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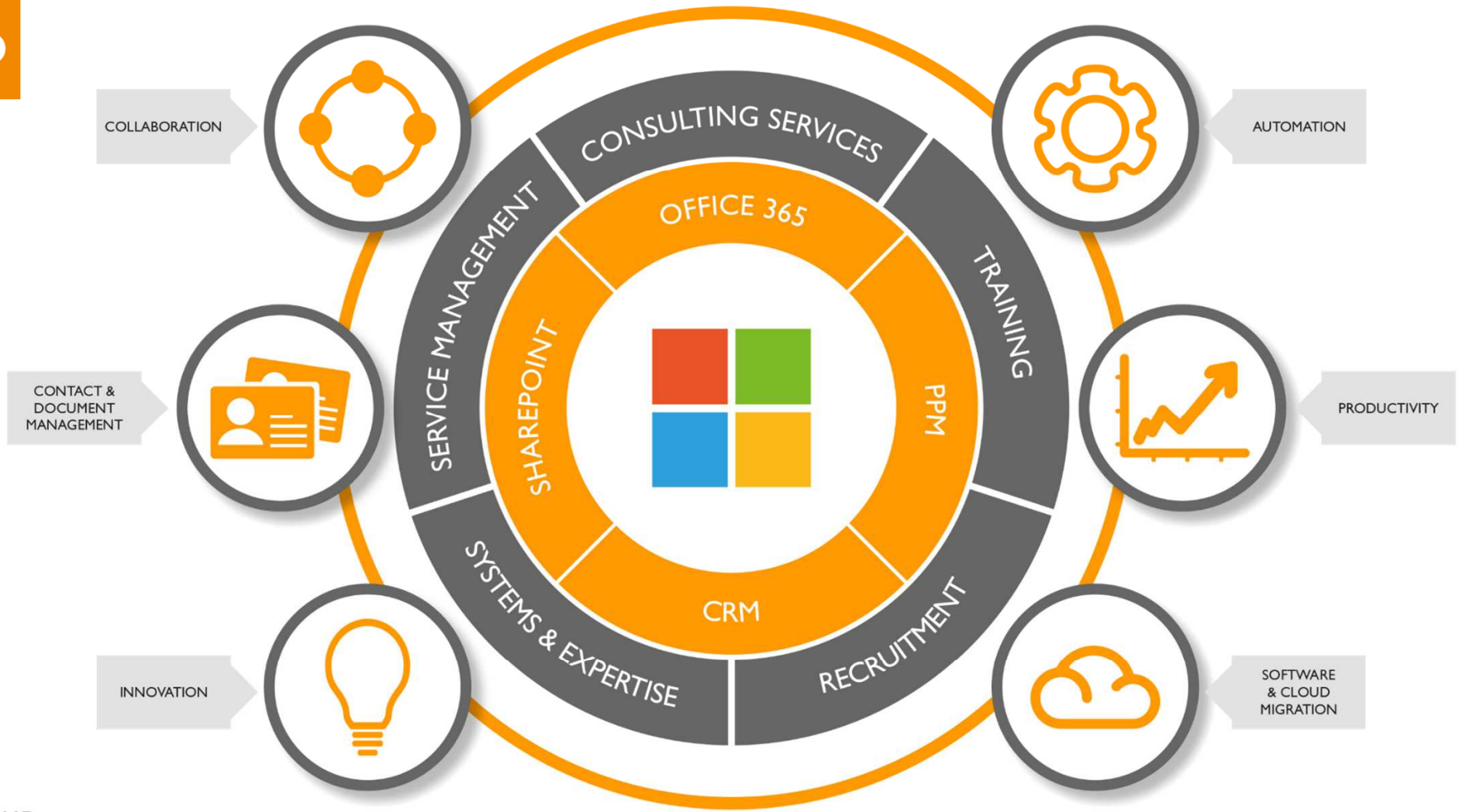
SOLUTIONS

Duncan Griffin

Project Solutions Architect



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We’re Microsoft’s Global PPM Partner of the year 2016

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We’re a finalist of UK Great Place to work 2016

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Building a business case for PPM

Preaching to the not quite converted….

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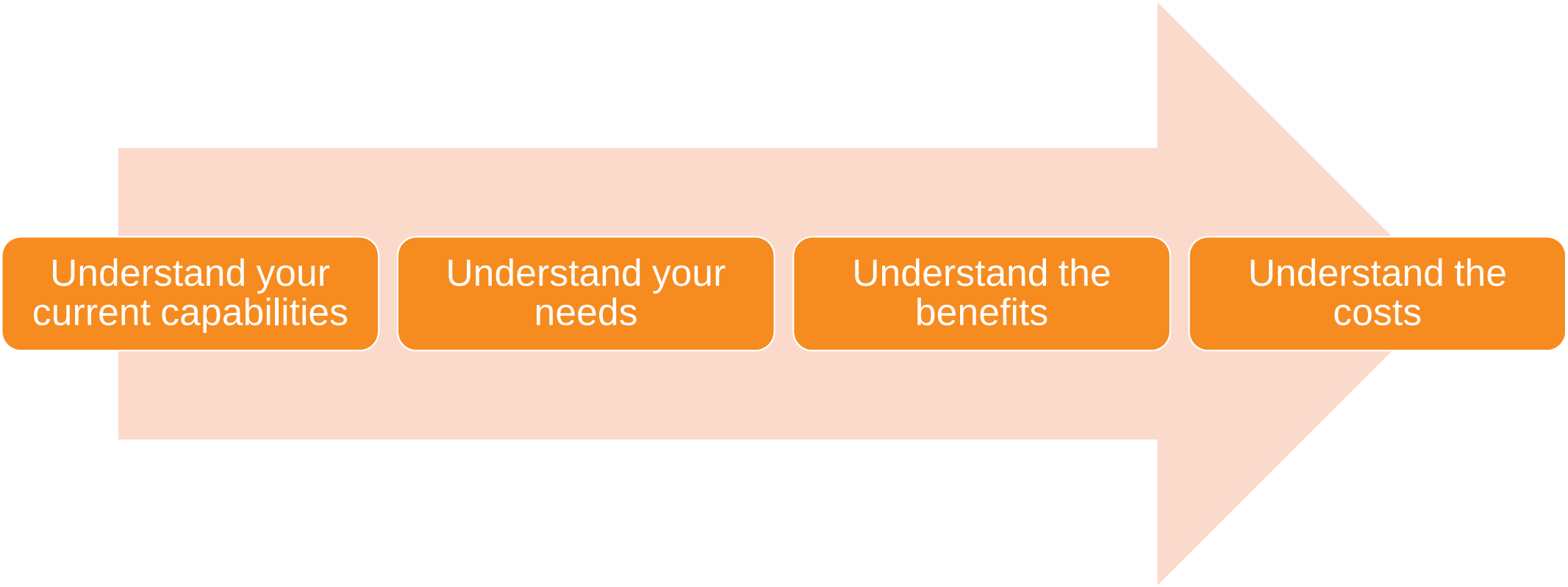
Build a better business case



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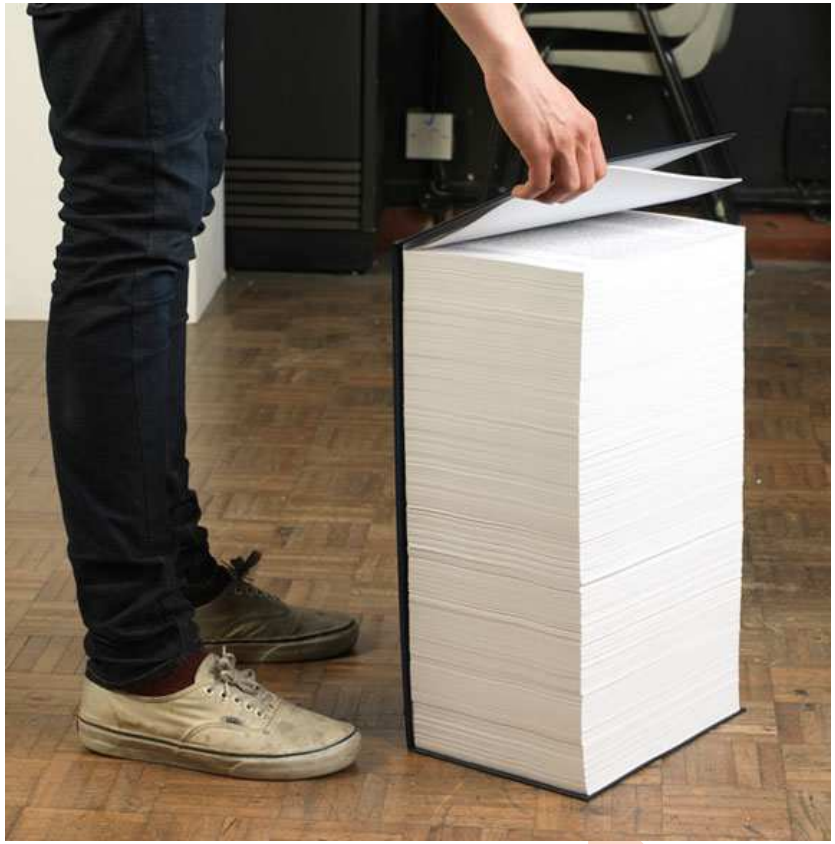
Understand your current capabilities

- You probably have PM Processes (they might not all be followed)
- You may have PM guidelines and training
- You may have reporting guidelines
- You may have resourcing guidelines

- The trick is understanding what actually drives PPM.

Quality Data, updated in time



Collate Process

Collate Real outputs

Interview Stakeholders

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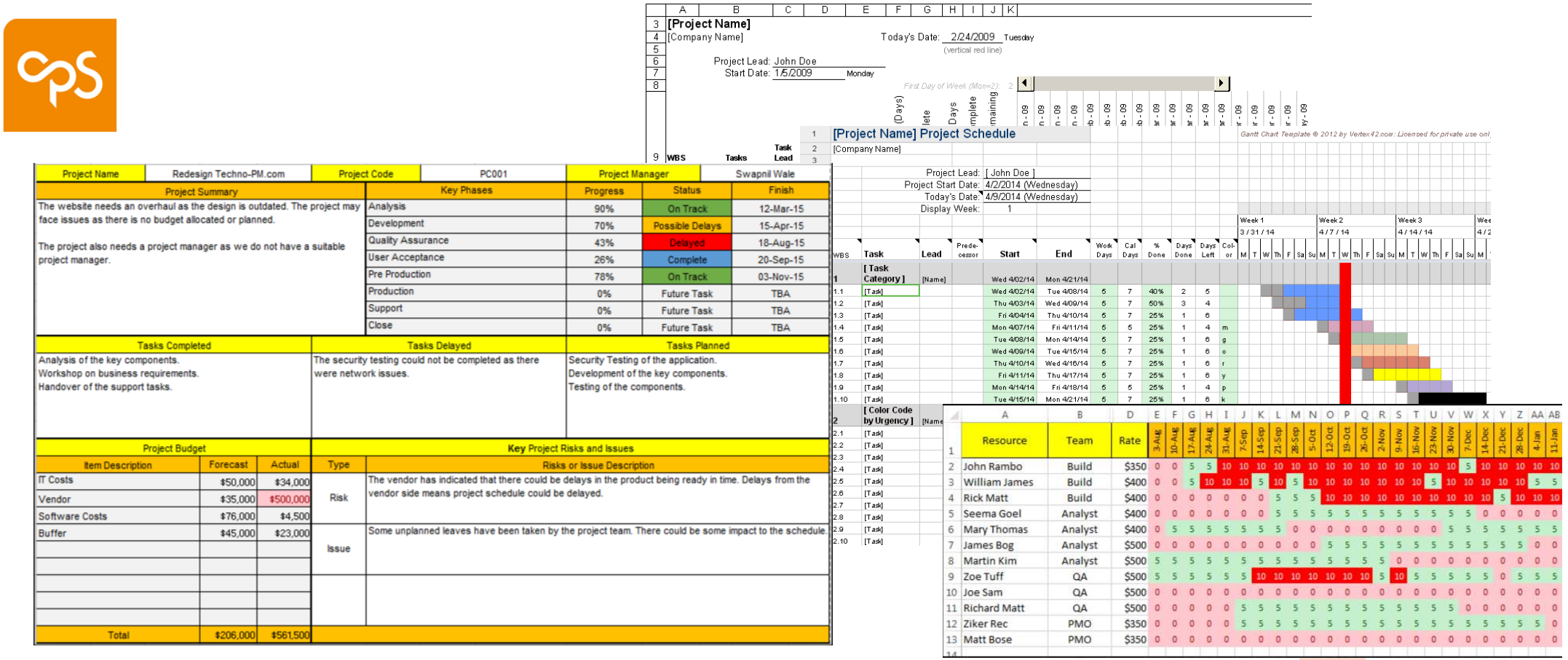

Project Name	Redesign Techno-PM.com	Project Code	PC001	Project Manager	Swapnil Wale

Project Summary	Key Phases	Progress	Status	Finish
The website needs an overhaul as the design is outdated. The project may face issues as there is no budget allocated or planned. The project also needs a project manager as we do not have a suitable project manager.	Analysis	90%	On Track	12-Mar-15
	Development	70%	Possible Delays	15-Apr-15
	Quality Assurance	43%	Delayed	18-Aug-15
	User Acceptance	26%	Complete	20-Sep-15
	Pre Production	78%	On Track	03-Nov-15
	Production	0%	Future Task	TBA
	Support	0%	Future Task	TBA
	Close	0%	Future Task	TBA

Tasks Completed	Tasks Delayed	Tasks Planned
Analysis of the key components. Workshop on business requirements. Handover of the support tasks.	The security testing could not be completed as there were network issues.	Security Testing of the application. Development of the key components. Testing of the components.

Project Budget			Key Project Risks and Issues	
Item Description	Forecast	Actual	Type	Risks or Issue Description
IT Costs	$50,000	$34,000	Risk	The vendor has indicated that there could be delays in the product being ready in time. Delays from the vendor side means project schedule could be delayed.
Vendor	$35,000	$500,000		
Software Costs	$76,000	$4,500		
Buffer	$45,000	$23,000	Issue	Some unplanned leaves have been taken by the project team. There could be some impact to the schedule.
Total	$206,000	$561,500		

[Project Name] Project Schedule

[Company Name]

Project Lead: [John Doe]
Project Start Date: 4/2/2014 (Wednesday)
Today's Date: 4/9/2014 (Wednesday)
Display Week: 1

WBS	Task	Lead	Predecessor	Start	End	Work Days	Cal Days	% Done	Days Done	Days Left
1	[Task Category]	[Name]		Wed 4/02/14	Mon 4/21/14					
1.1	[Task]			Wed 4/02/14	Tue 4/08/14	5	7	40%	2	5
1.2	[Task]			Thu 4/03/14	Wed 4/09/14	5	7	50%	3	4
1.3	[Task]			Fri 4/04/14	Thu 4/10/14	5	7	25%	1	6
1.4	[Task]			Mon 4/07/14	Fri 4/11/14	5	5	25%	1	4
1.5	[Task]			Tue 4/08/14	Mon 4/14/14	5	7	25%	1	6
1.6	[Task]			Wed 4/09/14	Tue 4/15/14	5	7	25%	1	6
1.7	[Task]			Thu 4/10/14	Wed 4/16/14	5	7	25%	1	6
1.8	[Task]			Fri 4/11/14	Thu 4/17/14	5	7	25%	1	6
1.9	[Task]			Mon 4/14/14	Fri 4/18/14	5	5	25%	1	4
1.10	[Task]			Tue 4/15/14	Mon 4/21/14	5	7	25%	1	6
2	[Color Code by Urgency]	[Name]								
2.1	[Task]									
2.2	[Task]									
2.3	[Task]									
2.4	[Task]									
2.5	[Task]									
2.6	[Task]									
2.7	[Task]									
2.8	[Task]									
2.9	[Task]									
2.10	[Task]									

Resource	Team	Rate	3-Aug	10-Aug	17-Aug	24-Aug	31-Aug	7-Sep	14-Sep	21-Sep	28-Sep	5-Oct	12-Oct	19-Oct	26-Oct	2-Nov	9-Nov	16-Nov	23-Nov	30-Nov	7-Dec	14-Dec	21-Dec	28-Dec	4-Jan	11-Jan
John Rambo	Build	$350	0	0	5	5	10	10	10	10	10	10	10	10	10	10	10	10	10	5	10	10	10	10	10
William James	Build	$400	0	0	5	10	10	10	5	10	5	10	10	10	10	10	10	10	5	10	10	10	10	5	5
Rick Matt	Build	$400	0	0	0	0	0	0	0	5	5	5	10	10	10	10	10	10	10	10	10	5	10	10	10
Seema Goel	Analyst	$400	0	0	0	0	0	0	0	5	5	5	5	5	5	5	5	5	5	0	0	0	0	0	0
Mary Thomas	Analyst	$400	0	5	5	5	5	5	5	5	0	0	0	0	0	0	0	0	0	5	5	5	5	5	5
James Bog	Analyst	$500	0	0	0	0	0	0	0	0	0	0	5	5	5	5	5	5	5	5	5	5	5	0	0
Martin Kim	Analyst	$500	5	5	5	5	5	5	5	5	5	5	5	5	5	5	0	0	0	0	0	0	0	0	0
Zoe Tuff	QA	$500	5	5	5	5	5	10	10	10	10	10	10	10	5	10	5	5	5	5	5	0	5	5	5
Joe Sam	QA	$500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Richard Matt	QA	$500	0	0	0	0	0	5	5	5	5	5	5	5	5	5	5	5	5	0	0	0	0	0	0
Ziker Rec	PMO	$350	0	0	0	0	0	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	0
Matt Bose	PMO	$350	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

Collate Process

Collate Real outputs

Interview Stakeholders

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Reality

GAP!

Expectation

Maturity

Collate Process

Collate Real outputs

Interview Stakeholders

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Understand your needs

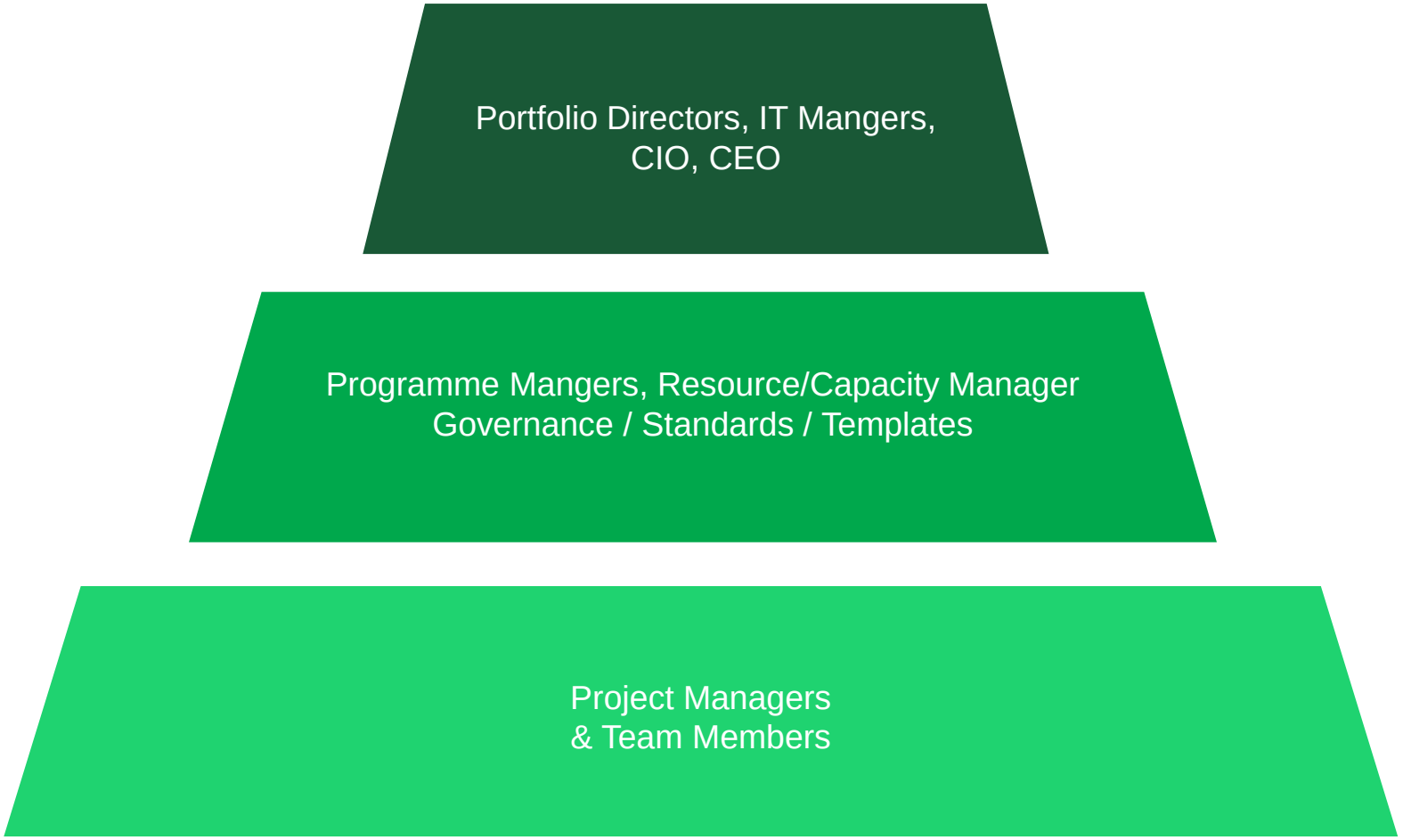
How Project Online helps Organisations

Project

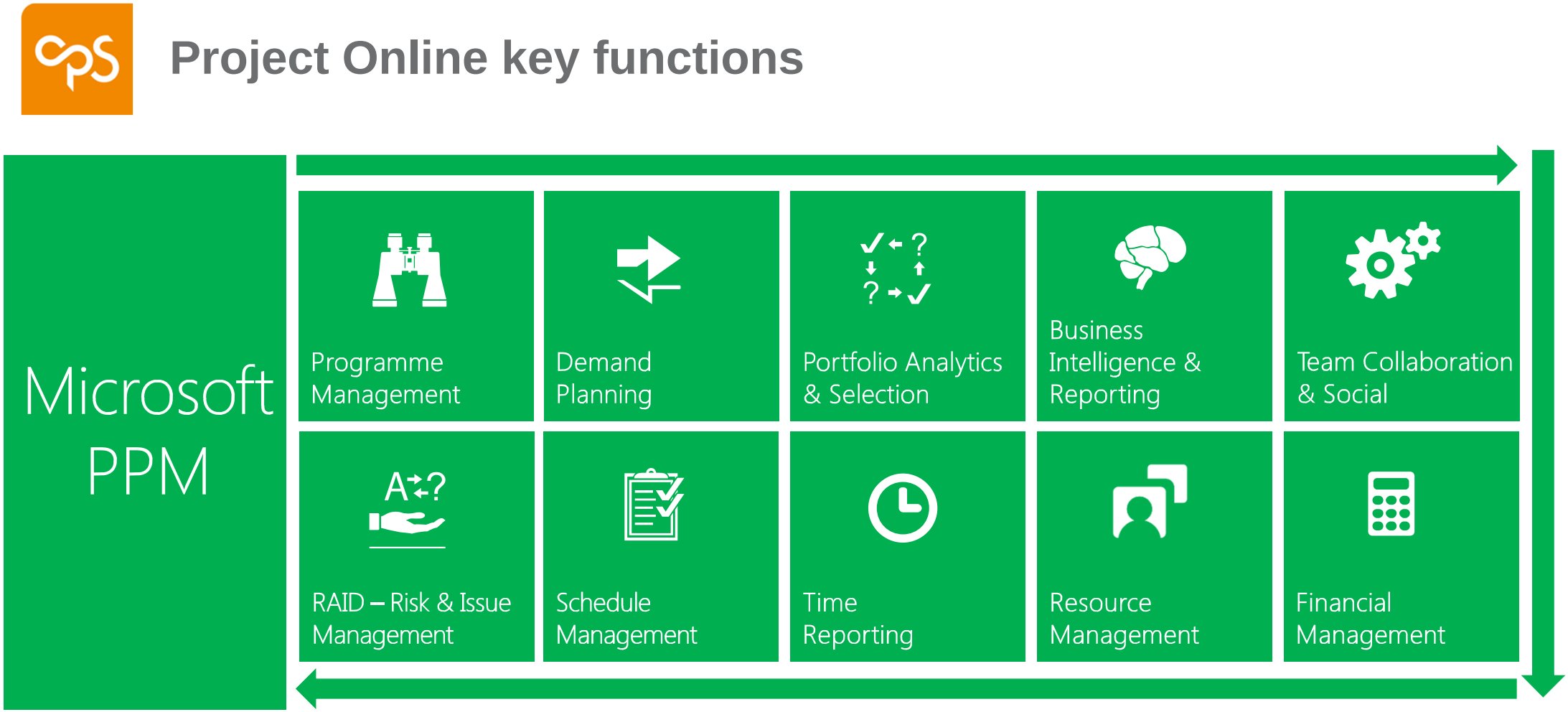
Project Alignment with Business Objectives

Programme Delivery & Resource Management

Project Delivery & Collaboration



Project Online key functions



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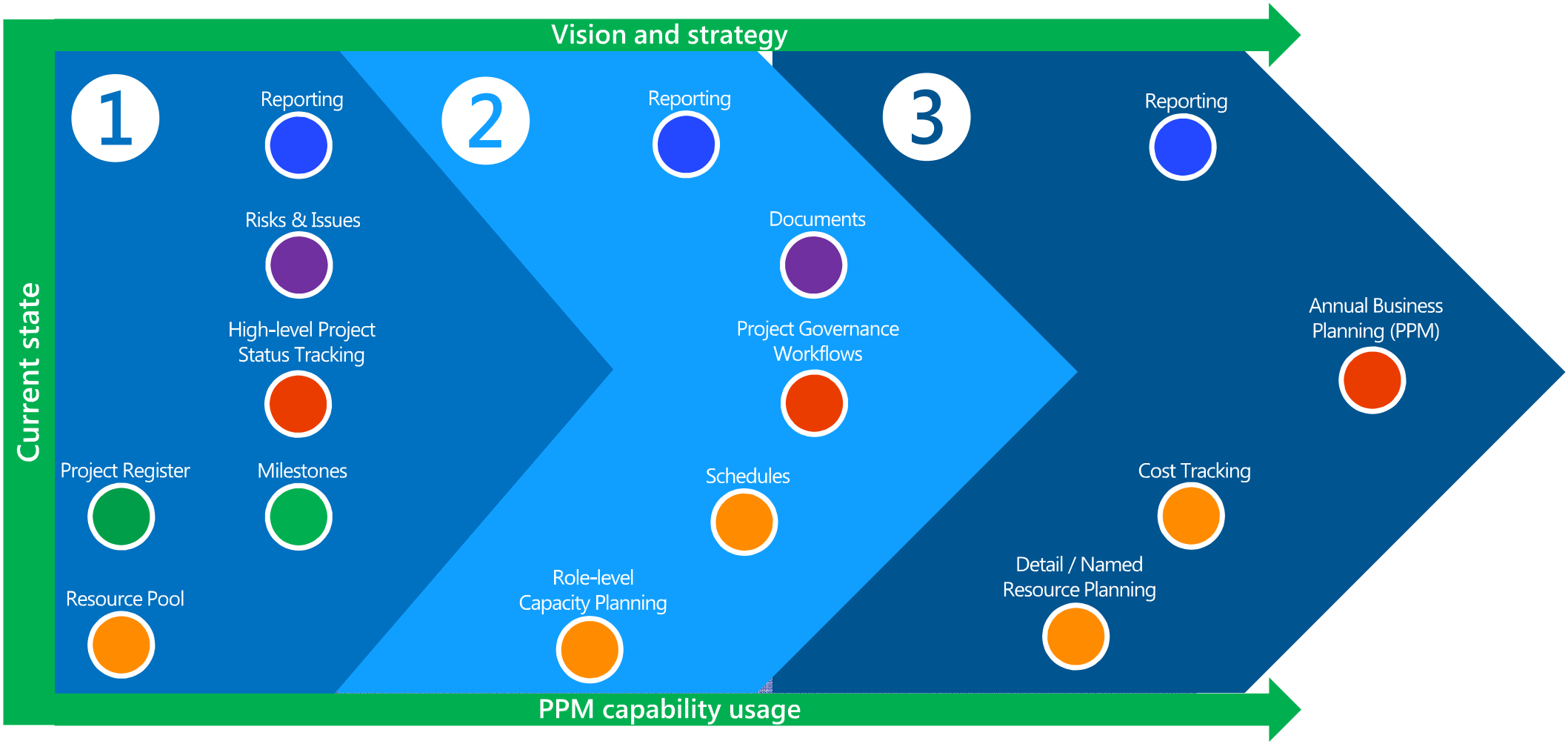
What do you need on day 1?



Understand your benefits

Reduce administration overhead of Project delivery by having a single source of data.

*Project Managers and Resource Managers have the information available to them to build and deliver on plans and reporting(This could be assumed a 20% of PM and PMO time saving).

PPM Benefits

Platform Benefits

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Reduce Burdon on Project Managers starting new projects

Building out templates and communication plans as Project Sites (with security) are created automatically
(This could be assumed 5 days per project).

PPM Benefits

Platform Benefits

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Reduce reporting time.

Sun	Mon	Tue	Wed	Thu	Fri	Sat
16	17	18	19	20	21 Complete Timesheets	22
23	24 Create Highlight Report	25 Create Programme Report Resource Meeting	26	27	28 Project Board Meeting	29

Reports will a by-product of people doing their job (updating plans and resources) rather than a bureaucratic overhead (This could be assumed 20% of PM and PMO time saving).

PPM Benefits → **Platform Benefits**

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Reduce Overruns and Mitigate Risk.

Building better plans, managing risk and sharing live data reduces the risk of failure and the cost of overruns (*Forrester indicates that a project solution can help reduce project cost overruns by 10%, “The ROI Of Project Portfolio Management Tools”, 2009)

PPM Benefits

Platform Benefits

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Get started immediately.

There are no infrastructure costs as all services are deployed as part of Office365. So you can start immediately without any infrastructure investment.

PPM Benefits

Platform Benefits

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On Demand tried & tested solid infrastructure.

Office 365

Improve agility, **reduce costs**, and provide the tools to work efficiently

$944K

in benefits resulting from infrastructure costs, implementation efforts, and licenses. - Forrester

Join 100's of millions of other users on Office365

PPM Benefits

Platform Benefits

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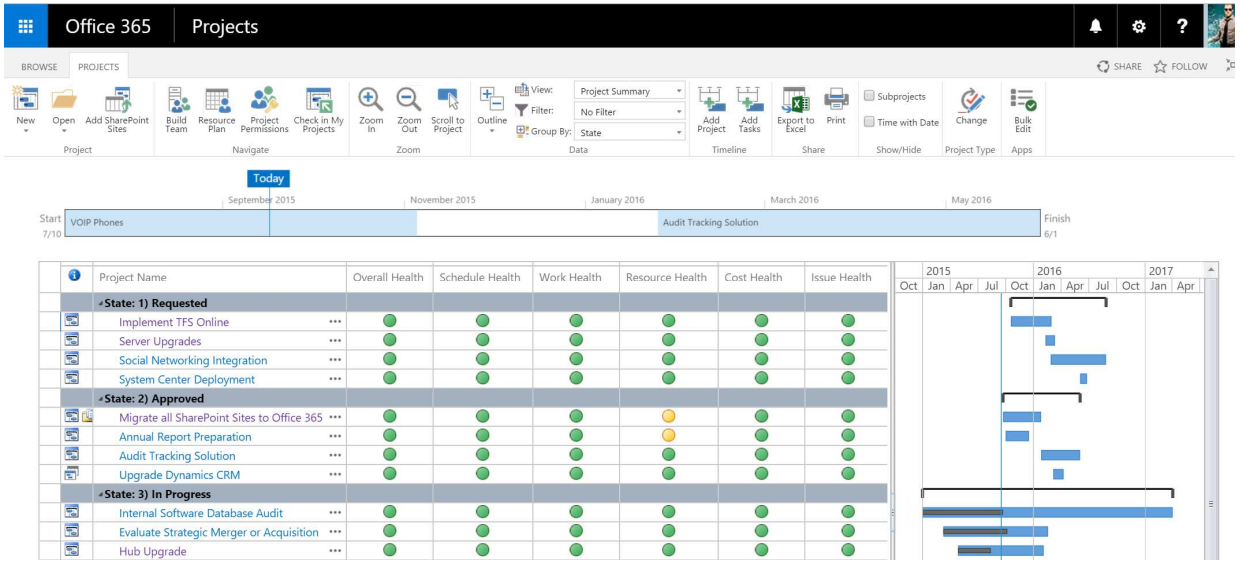
Easy User Adoption.



Familiar tools with an intuitive interface means that there is a lower costs of change (training/support)

PPM Benefits

Platform Benefits

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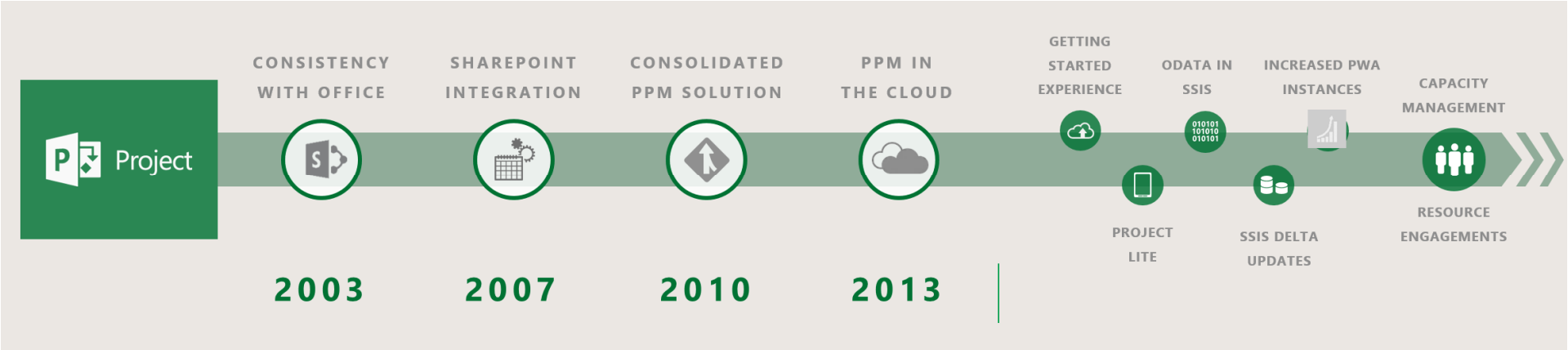
You will not need to do this again!



By moving to Project Online (an evergreen, always updated PPM solution), the platform will continue to evolve without you having to plan expensive upgrades or migrations ever again.

PPM Benefits

Platform Benefits

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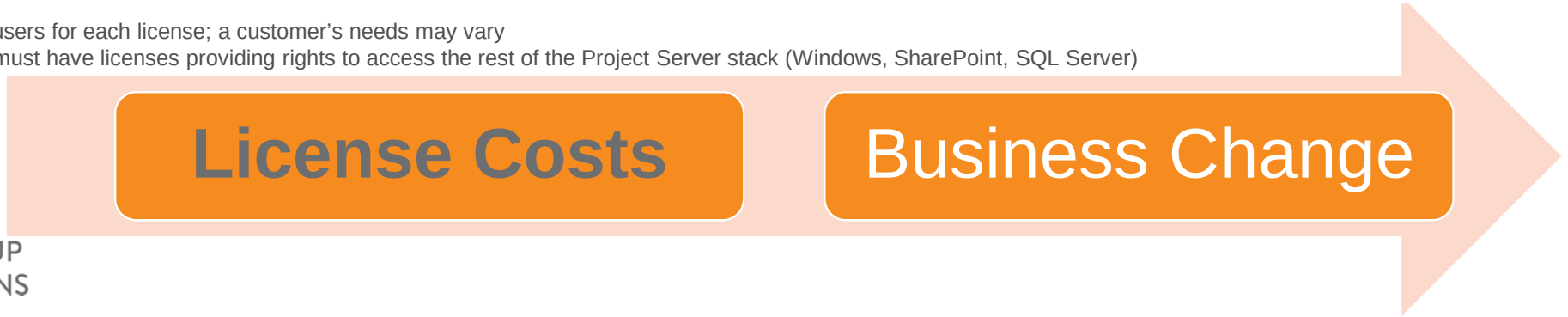
Understand the costs

You need to invest in licenses

Project Online Professional (desktop + Project Online)		Project Online Essentials	Project Online Premium
Project Manager[1]		Team Member[1]	Portfolio Manager, Executive, Resource Manager, Project Manager[1]
Project Standard (desktop only)	Project Professional (desktop only)	Project User CAL[2]	
		Project Server[2]	

[1]Suggested users for each license; a customer's needs may vary
[2]Customers must have licenses providing rights to access the rest of the Project Server stack (Windows, SharePoint, SQL Server)



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You need to invest in change

You need buy in

- Executive
- Champions
- + Users

You need to align solution to your methodology + implement supporting processes

You need to provide appropriate training + support

You need to govern usage to get value

You need more comms ☺

You need experience (you can work with a partner)

License Costs

Business Change

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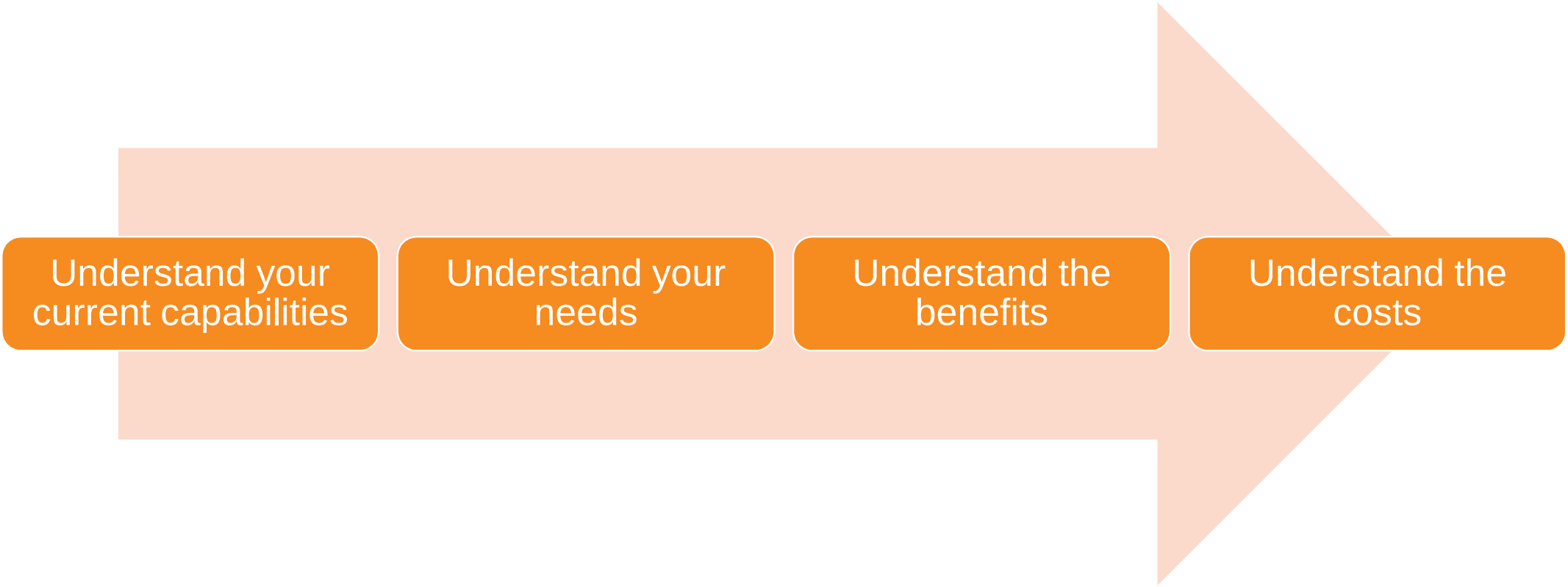
Build a better business case

Build a better business case



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PS+
Any questions?
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