Supercharge your Project Management Processes with Best of Breed Solutions



Introductions

Stephanie Smith – Inside Sales Brittenford Systems



Cynthia West – VP, Sales and Marketing Project Insight



Natalie Solomon Divney – Project and Portfolio Management Consultant





Brittenford Systems – What We Do

- > ERP/Financial Management
- > Enterprise Performance Management
- > Strategic Infrastructure Consulting
- Collaboration, Workflow and Analysis
- > Data Integrations, Reporting, and Analysis
- > Application Development
- > Temporary Accounting Staffing

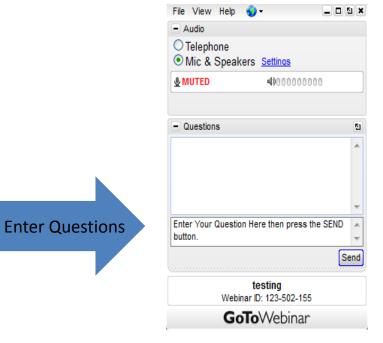
Plus End User Education and Dedicated User Support



Empowering Organizations to Leverage Financial Management Applications



How to Ask Questions...





Today's Agenda

- > Common Project Management Challenges
- > How PPM Solve Challenges
- **>** End User Case Study
- > Question and Answer





Supercharge your Project Management Processes with Best of Breed Solutions





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Project Management Tools



- 90% of project teams do not have a centralized
- tool to manage projects
- Poll question What tools do you use?







No centralized place to manage projects









No overview of team members' workloads











Reports assembled manually, time consuming



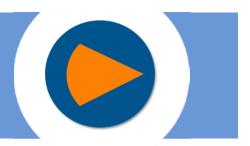




Management frustrated with cost overruns



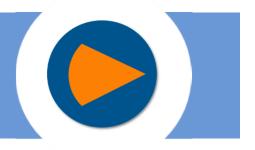




Clients frustrated with project delays



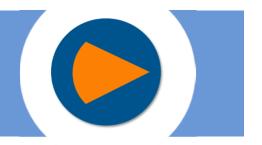




No good way to share files or info with team in field







• How many people have one or more of these challenges?



Benefits of PM Software



- Produces an expected overall return of 255%
- 44% more likely to complete projects on time
- 38% more likely to complete projects within budget
- 52% more likely to reach project's expected ROI
- 40% reduction in discretionary spending
- 5% increase in human resource efficiency with PPM



Powerful and Easy



- Cloud-Based
- Project Requests
- Portfolio Prioritization
- Intelligent Scheduling
- Resource Allocation
- Executive Dashboards & Reports
- Collaboration
- Document Management
- Approvals
- Multi-Step Forms
- Issue Tracking
- Change Orders

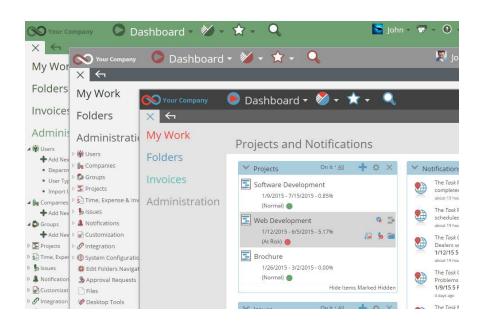
- Alerts & Notifications
- Outlook Integration
- Office Integration
- Integrated Calendar
- Time Tracking
- Expense Tracking
- Budgeting & Costing
- Mobile Site
- Agile
- Robust Permissions
- Customizable



Cloud-Based



- Provides central place for projects
- Access, update and edit projects
- Any time, anywhere
- Branding
- MAC and PC
 - -Internet Explorer
 - -Firefox
 - -Chrome
 - -Safari

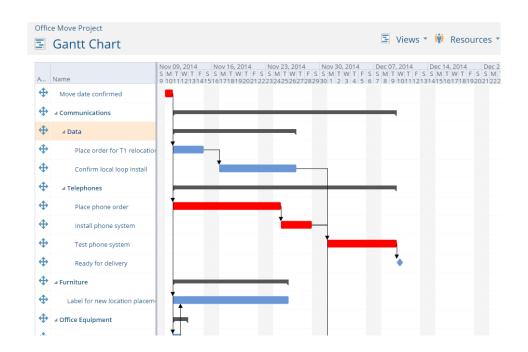




Intelligent Scheduling

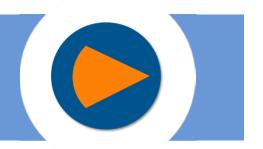


- Interactive Gantt charts
- Project templates
- Inline editing
- Import from MSP
- Export to MSP
- Multiple baselines

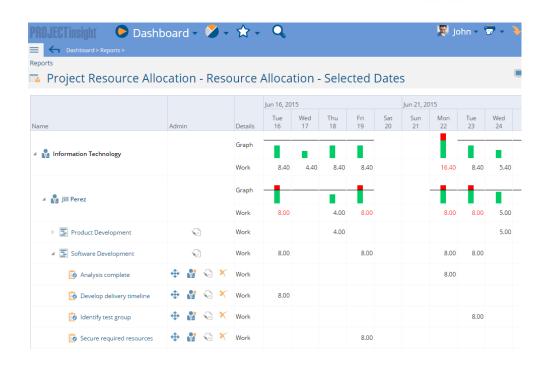




Resource Allocation



- View resources' workload across all projects
- Identify under and over booked team members
- Drill down to projects, tasks
- Balance work
- Forecast resource needs





Collaboration



- Collaborate on any item
- Centralizes communication
- Social media look and feel
- Receive alerts online

COMMENTS



Wow, that will set us back...ok, I'll adjust the schedule and set a new baseline.

JIII Perez less than a minute ago



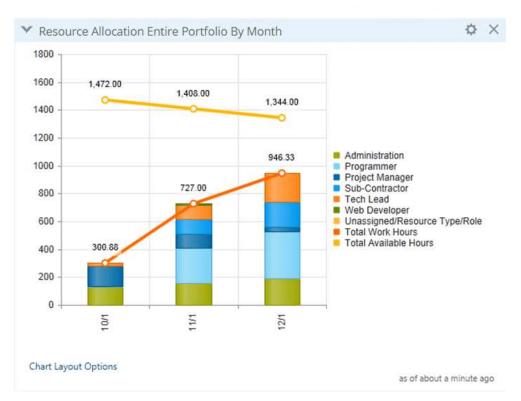
John Anderson about a minute ago The client called today to say she is going to be a week late.



Dashboard and Reports

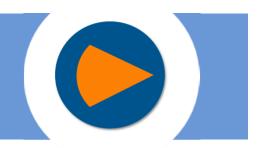


- Portfolio and graphical reports
- 100s of choices
- Save, share reports
- Project health indicators
- Project status and summaries
- Export to MS Excel, PDF or csv





Time Tracking

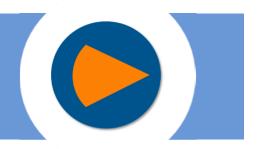


Task	My Work Hrs	My Act Hrs	% Comp	Time Code	S 7	M 8	T 9	W 10	TH 11	F 12	S 13	Week Total
▼ 🖺 Software Development												
Develop code	20.00	0.00	0.00%	Programming								0.0
Develop Help system	40.00	0.00	0.00%	Programming								0.0
Develop software delivery mechanism	5.00	0.00	100.00%	Programming								0.0
Develop unit test plans using product specifications	32.00	0.00	0.00%	Programming			j	į.				0.0
Develop user manuals specifications	80.00	0.00	0.00%	Programming								0.0
Review Help documentation	40.00	0.00	0.00%	Programming								0.0
✓ 🗏 Web Development												
Deploy Client-Side Tools	16.00	0.00	50.00%	Consulting								0.0
				Entered Sub-totals:	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
				Actual Sub-totals:	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
				Totals:	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

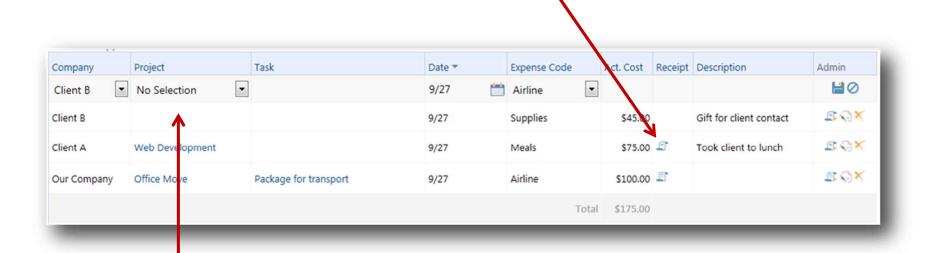
Enter time & update percentage complete for all tasks from one page.



Expense Reporting



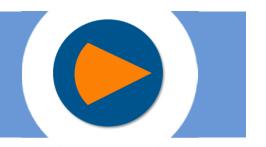
Attach scanned receipts



Account for non-project expenses by entering them against a department, company or customer



Budgeting



- Know where your project stands in real time
- Track plan versus actual budget, proposed and billable
- Track labor and/or expenses
- Use contracts by company with unique rates

Performance	ce Dollars									
	Planned Value (PV)	Earned Value (EV)	Actual Total (AC)	Dollar Cost Variance (CV)	% Cost Variance	% Cost Variance (EV)	Dollar Schedule Variance (SV)	% Schedule Variance	Cost Performance Index	Schedule Performance Index
Work Total	\$3,303.00	\$1,701.50	\$3,300.00	\$-1,598.50	\$ -48.44%	-93.95%	\$-1,601.50	-48.49%	0.52	0.52
Billable Work Total	\$5,206.00	\$2,003.00	\$5,600.00	\$-3,597.00	\$ -64.23%	-179.58%	\$-3,203.00	-30.76%	0.36	0.38



Question for you...



What size company do you work for?





Best of Breed Approach



- CRM PM ERP
- CRM Sales or business development team
- PM project or implementation team
- ERP finance or accounting team
- Let each team work in specialized software
- Enter data once, share across systems





Integrations



























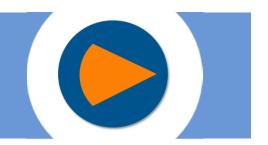


Authorized Partner





Common Integration Points



CRM

- -accounts
- -contacts
- -opps
- -project status
- -notes
- -custom fields

Project Insight

- companies
- users
- projects
- project status
- comments
- custom fields



Project Linked to Opportunity

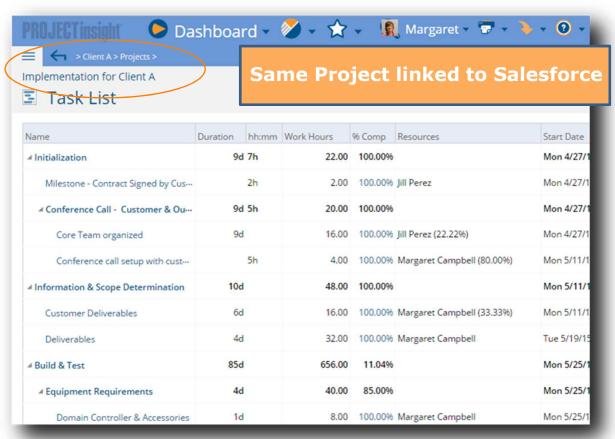


salesforce	<u>k</u>	earch All		Search				Ed l	K nopf	→ Help	Sales	
Home Leads	Accounts	Contacts	Opportunit	es Contr	acts Prod	ucts	Reports	Dashboa	ards	Forecasts	Projects	4
Create New	•	Control of the contro	_{rtunity} oject Ins	aht Int	aration	with	Onno	ortunity.				
Recent Items		FIC	ject ilis	gnt mt	gradon					intable View I	Help for this Pa	age (
Project Insight Ir with Opportunity			hatter 🗹 Fol ist: Custom C		ions							
Project Insight to Salesforce	2	Produ	cts [0] Open	Activities [0]	Activity Histo Competitors [0]			achments [0] Projects [1	A 10 m	tact Roles [0]	Partners [0]	1
Eric Griffith						1						
Led Knopf		Opportu	nity Detail		Edit Delete	Clone						
Client A		Opportunit	y Owner	Eric Griffith	Change]			Amount				
			Private				Expecte	d Revenue				
Recycle Bin		Opportuni		oject Insight portunity	ntegration wit	h		Close Date	10/1	/2012		
		Accou	nt Name					Ne. t Step				
			Туре			75%		Stage	Pros	pecting		
		Lead	Source				Prol	balt lity (%)	10%			
		Project II		15226e-a3z4 344ebx5bd8	-3c19-d288-		Primary	Campaign Source				
			rate with 🗸 t Insight									
		Wo	k Hours									
			Project									



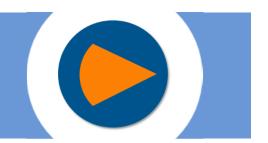
Opportunity Creates Project







Common Integration Points



Accounting

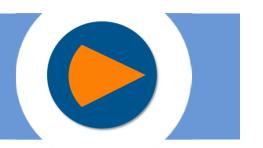
- accounts
- users
- projects
- budgets
- contracts
- time-expense

Project Insight

- companies
- users
- projects
- target budget
- contracts
- time-expense



Client and User Integration

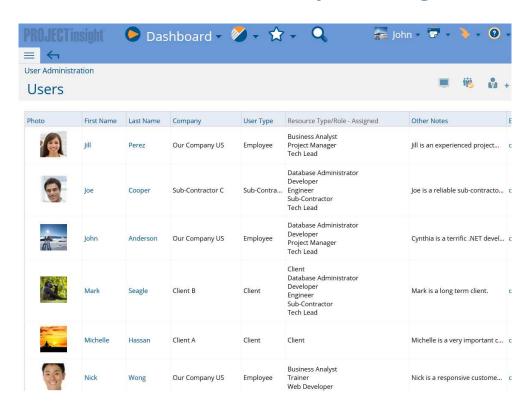


ERP users from



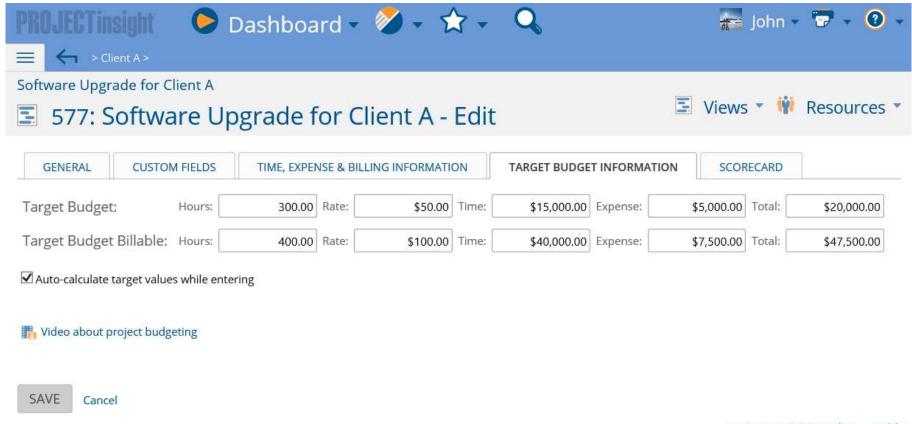


Users created in Project Insight

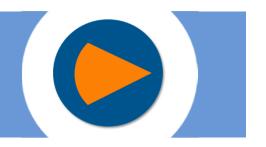


Project Target Budget





Time Integration



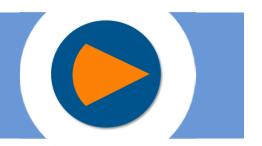
Project time entries entered in Project Insight

4	Jill Perez (1)			1.00	\$50.00	\$50.00	1.00	\$100.00	\$100.00
	In for client approval	2/5/2015	Project Management	1.00	\$50.00	\$50.00	1.00	\$100.00	\$100.00
4	Joe Cooper (5)			40.00	\$50.00	\$2,000.00	40.00	\$100.00	\$4,000.00
		1/26/2015	Administration	8.00	\$50.00	\$400.00	8.00	\$100.00	\$800.00
		1/27/2015	Administration	8.00	\$50.00	\$400.00	8.00	\$100.00	\$800.00
		1/28/2015	Administration	8.00	\$50.00	\$400.00	8.00	\$100.00	\$800.00
		1/29/2015	Administration	8.00	\$50.00	\$400.00	8.00	\$100.00	\$800.00
		1/30/2015	Administration	8.00	\$50.00	\$400.00	8.00	\$100.00	\$800.00
4	John Anderson (5)			20.00	\$50.00	\$1,000.00	20.00	\$100.00	\$2,000.00
		2/2/2015	Administration	7.00	\$50.00	\$350.00	7.00	\$100.00	\$700.00
		2/2/2015	Programming	4.00	\$50.00	\$200.00	4.00	\$100.00	\$400.00
	Intitial Scope Meeting Held	2/2/2015	Programming	6.00	\$50.00	\$300.00	6.00	\$100.00	\$600.00
		2/2/2015	Programming	2.00	\$50.00	\$100.00	2.00	\$100.00	\$200.00
	Core Team organized	6/30/2015	Project Management	1.00	\$50.00	\$50.00	1.00	\$100.00	\$100.00
Þ	Nick Wong (4)			8.00	\$50.00	\$400.00	8.00	\$100.00	\$800.00

ERP time entries created



Expense Integration



Project expenses created in Project Insight

John Anderson	Client A	2/6/2014	Supplies	\$5,500.00	\$5,500.00
Nick Wong	Client A	2/11/2014	Supplies	\$2,000.00	\$2,000.00
John Anderson	Client A	3/4/2014	Supplies	\$50.00	\$50.00
Jill Perez	Client B	3/5/2014	Airline	\$1,000.00	\$1,000.00
John Anderson	Client A	3/10/2014	Supplies	\$75.00	\$75.00
John Anderson	Client A	7/1/2014	Supplies	\$550.00	\$550.00
John Anderson	Client A	7/24/2014	Supplies	\$2,500.00	\$2,500.00
John Anderson	Client A	8/14/2014	Supplies	\$50.00	\$50.00
John Anderson	Client B	11/5/2014	Supplies	\$50.00	\$50.00
			Total: (18)	\$18,649.00	\$18,649.00

ERP project expenses

Project number
Phase
Date
GL account
Cost amount
Billable amount
Description/comment/memo

Why Project Insight?



Why Project Insight?



When was the last time you found a Best of Breed

PM Tool...one that creates true transformation?





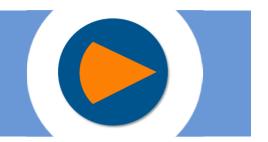
Top Reasons We Like It



- Integrates w/ best of breed solutions ie: Accounting, CRM/Lead
- Generation, it's not a "everything for every body"
 - It's easy to use
 - Simplifies Resource Management
 - Timesheets "pre" populated; eliminates the guess work
 - Provides full mobile access
 - Supports Traditional, Agile & Proprietary Project Management Methodologies
 - Compatible w/ CRM & ERP Solutions



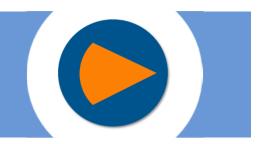
What We Gained



- Eliminated Redundancies Immediately
 - Eliminated MS Project; Project Plans built directly in PI
 - Eliminated separate 6 Week Resource Plans in Excel
 - Eliminated dual entry for resource planning
 - Eliminated separate Excel Grids To Calculate Weekly Project Financials
 - Eliminated need for Manual Updates of MPP to calculate % Complete
 - Eliminated the need for Manual Resource Allocation Updates



What We Gained



- Simplified, Streamlined and Created Transparency
 - Project Pipeline Accuracy [Active & Planning]
 - Created Accountability
 - Real-time Access To Project Plans & Financials
 - Allowed For Real Time Resource Updates

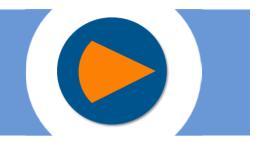


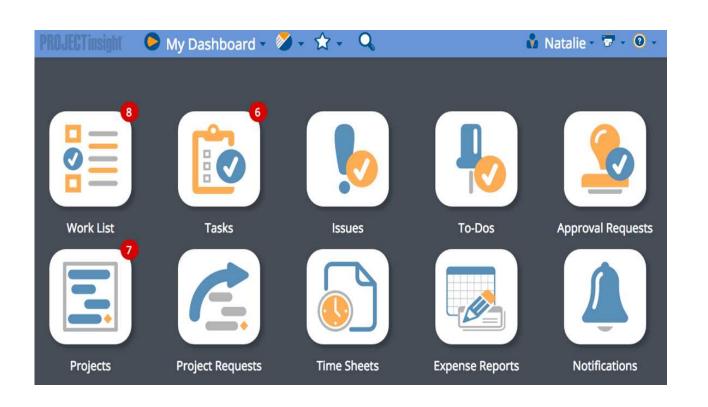


Why We Love the Tool...



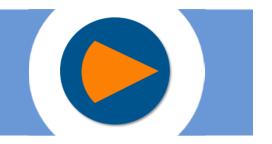
My Dashboard

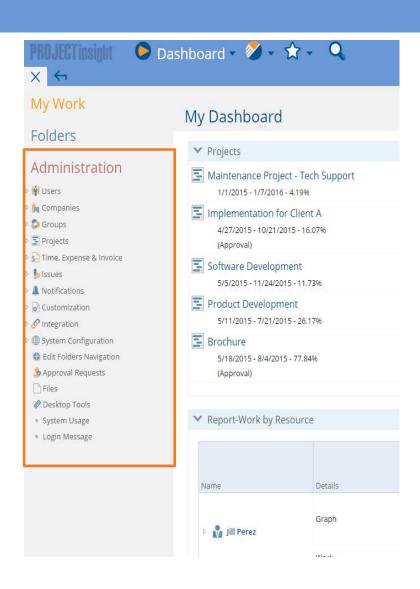






Administration

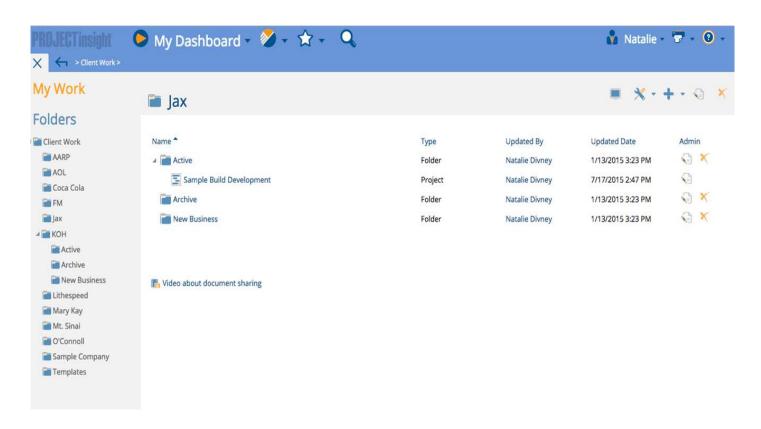






Folder Structure

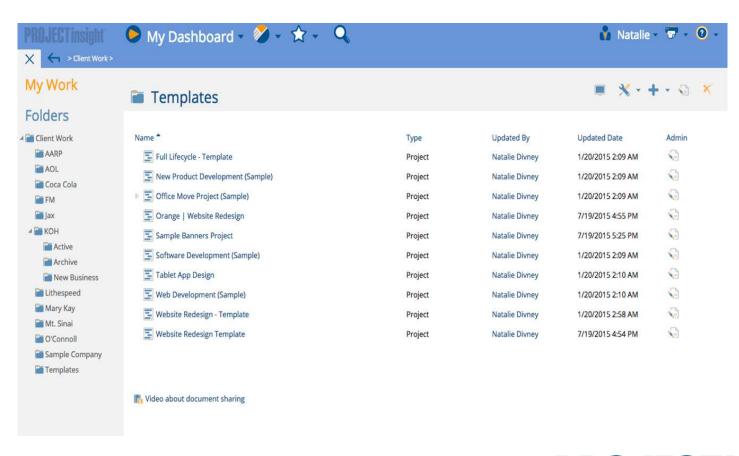






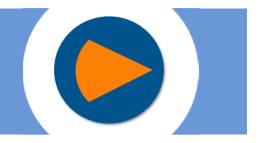
Project Templates

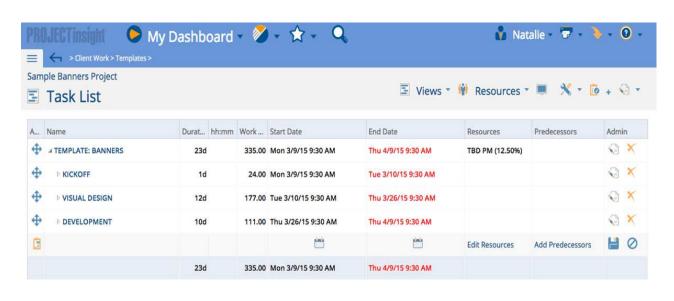






Project View



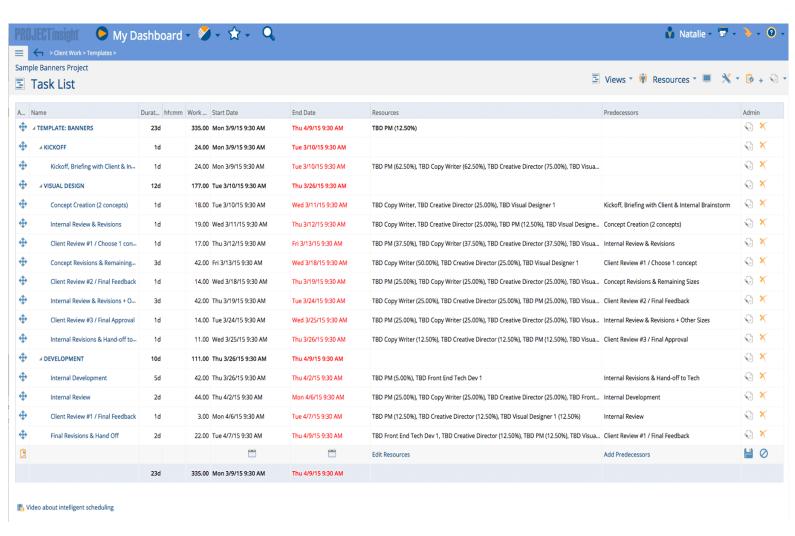


The Video about intelligent scheduling



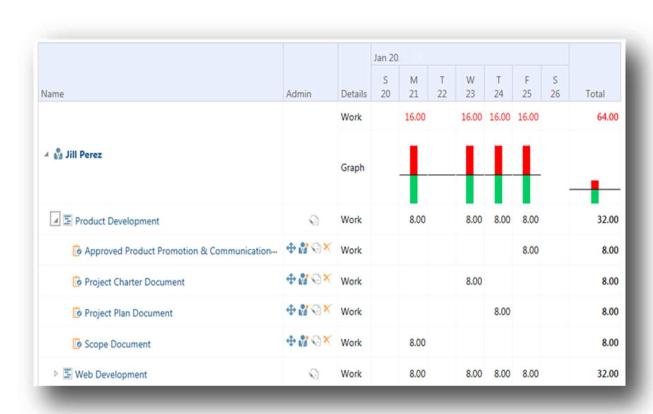
Project View | Expanded





Resource Allocations

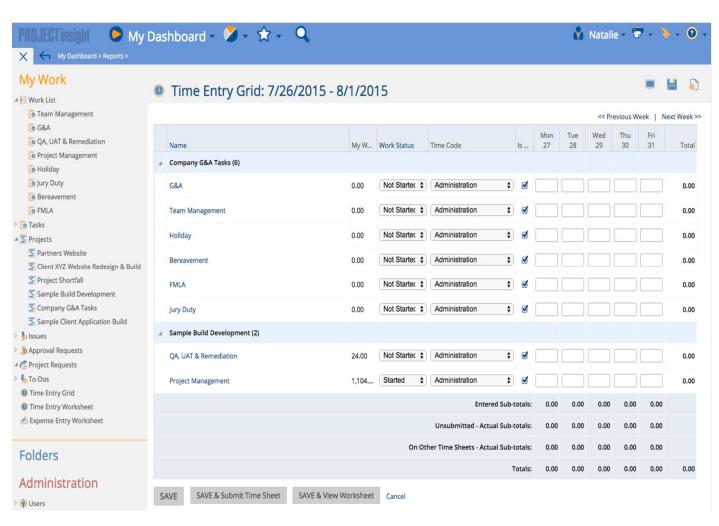






Timesheets





A Recipe for Project Management Success



It's TURNKEY. Project
Insight has the team, the
tool and tech- knowledgy
to help you be successful!





Questions?





For More Information about Supercharging your PM Processes

Please Contact:

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Empowering Organizations to Leverage Financial Management Applications

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