



Combining PPM with SPM for end-to-end visibility

Radically reduce costs and significantly increase revenue

Project Challenge | 2022

The Power of Predictability

Introductions



Chris Henson
**Head of Customer Success
Representatives**



Tom Davies MBCS
Senior Solutions Consultant

Client references

"Cora gives us that single source of truth to what's going on in the organization and also gives us the ability to prioritize what's really important to us, allocate resources and funding for those projects to help move us into that strategic position is invaluable."

Sarah Malin
Head of Program Management,
CityFibre



"We have specific timelines, deliverables, stakeholder communications, risks and mitigations, all of these tasks need to be delivered and managed, Cora has helped us and supported us to be successful."

Alejandro Gutierrez,
Senior Engineer, Boston Scientific



"Cora really allows us to drill down into information so we can give our senior management the key decision-making information to make informed decisions on all our schemes."

Ian Thrupp
Head of Planning & Project Controls,
WSP



"We save time and money and deliver quality information and Cora's solution enables us to do this. We speculated that by virtue of having far less work to do to aggregate and produce quality output we could make efficiency savings of over £500,000 over the first two years."

Mark Cain,
Program Manager,
NHS Digital



"One of the reasons PwC got involved with Cora is because we liked the journey that Cora had been on. We really liked the product, where it was at and we absolutely liked it in comparison with a lot of the competitor products."

Sandie Grimshaw
Partner, PwC



"With Cora, we're able to sit around the table at senior management level and understand where we are much better than previously."

Paul Moody
Director of Global Engineering,
Allergan



"It works well at a low level for project planning, risk and issues, change logs, benefits tracking, weekly reports, etc. Then the PMO can roll up and summarize that low-level data into a full program/portfolio view."

Justin Leese,
Program Director,
Local Full Fibre Networks,
Department for Digital, Culture,
Media & Sport



"...it has an extremely customizable PPM solution, which is what we needed –a solution that would fit to the way our business processes operate"

Mark Ruettiger
North America Operations Manager,
Automated Logic



"Cora PPM gives us a single version of the truth. We've got 50+ countries in which we work, with 12,000 people in our part. We have in the region of 40,000 live projects everyday. Cora PPM provides us with insight into all of those projects"

Phil Howe
Project Management
Excellence Lead, Honeywell





Do you suffer from poor margins due to following an inconsistent project management methodology?



Are your engineering design & delivery teams misaligned with key events in your supply chain, causing them to miss contractual milestones? Is this, as a result, negatively affecting your revenue and margins?



Are you poor at estimating future projects, which causes your legal & management teams to unnecessarily increase reserves on estimates?



Are you hampered by disconnected systems? After all, poor data leads to poor decisions. Do you need to simplify and digitize your business processes?



Are you seeking accurate and real time data to help you make more comprehensive and dynamic strategic decisions? Are you looking to improve your connectedness and transparency?

Benefit from greater control and predictability



Gain from the experience we've garnered from a quarter century of global implementations. By having standardized workflows, reviews and signoffs, your Cora platform will ensure you:



Get operational efficiencies through digital transformation



Consolidate multiple point solutions into a seamlessly integrated solution



Improve collaboration between disjointed global workforces in remote working environments



Address growing supply chain challenges

“Control tower” predictive, actionable insight across the enterprise ...

Get rid of those gaps between planned and actual costs and delivery, so you can be confident of continually maximising your margins

Finance



Handover the project to customer – on time and to budget, ensuring customer satisfaction

Customer Satisfaction



Standardise project close out processes including lessons learned

Delivery



Sales/Bidding



Easily gather all the information necessary to make data-driven decisions about the portfolio

Planning/Budgeting



Make logical choices – scenario analysis of resources, assets, financials, strategy and make simple "Go/No-Go" decisions



Manufacturing

Manage the portfolio, executing projects successfully and feedback progress, via visual dashboards



Guaranteeing successful project delivery

Based on hundreds of implementations, Cora enables organizations to plan and manage long-term projects within high-value supply chains, ensuring their successful delivery.

What we do

We make sure that everything you do and make is delivered on time and on budget, thanks to our seamless integration of your schedules, forecasting, resources and financial controls.

How do we do it?

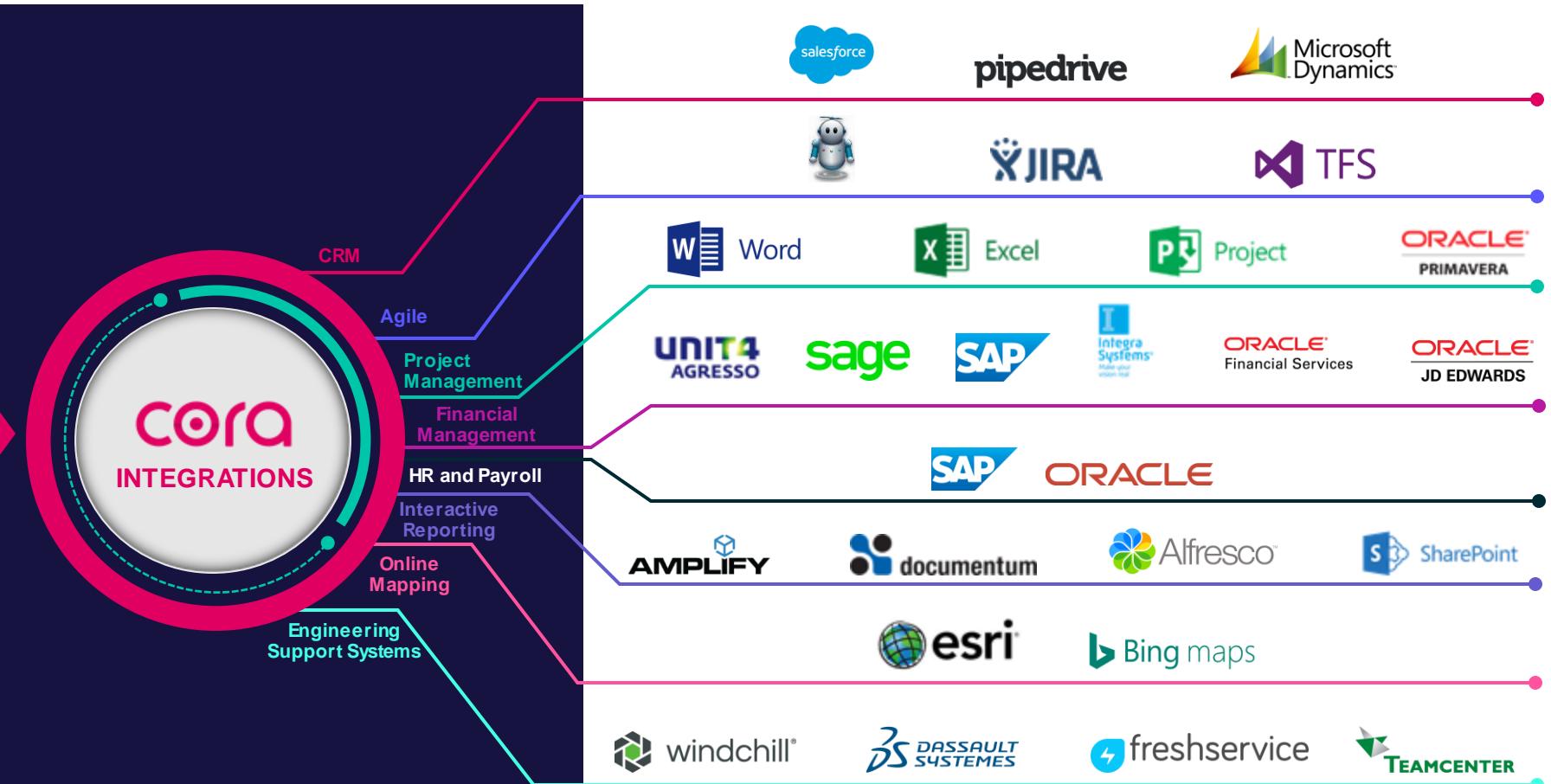
By streamlining and centralizing all your data, to give you immediate and effortless visibility into every project and across your portfolio.

What does that mean for you?

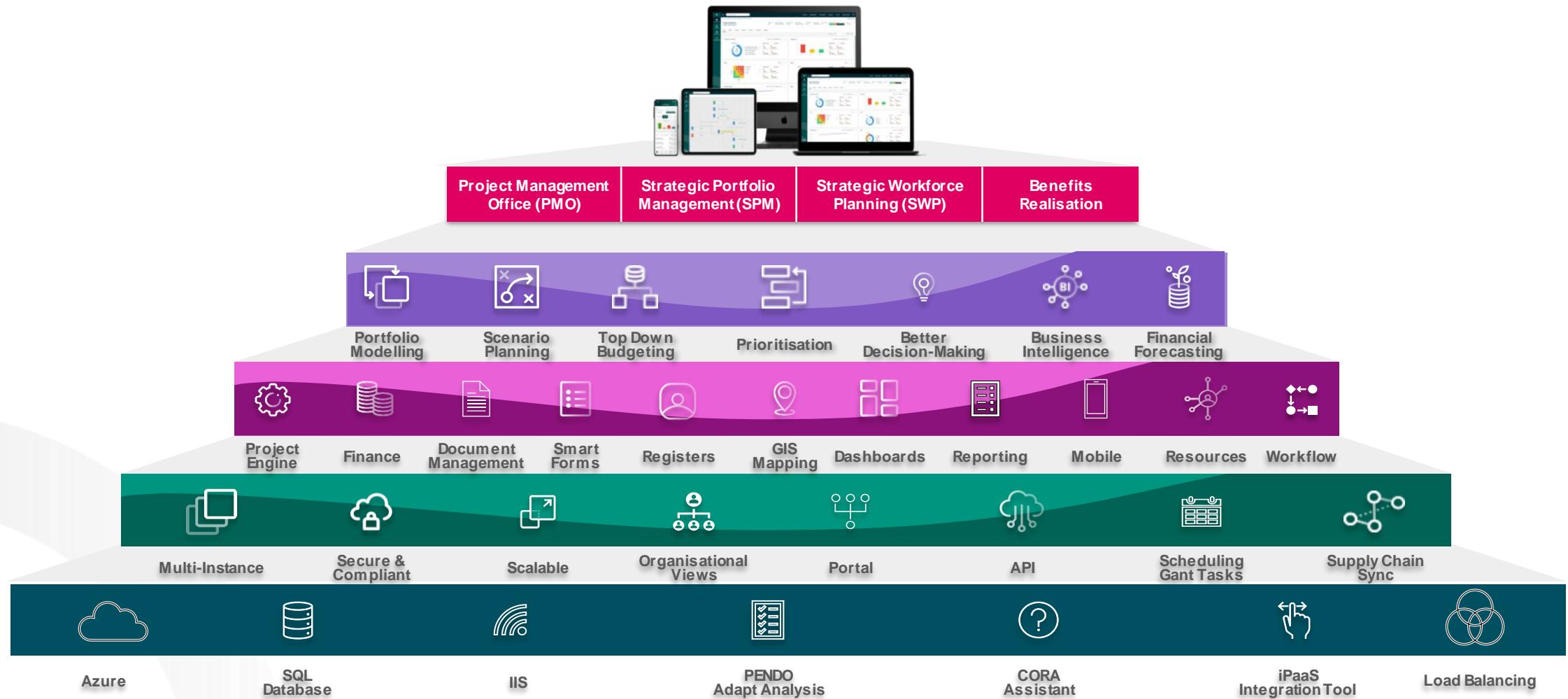
Those gaps between planned and actual costs and delivery are eliminated, so your costs and waste go down and your margins and revenue soar.

“Single source of truth” – at the nexus of enterprise architecture

- Consolidates heterogeneous data (financial, supply chain, technical and personnel) providing an integrated data portal
- Facilitates real time actionable insight, for instant unified cross-organisational view
- Flexible API architecture



Feature rich, next-gen solution drives compelling value to enterprises





Select the right projects

Consistently recognized by Gartner™'s Magic Quadrant for Strategic Portfolio Management, Cora combines strategic functionality with execution functionality so you make the right investment decisions.



Standardize processes

Integrate your business processes into a single, streamlined system, so all your data and documents are kept permanently up to date.



Sync your supply chain

We make you the 'control tower', collecting and orchestrating the data that all your materials, resources and assets generate.



Centralize your project data

Get immediate visibility into everything, wherever you are. It's all there on your dashboard.



Eliminate any deviation

Get rid of those gaps between planned and actual costs and delivery, so you can be confident of continually maximizing your margins.



Configured for and by you

Highly flexible due to its no/low code configurability, easily adapting to your business needs.



Product Demo

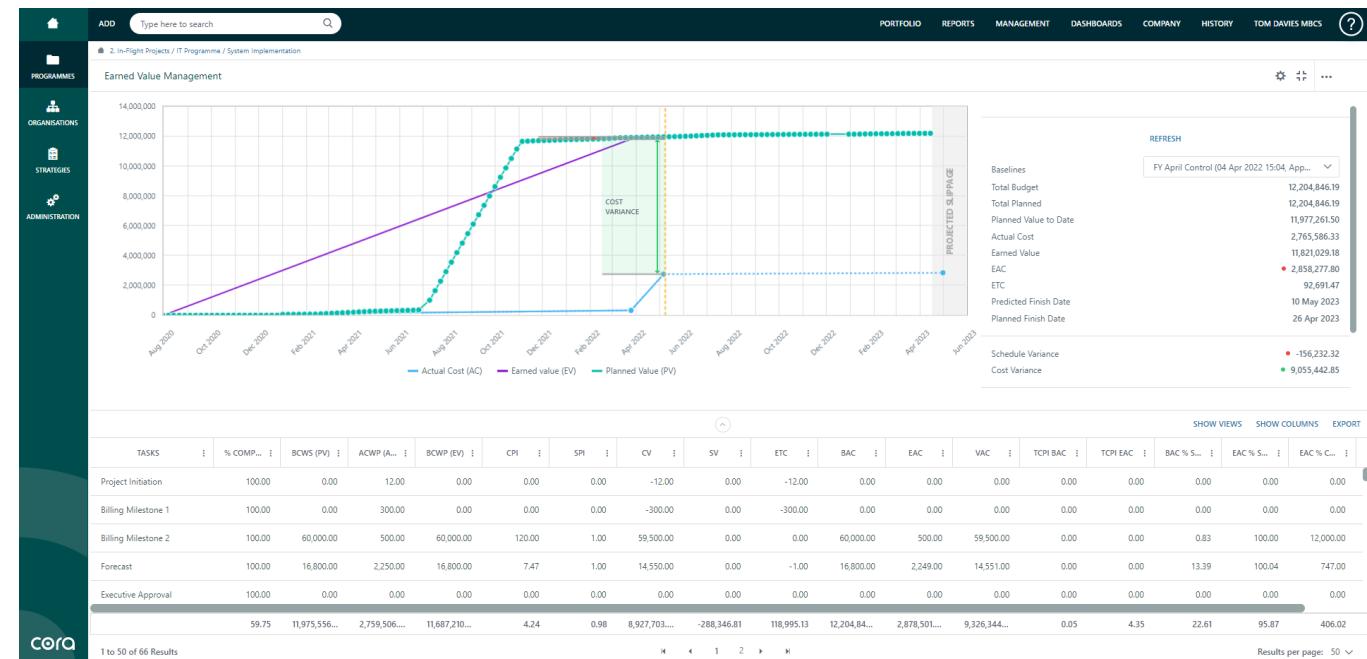


Tom Davies MBCS

Senior Solutions Consultant

Earned Value Management (EVM)

- >Show Schedule and Cost Variance for each project
- Show predicted finish date and cost based on current project performance
- Show EVM metrics on any project baseline
- 8 EVM techniques at task level
- 4 calculations for Estimate at Complete (EAC)
- Filter on different levels on the schedule
- Filter on Control Accounts
- Roll up to programme and portfolio level to see project metrics on a single line



Cora Assistant

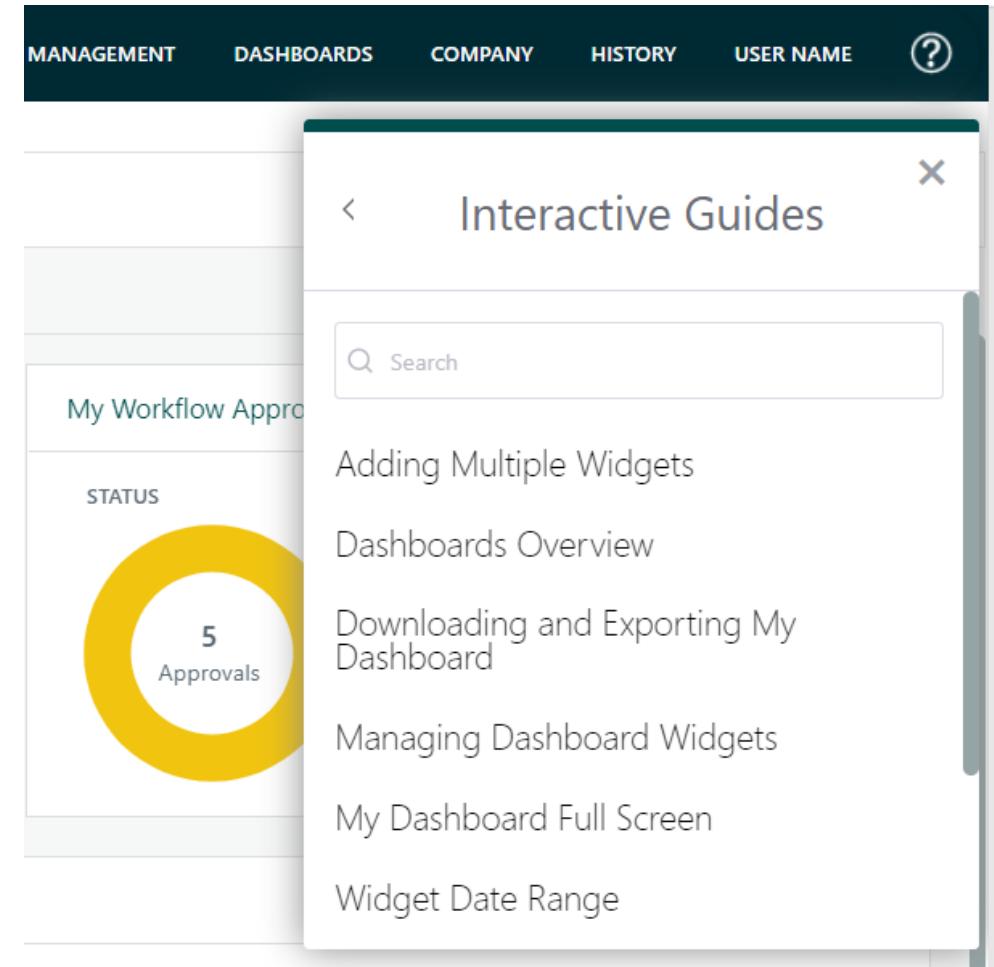
The Cora Assistant Module provides a suite of step-by-step guides on how to use Cora

Cora is shipped with a standard library of 120 on line guides to cover all key areas of the system.

Where a customer requires a guide to be developed to cover a bespoke area of functionality or an area of the Cora Platform that has been specifically configured for them these bespoke guides can be developed to reflect customers' requirements.

Typical examples of these items would be:

- ⦿ Customer Specific Navigation
- ⦿ Smart Forms
- ⦿ Project Registers
- ⦿ Workflow Processes
- ⦿ Financial Import Processes
- ⦿ Bespoke Product Modules

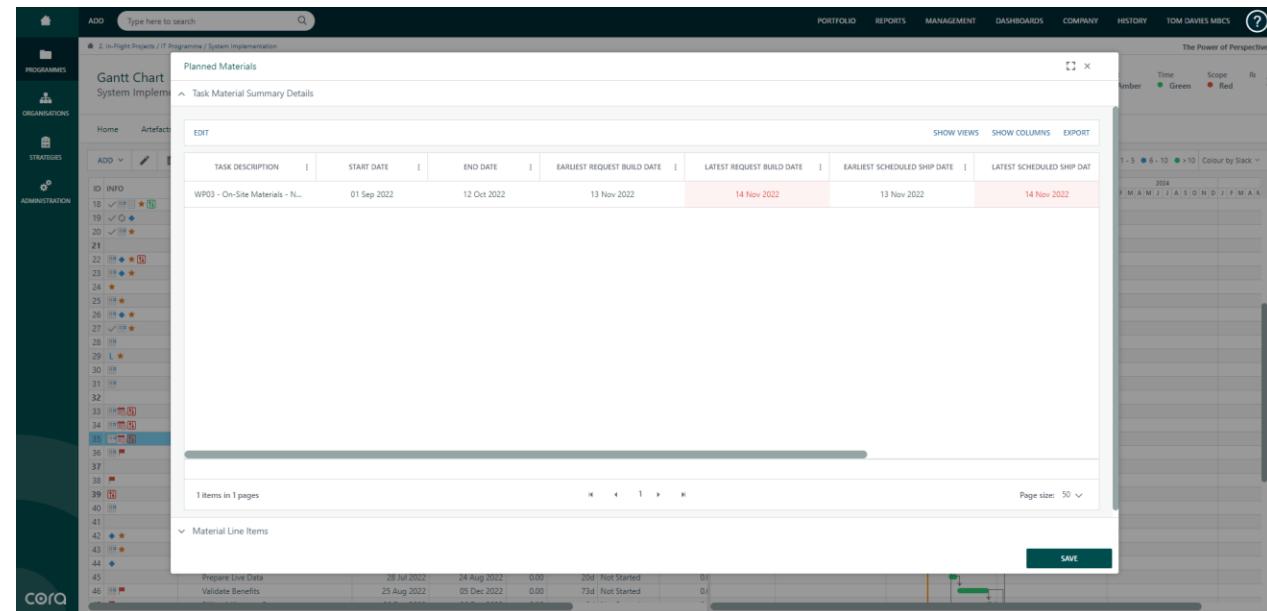


Supply Chain Sync with Schedule (SCSS)

- ⑤ Integration with ERP system to show key delivery dates of materials
- ⑤ Highlights warnings to PM about misalignment of material delivery dates and scheduled work dates
- ⑤ Align resources to avoid costly delays
- ⑤ Show key data such as material line items, quantity ordered, quantity shipped, cost and additional material meta data
- ⑤ Show data within the Integrated Master Schedule of Cora



31	Screening rig review	21 Dec
32	On-Site Materials	02 Nov
33	WP01 - On-Site Materials - South	02 Nov
34	WP02 - On-Site Materials - East	02 Nov
35	WP03 - On-Site Materials - North	01 Sep
36		20 Oct



The screenshot shows the Cora software interface. On the left is a navigation sidebar with 'PROGRAMMES', 'ORGANISATIONS', 'STRATEGIES', and 'ADMINISTRATION'. The main area has a header 'Gantt Chart System Implementation' and a sub-header 'Planned Materials'. A table titled 'Task Material Summary Details' shows a single row for 'WP03 - On-Site Materials - N...'. Below this is a Gantt chart with a single horizontal bar spanning from '01 Sep 2022' to '14 Nov 2022'. At the bottom, there's a table for 'Material Line Items' with two rows: 'Prepare Live Data' and 'Validate Benefits'. The Cora logo is in the bottom right corner.

Resourcing & Integrated Schedule

- Align the Schedule to the resource demand plan as part of integrated master schedule
- Highlight any changes made to the schedule for resource demands
- Push updates to the resource manager throughout the project
- Provide high level resource demand estimates before project execution phase
- Drag & Drop named resources to meet demand
- Resource Manager can allocate approved resource directly to tasks – automatically & manually
- Resource Manager Report to show % utilization, planned hours/days
- Reallocation of resources

This screenshot shows the 'Resource Demand' section of the Cora platform. It displays a grid where rows represent skills and columns represent months from January 2022 to September 2023. The grid cells are color-coded based on resource availability: green for 'Planned on Project', yellow for 'No Gap, No Issues', and red for 'Unfilled Demand'. A legend at the top right defines these colors. The interface includes a sidebar for 'PROGRAMMES', 'ORGANISATIONS', 'STRATEGIES', and 'ADMINISTRATION'. At the bottom, there's a 'cora' logo.

This screenshot shows the 'Resource Manager Report' section of the Cora platform. It features a heatmap where each cell represents a resource and a specific day. The color of the cells indicates the utilization status: green for 'Fully required on tasks', yellow for 'Under required on tasks', and red for 'Over required on tasks'. The report also includes sections for 'Company holiday', 'User holiday', and 'Non working day'. The interface includes a sidebar for 'PROGRAMMES', 'ORGANISATIONS', 'STRATEGIES', and 'ADMINISTRATION'. At the bottom, there's a 'cora' logo.

Project Forecasting & Payment Scheduler

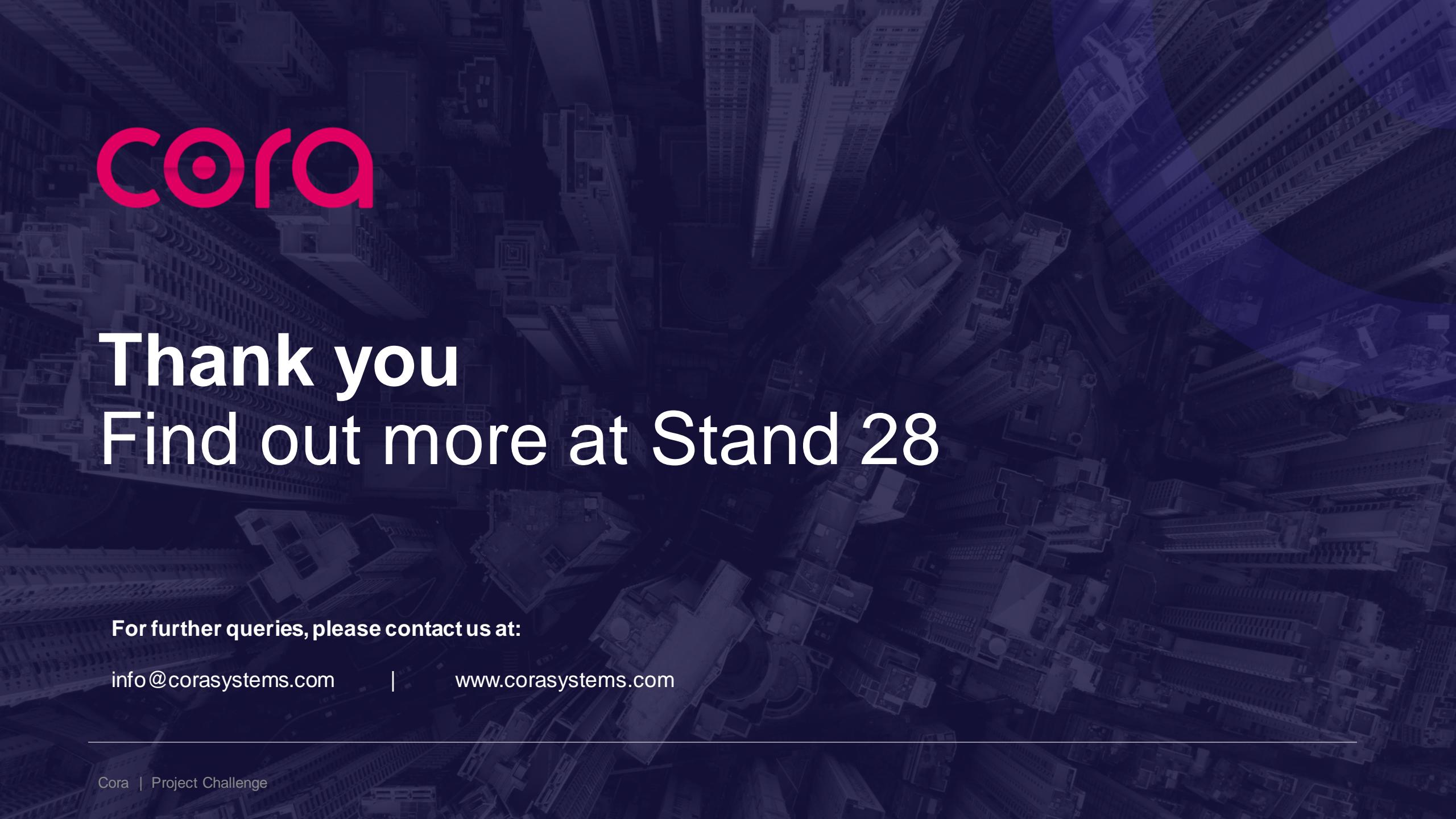
- ⑤ Forecast project costs of resources, materials & contingency
- ⑤ Load from the schedule to keep cost profiles aligned to project timelines
- ⑤ Linked to FMS to show actual transactions of Project Cost to Date (PCTD)
- ⑤ Create various iterations to optimize the cost plan
- ⑤ Ongoing variance is displayed to show remaining forecast by account code
- ⑤ Link Change Orders through change control register and workflow to capture additional costs throughout the project and automatically update the cost to complete
- ⑤ Calculate revenue through cost plus margin as well as through the Cora Payment Scheduler – create list of billing milestones to show project income and link these milestones to the schedule with dependencies to auto schedule incase of slippage

The screenshot displays a detailed financial forecast for a project. The table includes columns for Cost Category, Rate (HRS, COST), and various forecast periods (JUN 2022, JUL 2022, AUG 2022, SEP 2022). It also shows actual transaction data and variance from the cost to complete.

Cost Category	RATE		JUN 2022 FORECAST				AUG 2022 FORECAST				SEP 2022 FORECAST				COST TO COMPLETE		VARIANCE
	HRS	COST	HRS	COST	HRS	COST	HRS	COST	HRS	COST	HRS	COST	HRS	COST			
Labour - Project Management	4,519.75	\$58,440.00	11,81	205.00	29,725.00	105.00	15,225.00	664.00	101,340.00	60.00	1,619.00	254,075.00	1,448.39	22			
01.01.01 Consulting Engineer	150.00	240.00	36,000.00	3.33	-	-	-	-	-	-	-	-	-	-	-577.33	-57	
01.01.02 Engineering	150.00	800.00	120,000.00	-	-	-	-	-	-	-	-	-	-	-	-400.00	-400	
01.01.03 Portfolio Manager	160.00	223.75	35,800.00	-	-	-	-	-	-	-	-	-	-	-	-364.00	-140.25	
01.01.04 Process Engineer	250.00	240.00	60,000.00	-	-	-	-	-	-	-	-	-	-	-	-120.00	-120	
01.01.05 Project Controller	260.00	160.00	41,800.00	-	-	-	-	-	-	-	-	-	-	-	-10,098.99	-2.65	
01.01.06 Project Engineer	145.00	1,440.00	208,800.00	3.44	205.00	29,725.00	105.00	15,225.00	60.00	8,700.00	60.00	655.00	94,975.00	-4,233.28	-4.71		
01.01.07 Project Manager	260.00	784.00	203,840.00	1.92	-	-	-	-	-	-	-	-	-	-	-80.00	-2,627.08	-69
01.01.08 Project Planner	250.00	160.00	40,000.00	2.00	-	-	-	-	-	-	-	-	-	-	-928.17	-23	
01.01.10 QA Analyst	450.00	472.00	212,400.00	1.11	-	-	-	-	-	-	-	-	-	-	-1,583.11	-71	
Labour - R&D	136.00	-	51,820.00	-	-	-	-	-	-	-	-	-	-	-	-166.00	-5	
Materials	-	22,333.44	-	-	-	500,000.00	-	-	-	-	-	-	-	-	6,700,020.00	-19.00	
Other	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
TOTAL COST	4,615.75	1,514,833.44	11,81	205.00	526,795.00	105.00	115,225.00	664.00	101,340.00	60.00	1,619.00	254,075.00	-1,584.39	18.7			
TOTAL REVENUE	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-13,350,365.00	-	
TOTAL GROSS MARGIN	-	-	546,133.00	-	-	-429,735.00	-	-2,384,775.00	-	-2,848,460.00	-	-	-4,385,365.00	-	-	-	-
+ OVER/- UNDER BILLINGS	-	-	-	-	-	-3,100.00	-	-1,600.00	-	-8,700.00	-	-8,350.00	-	-	-	-	
+ POSITIVE/- NEGATIVE CASH FLOW	-	-	-	-	-	30	-	-3,000.00	-	-5,600.00	-	-5,350.00	-	-	-	-	

The screenshot shows a list of billing milestones for a project. Each milestone is linked to a responsible party, a due date, and a dependency on another milestone. The total amount, paid amount, and balance are displayed at the top.

INVOICE DESCRIPTION	PAYMENT TERMS	INVOICE DATE	DETERMINE	DEPENDANT ON	RESPONSIBLE	AMOUNT	READY TO INVOICE	AMOUNT PAID	DISCOUNT	BALANCE	DELETE
Billing Milestone 6	0	11 Feb 2023	11 Feb 2023	Billing Milestone	Continuous Improvement, Davies MBCS, Tom (davies)	3,500,000.00	No	0.00	0.00	3,500,000.00	☒
Billing Milestone 5	0	06 Dec 2022	08 Dec 2022	Billing Milestone	Validate Benefits, Davies MBCS, Tom (davies)	1,500,000.00	No	0.00	0.00	1,500,000.00	☒
Billing Milestone 3	0	05 Aug 2022	05 Aug 2022	Billing Milestone	Develop Policies Standards & Procedures, Davies MBCS, Tom (davies)	2,750,000.00	No	0.00	0.00	2,750,000.00	☒
Billing Milestone 4	0	06 Jul 2022	06 Jul 2022	Billing Milestone	Davies MBCS, Tom (davies)	2,500,000.00	Yes	2,000,000.00	0.00	500,000.00	☒
Billing Milestone 2	0	11 Jan 2021	11 Jan 2021	Billing Milestone	Davies MBCS, Tom (davies)	1,600,000.00	Yes	1,600,000.00	0.00	0.00	☒
Billing Milestone 1	30	06 Jan 2021	05 Feb 2021	Billing Milestone	Billing Milestone 2, Davies MBCS, Tom (davies)	1,500,000.00	Yes	1,500,000.00	0.00	0.00	☒



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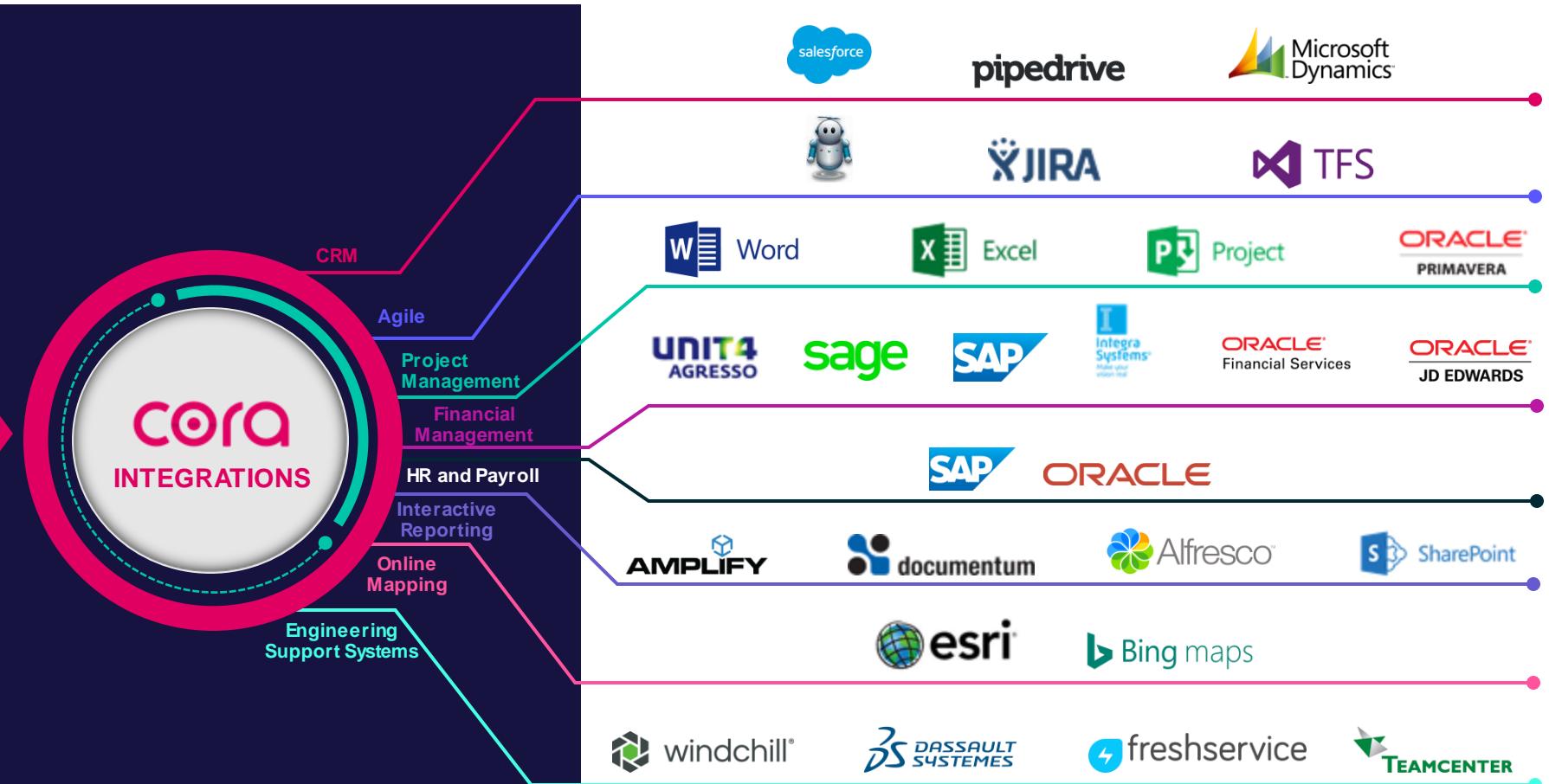
Thank you
Find out more at Stand 28

For further queries, please contact us at:

info@corasystems.com | www.corasystems.com

“Single source of truth” – at the nexus of enterprise software architecture

- Consolidates heterogeneous data (financial, supply chain, technical and personnel) providing an integrated data portal
- Facilitates real time actionable insight, for instant unified cross-organisational view
- Flexible API architecture



Cora can help you achieve measurable results

85%

resource allocation
a “slam-dunk”

55%

reduction in
Forecast volatility

50%

reduction in
cancelled projects

40%

reduction in
project deviation

1

Single View
from 22 systems

10%

Reduction
Of capital
Program costs

10hrs

reporting
reduced
to seconds

\$2.5m

Increase in
planned savings
annually

\$750k

efficiency
Savings
over 2 years