

Sentient
Portfolio Program Management

Portfolio Program Management

Maximizing the return on your investments



Sentient Software

Enterprise Cloud PPM

Sentient is a 100% privately owned New Zealand company with offices in Sydney, Melbourne and Auckland.

We are the leading Private Cloud Enterprise Portfolio Program Management (EPPM) service provider in Australasia. Sentient PPM was founded in response to a growing gap in the Portfolio Program Management industry in both the local and global market place.

Existing enterprise-wide PPM tools were highly expensive, took years to implement and offered little flexibility. They frequently failed to provide the visibility and control that organizations were looking for in order to maximize the value from their portfolio of investments. Sentient PPM is a Private Cloud based solution - available through an internet browser, anywhere, anytime. Enterprise Cloud offers a number of key benefits;

Speed of deployments – Sentient PPM can be up and running quickly. It is pre-configured for rapid implementation, and adapted to meet your individual requirements. There is no software to install - an internet browser, login credentials,

and initial introductory training is all that's required to get productive.

Accessibility – As a cloud offering Sentient PPM can be securely accessed from any computer anywhere with access to the internet. This provides you far greater flexibility and makes collaboration possible regardless of location.

Ease of use – Sentient PPM is a very user-friendly solution, providing simple and intuitive processes for new users to operate. Clear layout and design means that users require less training, reducing the risk of poor user adoption.

No infrastructure is needed

– This significantly reduces any dependency on internal IT capabilities to implement and support the solution, this also eliminates the asset management activities for tracking hardware, software licences, warranties, and support agreements needed for installed solutions. A cloud model also eliminates the need for you to manage server specifications, operating system and service pack levels, databases, and storage capacity.



Proven track record

Used by leading enterprises

Sentient PPM is being used by Australasia's leading enterprises across a number of diverse industry segments. We are also leading initiatives to bring about closer alignment between industry and higher education. In one

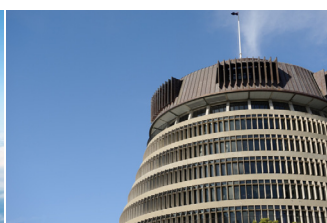
of these initiatives Sentient is jointly delivering a masters degree in conjunction with one of Australia's leading universities and also the Open University of Australia where it is used to teach best practice PPM.



Financial Services



Airlines



Government



Utilities



Media



Retail



ICT and Telcos



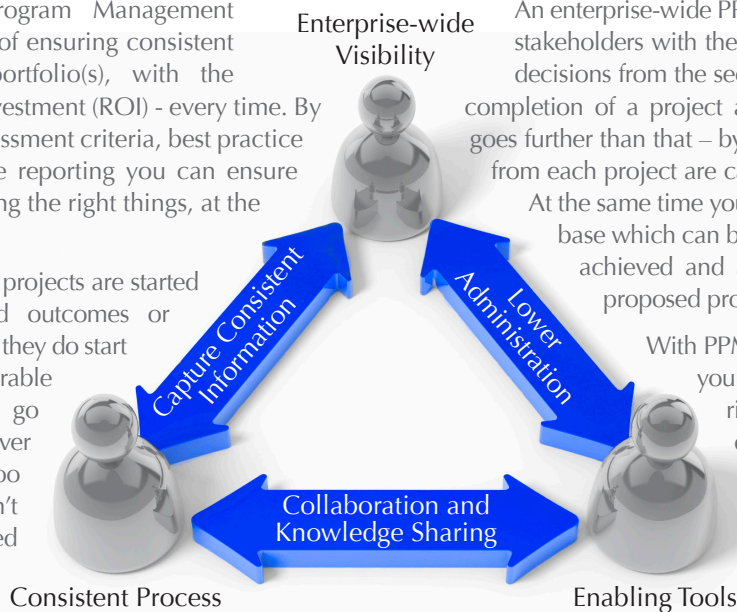
Universities

How can you benefit from EPPM?

Visibility and Control - making informed business decisions

Enterprise Portfolio Program Management (EPPM) is the best way of ensuring consistent results across your portfolio(s), with the maximum Return on Investment (ROI) - every time. By providing objective assessment criteria, best practice processes and real time reporting you can ensure the right people are doing the right things, at the right time.

Too many programs and projects are started without clearly defined outcomes or business benefits. Even if they do start with clear and measurable objectives, they often go off track and fail to deliver as promised. All too frequently they weren't the projects that provided the most benefit to the business in the first place.



An enterprise-wide PPM solution will provide key stakeholders with the visibility to make informed decisions from the seed of an idea through to the completion of a project and/or program of work. It goes further than that – by ensuring that the learnings from each project are captured in a consistent way.

At the same time you are building a knowledge-base which can be used to assess the benefits achieved and also act as a reference for proposed projects in the future.

With PPM, you can have confidence your portfolio(s) will have the right mix of projects, get delivered on time, under budget, and you will have assurance that there is a full audit trail to provide the essential governance and managerial control.

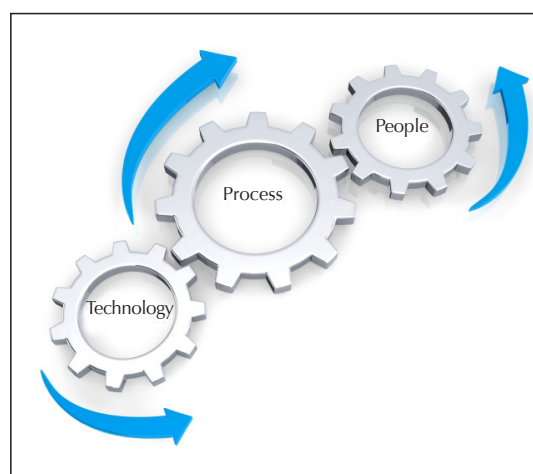
Our approach

Proven implementation and change management

Sentient have found a phased implementation approach to be the most effective way to implement Enterprise Portfolio Program Management across large organizations. In our experience some of the key benefits of adopting this method include:

- Provides tangible results quickly, demonstrating value to wider stakeholders across the business
- Enables early identification of risk areas, particularly with training and change management
- Allows the project team (Sentient and Client) to refine the implementation program for the subsequent phase

Change Management is a vital part of the rollout of any new business process or technology. It is as much about the people as it is about the new technologies and processes being implemented and requires careful planning early in the process to ensure that everyone understands and is supportive of the changes being employed. People will need to retrain, even change roles and can often feel threatened



by changes of this nature or feel uncertain about how this will affect them. We work closely with senior managers to ensure that the implementation has support at all levels and that regular communication is provided to all key staff

throughout the whole process. It is vital that key stakeholders are engaged and educated on the benefits that EPPM can provide - increasing the comfort level with the new technology and processes.

Our consultancy and advisory service offerings involve engaging a senior resource with a proven track record and subject matter expertise. By combining expert industry knowledge and experience with a working knowledge of the Sentient PPM solution, our

specialized consultants are able to assess your business needs, identifying strategies to move your PPM maturity forward and by leveraging key learnings from other Sentient PPM implementations. This ensures the best possible business outcomes are achieved, with fast adoption and realization of the business benefits.

Delivery & Visibility

The modules within this quadrant have been designed to address common challenges faced by organizations in the delivery of projects and programs which prevent them from maximizing their return on investment.

Sentient PPM **Delivery and Visibility** provides a framework for enterprise-wide visibility and control of all projects and programs as they are being delivered. Real-time information means key stakeholders are kept fully informed about the progress and overall health of their 'in flight' projects. Having this information readily available means that decisions will be informed and proactive. Your project teams will have the right tools to consistently manage and report on their projects and programs, seamlessly share information and collaborate to create better outcomes - wherever they are located. This ensures the smooth running and successful completion of your programs of work and projects.

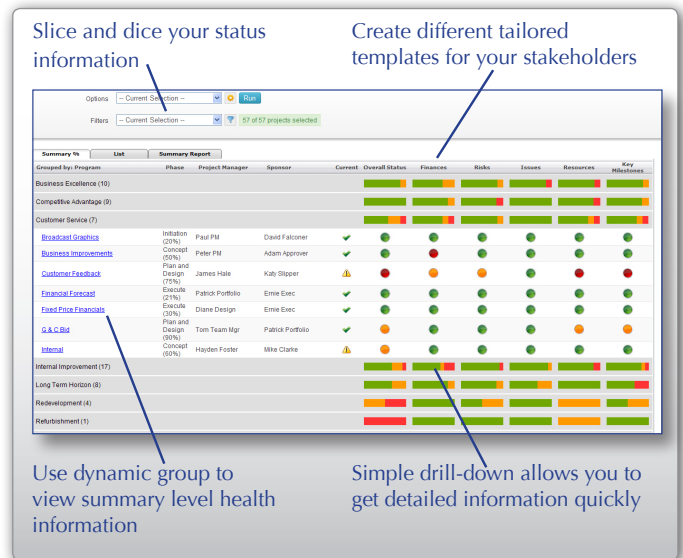
The six Sentient PPM modules are:

- Pipeline Management
- Status Reporting
- Risk and Issues Management
- Financial Management
- Change Management
- Collaboration Tools

Summary Status Reporting

Real time visibility of the overall health of your portfolio(s) as your programs of work and projects are being delivered.

Manage by exception – drilling into further details if and when required.



Governance & Compliance

The **Governance and Compliance** quadrant provides a centralized solution for achieving effective enterprise wide governance and compliance across your organization.

Effective governance and compliance is critical to managing enterprise risk and ensures that the appropriate care and diligence is applied to the different types of activities undertaken by the business. In doing so, the business is able to become more effective at delivering to strategic and operational objectives through improved consistency and adherence to policies and processes. Sentient PPM utilizes flexible compliance checklists, approvals and formal gating to enable you to achieve a minimum level of compliance across your different types of initiatives and projects – making sure the right things happen at the right time.

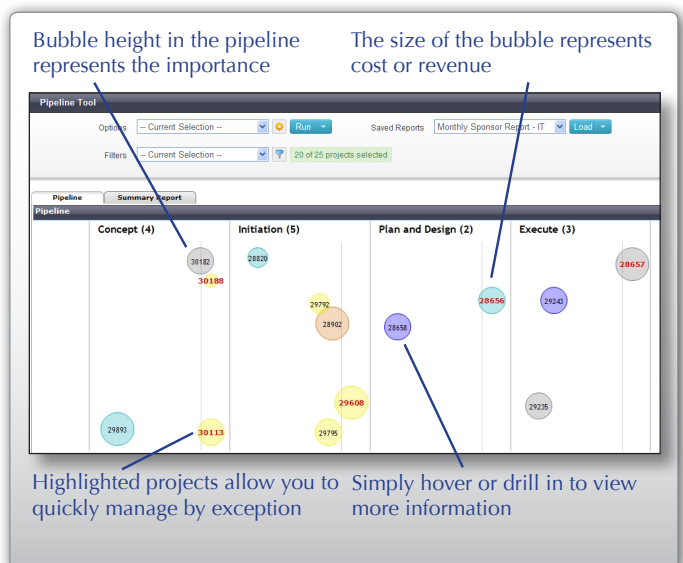
Compliance checklists outline the activities that need to happen at each process phase to support your processes and organizational policies. The approvals framework can enable any type of approval across your organization from gate approvals, financial approvals (DFA's), through to approvals around specific regulatory or environmental policies.

The two Sentient PPM modules are:

- Governance and Control
- Audit and Compliance

Pipeline Management

Create your own set of standardized gate milestones to ensure all projects are adhering to the established delivery process; this helps you to monitor milestones for entire programs of work. Everyone in your organization can see next gate milestones and can prioritize efforts to effectively manage timely delivery.



A simple, single enterprise solution

Pathway to EPPM Maturity

Sentient PPM is a true enterprise platform that has been designed with the dynamic nature of organizations in mind. The overall solution is made up of a series of modules which are communicated in four key areas; Assessment and Prioritization, Delivery and Visibility, Governance and Compliance, and Resource and Team Management. Within each module there are a suite of features which fit together to address key challenges faced by organizations. Each of these modules can function individually or integrate as part of a full enterprise-wide PPM solution.

EPPM Pathway

Sentient subject matter experts will assess your specific challenges to identify strategies to move forward your PPM capabilities. Defining a unique roadmap with you provides direction and drives our overall implementation and change plan. By starting

with the modules that address the key challenges being faced we are able to provide tangible results quickly and demonstrate value to the wider business. Then over time, you can choose to implement other modules which

support your key objectives and pathway to enterprise-wide PPM maturity.

Autonomy

Across an organization there are typically pockets where PPM processes and capabilities are stronger than others. As a result, we often implement within different parts of an organization at different times and also may implement different modules to support the specific challenges and

needs of any given part of the business. The Sentient PPM solution is flexible enough to provide autonomy to each part of the business however still provides the enterprise level governance and reporting.



Sentient PPM in action

Company A is a large Australasian organization operating in a highly competitive and dynamic business environment. With teams located across three main centres they were facing a number of enterprise-wide challenges.

Key PPM Challenges

- Poor visibility and governance of their program and project delivery processes
- Inconsistent, time consuming ad hoc reporting practices
- Poor capture and assessment of new initiatives across their organization
- Inconsistent Program and Project Management disciplines across the organization

Solution

A phased enterprise-wide implementation.

Phase 1

We started the rollout within the IT department as it already had well established delivery processes and disciplines, so implementing the key Delivery and Visibility modules provided instant benefits and demonstrated value across the wider business.



Phase 2

Rollout of Delivery and Visibility modules across Property and Shared Service groups. We also implemented Governance & Compliance enterprise wide for capital approvals and to formalize enterprise level stage gates.

Phase 3

Focussed on implementing Assessment and Prioritization in order to capture and assess new initiatives across the organization – supporting annual and quarterly planning. This enables more informed decision and alignment with strategic drivers.

We understand that each organization has different challenges and competing initiatives requiring a tailored pathway to maturity. With our experience we'll provide the best fit for your business.

Increase ROI, reduce disruption

Integration with existing platforms

Integration is an important facet when introducing a new enterprise system in to your existing ecosystem.

Seamlessly share information

Within your organization there will be a number of existing systems and processes in place that you have invested in and which people are familiar with.

Therefore it is important to identify the key touch points with your PPM solution and where necessary establish a connection to re-use the information between systems.

Not only will you continue to leverage the investment from existing assets but also minimize the change management effort involved.

Sentient makes it as easy as possible by offering different out-of-the-box and customized integration solutions. Sentient has a number of 'Out-of-the-box' integration options with different Microsoft products including Sharepoint, Project, Word and Excel.

Web Services

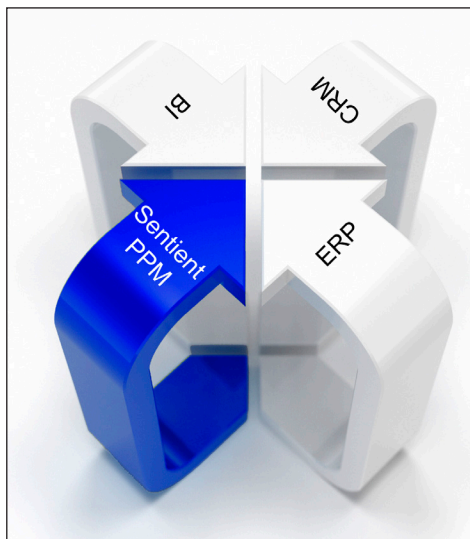
Our Web Services Framework exposes an interface to allow external service-oriented applications to interact with Sentient PPM. An example of this is connecting Sentient PPM with your finance system such as SAP or Oracle.

Salesforce

Sentient PPM allows you to seamlessly extend your Salesforce.com platform to manage all of your project delivery and related activities. Sentient PPM is embedded into your existing Salesforce implementation, and the intuitive interface seamlessly blends into the Salesforce features you are already familiar with.

Single Sign-On

A Single Sign-On (SSO) service for authenticating users against your internal identity management system allows you to leverage existing user authentication services. Users don't have to remember different passwords or log into multiple systems.



Continued partnership

Working together to achieve outcomes

We are proud to be the preferred supplier to some of the largest businesses in Australia and New Zealand. Our clients are our biggest advocates, and are passionate about the value Sentient PPM provides their organizations. Each implementation is the start of a long term relationship where we work closely with our clients to help them towards their longer term PPM objectives.

Share key learnings

Sentient encourages its clients, who are all at different stages in their journey to collaborate. Real-world learnings can be shared providing guidance and valuable insights into their experiences implementing and adopting PPM within their organizations. We are proud to have built our product alongside our

customers, this has ensured that we are aligned with the market and continue to provide our clients with relevant PPM outcomes. Clients are actively involved in the direction of Sentient PPM's Roadmap through our Annual Customer Forum, Product Working Groups, and Discussion Forums.

Track record

This collaborative approach has created mutual success and ensured maximum business benefit for our customers. Our track record of long term customer relationships is testament to our culture.

Sentient is committed to customer service and supporting our clients in the adoption of good business practices and their own tailored pathway to enterprise-wide PPM maturity.





Our partners

For specialist industry expertise

Sentient has key partners which provide us expertise in specific industry sectors. Our partners offer consultancy and support services to our clients, and are trained to

the same high standards as our own staff. So you can be assured of the same high quality of service when working with them as you would working with us directly.



Sentient Software Limited

www.sentientppm.com :: info@sentientppm.com
New Zealand +64 9 366 0655 :: Australia +61 2 8006 2334

Copyright © Sentient Software Ltd.