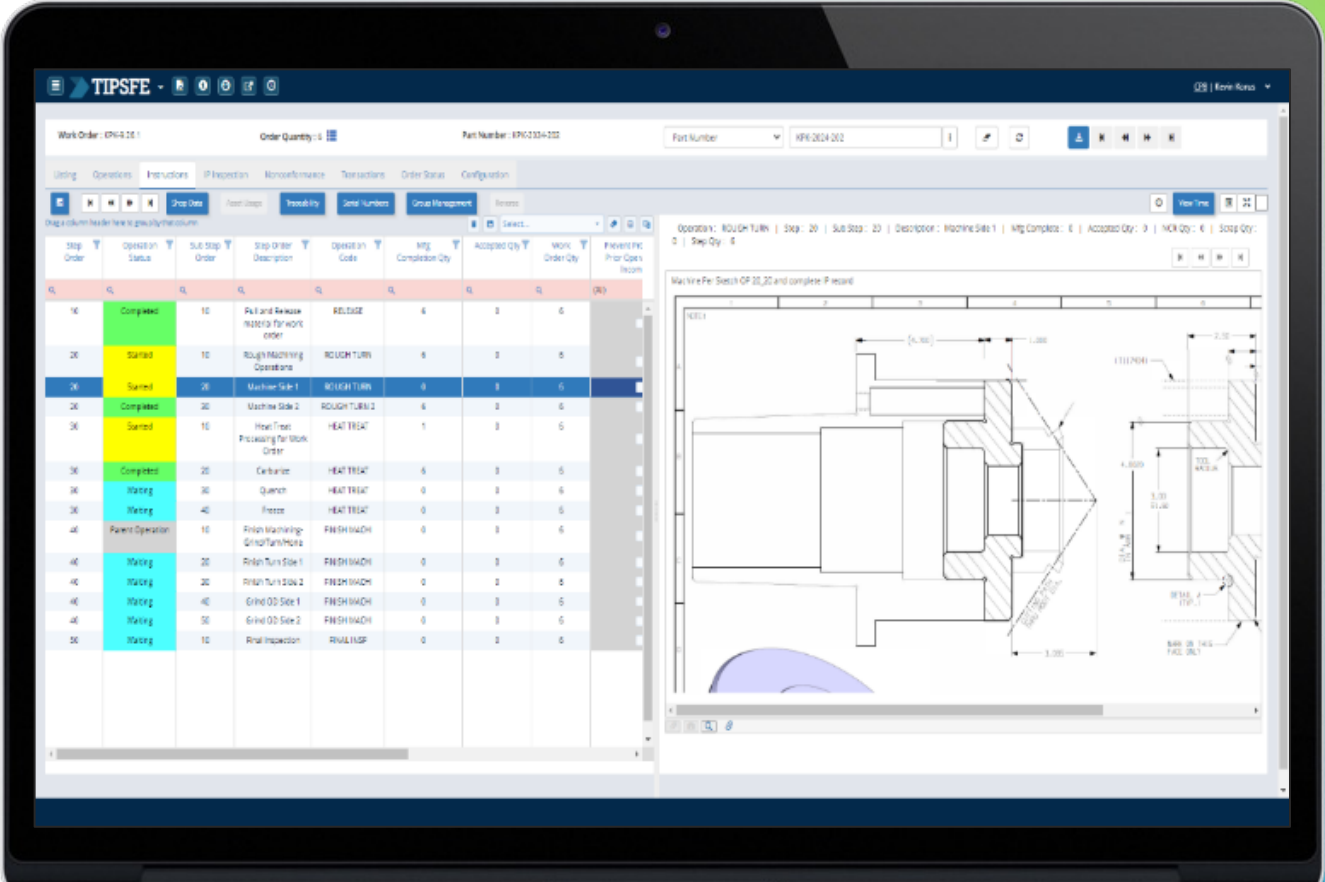
List | Identification | Criteria | Results

Drag a column header here to group by that column

Criteria Code	Descript...	Sample Size	Min	Variable Actual	Max	Pass Quantity	Fail Quantity	Pass/Fail	Defect Code
VIS-METALS-001	Visual Metals Non Exotic	10				10	0	PASS	
CNT	Verify Count	10				10	0	PASS	
DIM-0002	Measure Hole Diam	1	0.49	0.52	0.51	0	1		HOLEOVER - Hole Over Sized
CERT	Certification	10				10	0	PASS	
QCLAUSES-001	Quality Clauses	10				10	0	PASS	
DIM-001	Measure Thickness	1	0.499		0.501	1	0	PASS	
DIM-001	Measure Thickness	1	0.499		0.501	1	0	PASS	
DIM-001	Measure Thickness	1	0.499		0.501	1	0	FAIL	
105	Measure Hole Dimension	1	0.5	0.503	0.504	1	0		
110	Measure Thickness	1	0.49	0.5	0.51	1	0		
110	Measure Thickness	1	0.49	0.501	0.51	1	0		

Paperless Shop Floor

- » Automate work instructions and track quality digitally
- » Easily track parts and components at every production stage
- » Reduce errors, rework and delays with real-time updates and digital records
- » Keep everything organized with built-in compliance tracking



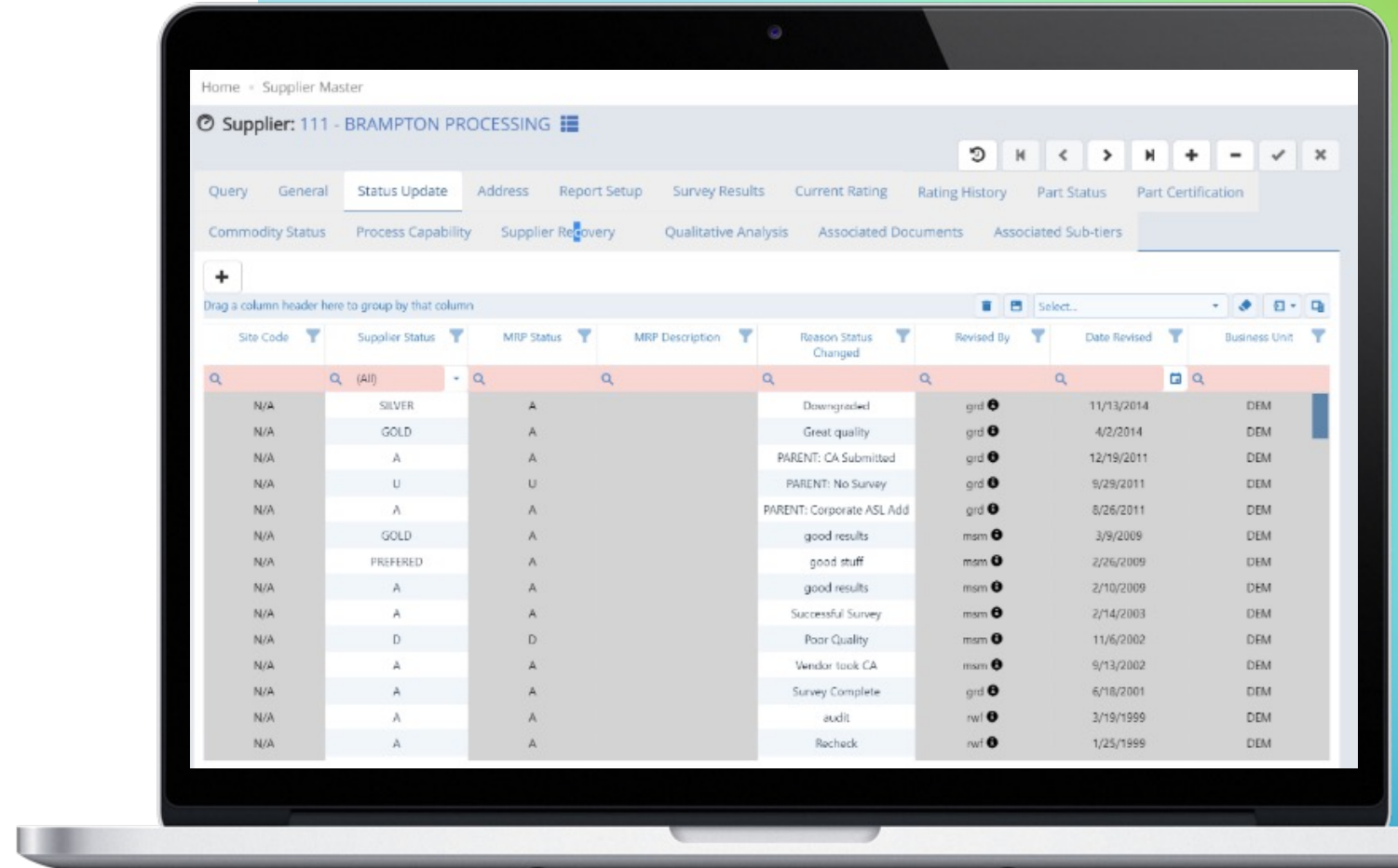
Effective Parts Genealogy

- » Monitor parts from inspection to final product
- » Quickly identify and recall faulty parts before they cause issues and prove costly
- » Use custom reports to spot trends and improve processes
- » Keep an electronic record of every part for easy audits and traceability

TC	Part Number	Serial Number	Part Description	Build Comment	NC Number	NC Status	Date NC Closed
	2024-101	101	YUKON				
		NONCONFORM			PR00000099	NEW	
	2024-101-02	203	Frame				
	2024-101-04	402	Suspension				
	2024-101-05	502	Electronics				
		NONCONFORM			PR00000088	CLS	
	2024-101-05	503	Electronics				
		NONCONFORM			PR00000089	WD	
	2024-101-03	302	Transmission				
	2024-101-01	002	Engine				

Build A Resilient Supply Chain

- » Map the supply chain down through every tier
- » Implement an effective supplier performance strategy and mitigate risks
- » Improve supplier relationship with Supplier Quality Collaboration the portal
- » Achieve compliance with industry standards and requirements



Stay Compliant & Audit-Ready

- » Digitally store and manage all compliance documents in one place
- » Track and verify compliance with built-in audit tools
- » Supports ISO, AS9100, FAA, DCMA and more
- » User configurable audits that aligns with organization's needs

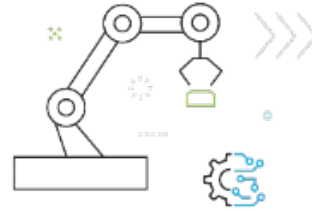
The screenshot displays a software interface for 'Audit Management'. At the top, it shows 'Sequence: 147', 'Audit Status: S', and 'Assigned To: grd'. Below this is a navigation bar with tabs for 'Audits', 'Audit Identification', and 'Audit Results'. The main area contains a table with columns for 'Criteria Code', 'Description', 'Minimum', 'Maximum', 'Weight', 'Score', 'Weighted Score', 'Pass or Fail', 'CA Required', and 'Criteria Status'. The table lists various audit criteria such as '4.1.1 QA POLICY', '4.1.2.1 ORG RESP', and '4.1.2.3 MGT REP'. The 'Pass or Fail' column shows results like 'PASS', 'OBSERV', and 'FAIL'. The 'Criteria Status' column shows 'COMP'. A 'Records: 12' indicator is visible at the bottom left of the table area.

Criteria Code	Description	Minimum	Maximum	Weight	Score	Weighted Score	Pass or Fail	CA Required	Criteria Status
4.1.1 QA POLICY	Quality Policy	0	100	1	95	95	PASS	<input type="checkbox"/>	COMP
4.1.2.1 ORG RESP	Org Resp & Auth				0	0	OBSERV	<input checked="" type="checkbox"/>	COMP
QA PLAN & PROC	Plans & Procedur	50	150	2	145	290	PASS	<input type="checkbox"/>	COMP
WORK	Work Instruct.	1	10	10	5	50	FAIL	<input checked="" type="checkbox"/>	COMP
4.1.2.2 RESOURCE	Resources				0	0	PASS	<input type="checkbox"/>	COMP
4.1.2.3 MGT REP	Mgt Represen				0	0	PASS	<input type="checkbox"/>	COMP
4.2 QUALITY SYS	Quality System				0	0	PASS	<input type="checkbox"/>	COMP
4.3 CONTRACT REV	Contract Review				0	0	PASS	<input type="checkbox"/>	COMP
4.5 DOC CONTROL	Doc/Data Control				0	0	FAIL	<input checked="" type="checkbox"/>	COMP
4.6 PURCHASING	Purchasing Sys				0	0	PASS	<input type="checkbox"/>	COMP
4.7 CUST PROD	Cust Supplied				0	0	PASS	<input type="checkbox"/>	COMP

What Sets TIP Apart?



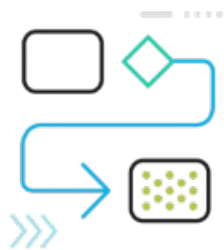
Configurability



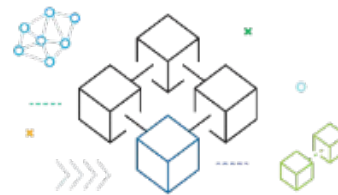
Shop Floor Integrated with Quality



OCR for Inspection Planning



Parts Genealogy



Time And Temperature Controlled Materials



FAA Approved QMS

How TIP Technologies Delivers Value

Confidently transform your quality management and shop floor for better business results



Full Visibility and Control

Connect ERP, quality and shop floor in one scalable system with standardized processes and automated workflows



Paperless Operations

Eliminate manual, paper-based tasks and speed up processes, reduce errors and work efficiently



Stay Audit-Ready

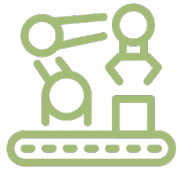
Built-in compliance tracking and central hub for documents facilitates stress free audit preparation

Leading A&D Manufacturers Trust TIP Technologies



80%

Top 8 out of 10 A&D firms use TIP



30+

Years as the leading quality assurance software for A&D

QARBRON
AEROSPACE



Peraton



UIC
GOVERNMENT
SERVICES



GE Aerospace





Manage Complex Quality and Shop Floor Processes in A&D Manufacturing



Industry Specific



Purpose Built



Project Centric



Compliance & Audits



Best of Breed Integration

Who is Infotek?

Who We Are

Infotek Consulting is an award-winning Deltek partner specializing in ERP and quality management implementations for government contractors and manufacturers. Our team supports every stage of the implementation process—from initial system configuration to developing custom reports, dashboards, workflows, and integrations that drive measurable results.

What We Do

We help organizations implement, support, and host Deltek TIPQA, providing a complete quality management solution designed to improve efficiency, ensure compliance, and support audit readiness.

What Sets Us Apart

Infotek is one of few Deltek partners certified by the Cyber AB to perform CMMC risk assessments and is also listed on the FedRAMP Marketplace to provide secure cloud hosting. Our dual expertise in compliance and technology enables us to deliver secure, audit-ready environments and seamless TIPQA implementations for our clients.



TIP Application Demo

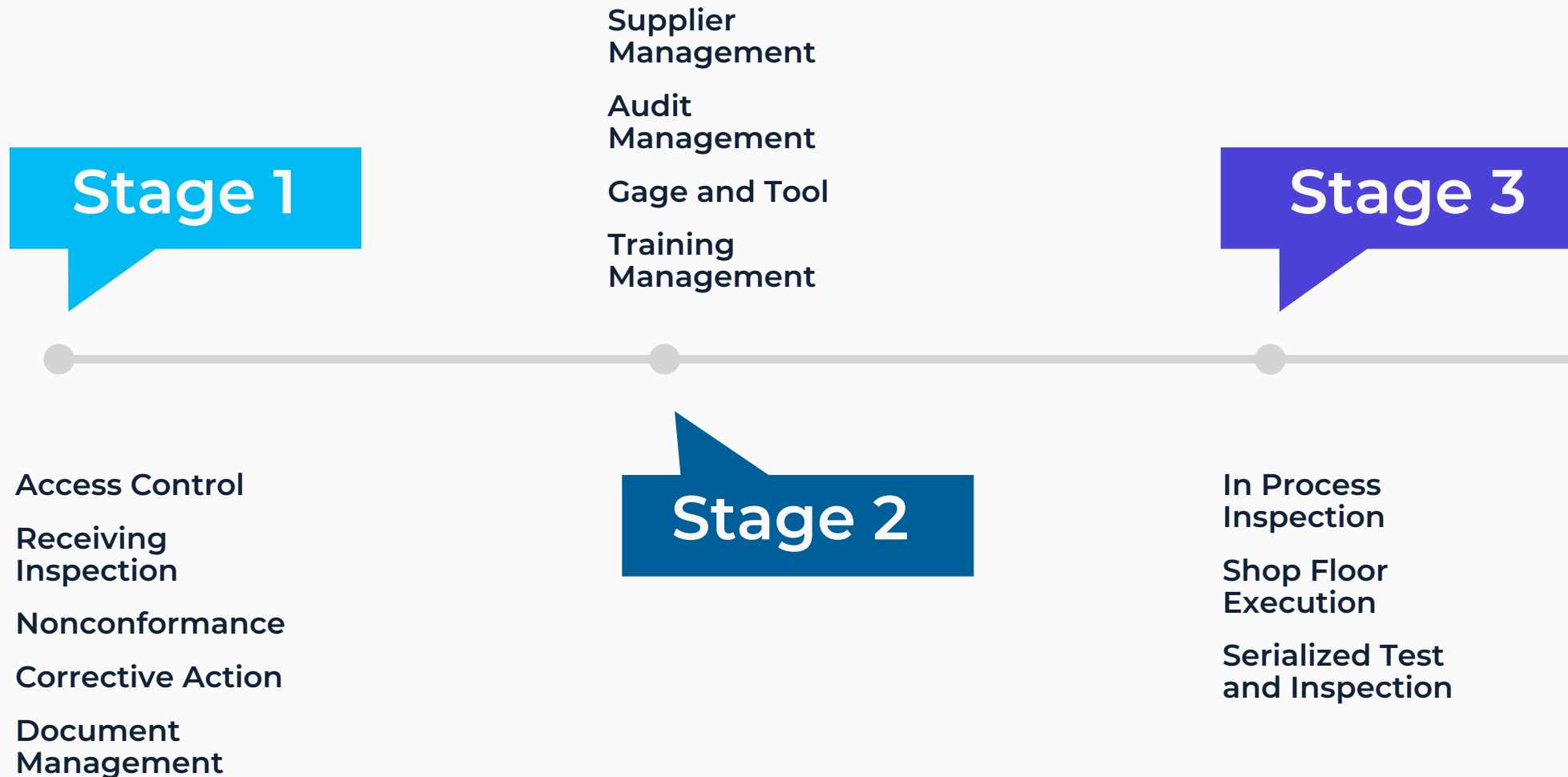
01

Quality Technician Walk through

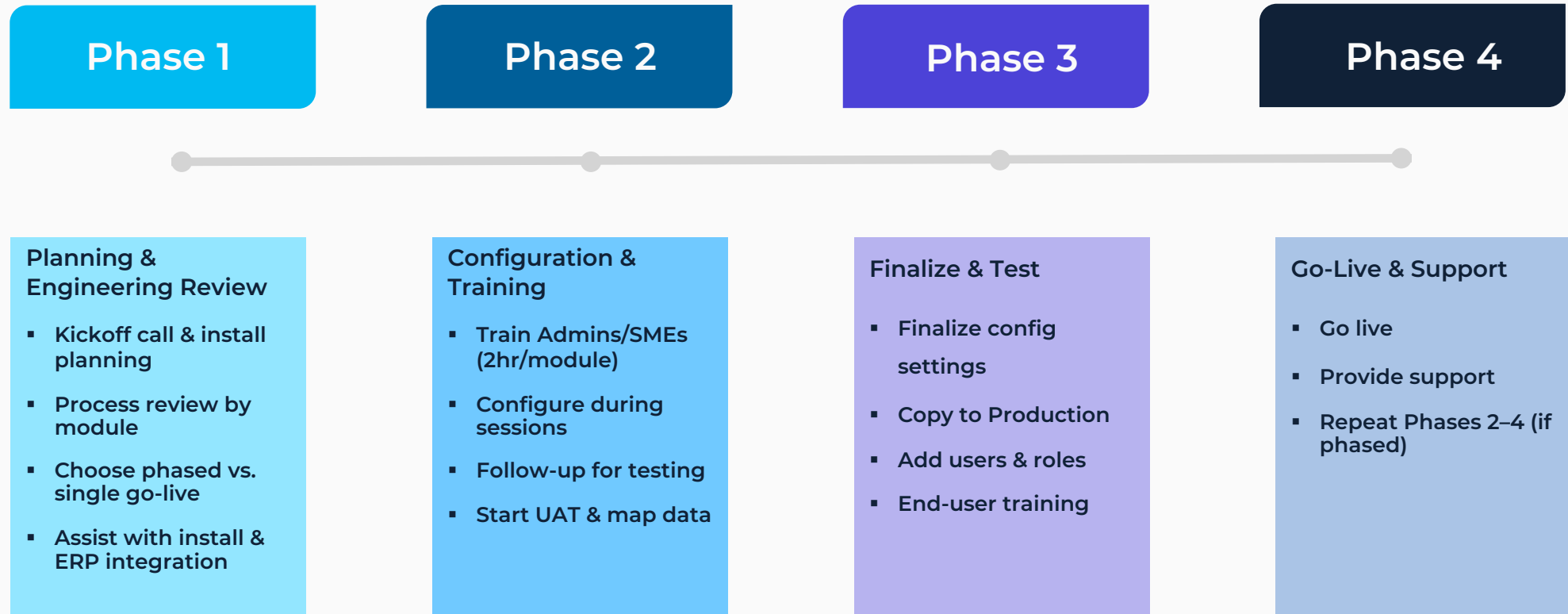
02

Quality Manager Walk through

Initial TIPQA Rollout



TIPQA Implementation Timeline



Timeline Summary

Kickoff	1 day
Engineering Review	3-5 days
Install + ERP Setup	2-4 days
Training + UAT	30-40 days
End-User Training	5 days
Go-Live Support	5 days
Total Project Duration	60+ days

Is TIPQA Right for My Company?

- Are your quality processes still manual or paper-based?
- Do you lack visibility into supplier performance and compliance?
- Are audit failures or nonconformance issues slowing you down?
- Is your team spending more time fixing problems than preventing them?
- Do you need a scalable QMS that integrates with your ERP?

Ready to Find Out?

Take our quick self-assessment to see if TIPQA is the right fit for your organization.

Start the Questionnaire

[Please complete this TIPQA Questionnaire](#)



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