



Oracle Applications Strategy Update

Charting Your Course with Oracle Applications




Enterprise Project Portfolio Management

Managing the Business of Projects

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A Widening Chasm



72% of CEOs
identify the ability to
manage projects as
critical to the future
growth of the business...

just **11%** are
very confident of
their ability to
manage business
critical projects

Source: IPMA Study Sept. 2010

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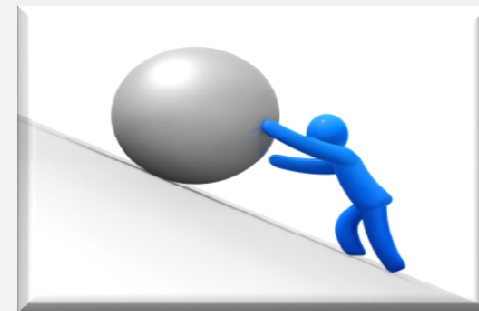
Just Cause for Concern



**\$1T in underperforming projects
in the US & \$4T worldwide**



**72% of major federal IT projects
on the Management Watch list**



**70% of project managers say
resourcing is increasingly
difficult and less predictable**

The Status Quo is Not Working

Dissatisfaction with Poor Project Execution and Process Accountability

Lack of Meaningful Insight into On-Going and Critical Programs

Finding/Retaining/Training Current and Future Resource Requirements

Lack of Technology Standardization and Point System Integration



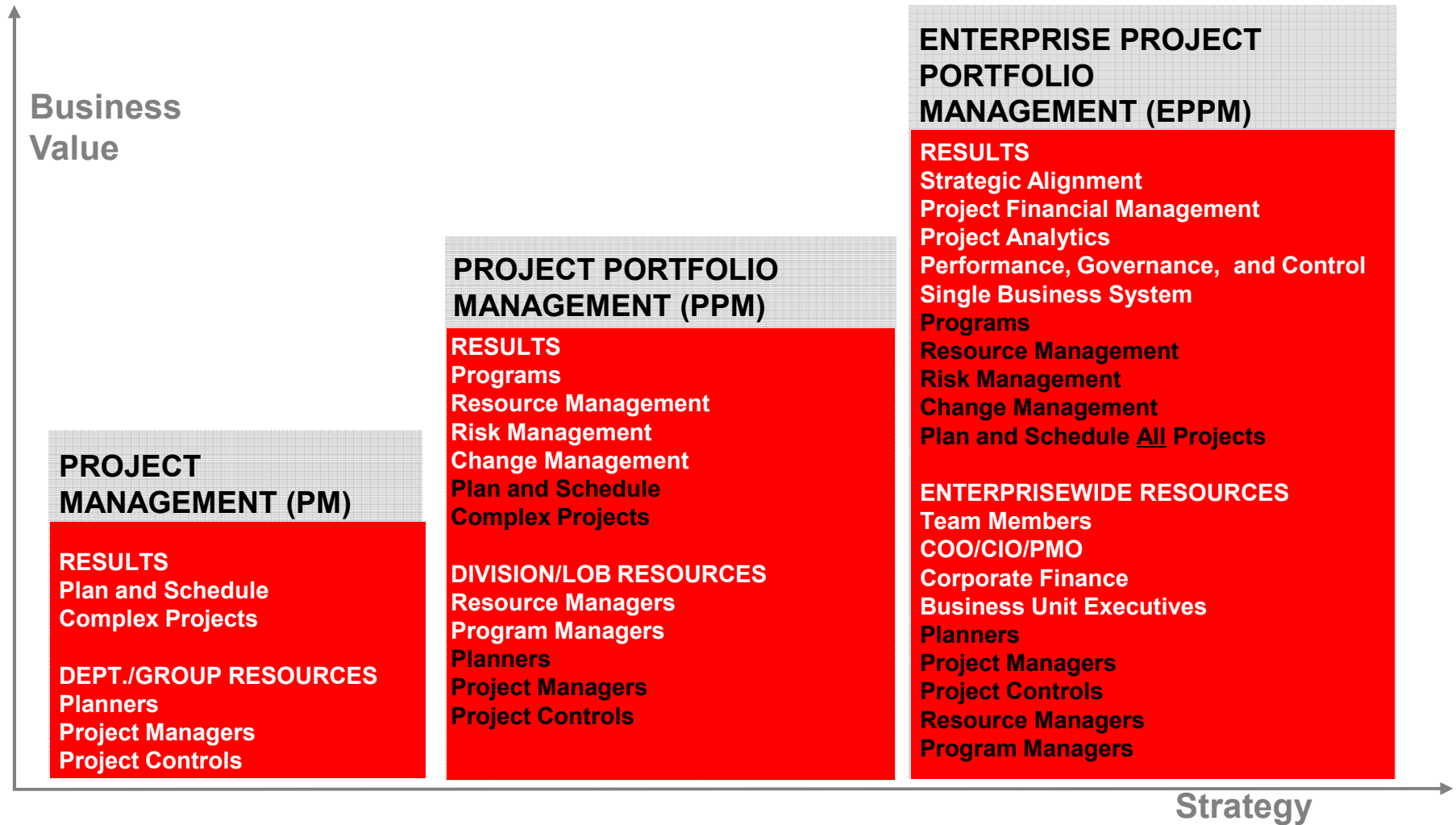


Introducing Enterprise Project Portfolio Management

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Enterprise Project Portfolio Management

Managing the Business of Projects



Enterprise Project Portfolio Management

A Phased Maturity

	Project Management	Project Portfolio Management	Enterprise Project Portfolio Management
Process	<ul style="list-style-type: none"> • Is there a driver and project prioritization process? • Do you evaluate different project cost scenarios? 	<ul style="list-style-type: none"> • Is there a process for re-scoping programs once the budget has been reduced? 	<ul style="list-style-type: none"> • Is there a process for re-scoping projects once the budget has been reduced, particularly when these span multiple org. units?
Roles & Responsibilities	<ul style="list-style-type: none"> • Who owns project selection? • Is a committee accountable for approving projects? • Who is responsible for communicating process results? 	<ul style="list-style-type: none"> • Are there decision makers in the program office who can make re-scoping decisions? 	<ul style="list-style-type: none"> • Is the project manager capable of re-scoping the project and analyzing the impact? • Who re-scopes the project when it spans multiple
Technology/Tool	<ul style="list-style-type: none"> • Is there a project prioritization & optimization tool? • Does the tool allow for comparison between different “what if” scenarios? 	<ul style="list-style-type: none"> • Is there a tool that allows for proportional optimization of programs? 	<ul style="list-style-type: none"> • Is there version control capability to track changes to the business cases?

Maximizing Business Value

What Customers Are Achieving



Increased transparency and standardized processes; **reduced** time to close books from **28 to 10 days**



\$1.3M saved by eliminating manual data entry



Manages \$100 million in revenue with **accurate** and **detailed** information on profit margins per customer, zone & product



Reduced overhead burden rate allocated to projects by **20%**



Standardized across 165 offices in **30 countries**



Raised **Utilization** by **6%** points post deployment



Savings of **\$21M/year**; **7% reduction** in shutdown durations



Reduced construction times by **40%**, saving millions.



Reduced 84-day outages by **9 days**



Reduction in bench from 20% to 10% in **9 months**



Tracks **utilization** rates for **100%** of employees



Manage risk and **exposure** through improved compliance, business intelligence, analytics, and tracking.



Governance over IT and Business process and projects



Shortened project planning time by **67%**



Manages 1,200 projects simultaneously & **predicts** project overspends **6-9 months in advance**

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How Oracle Enterprise PPM Helps

Operational Excellence

Complete PPM lifecycle supporting communication, workflow, approvals, for scoping, sourcing, executing and billing

Visibility & Transparency

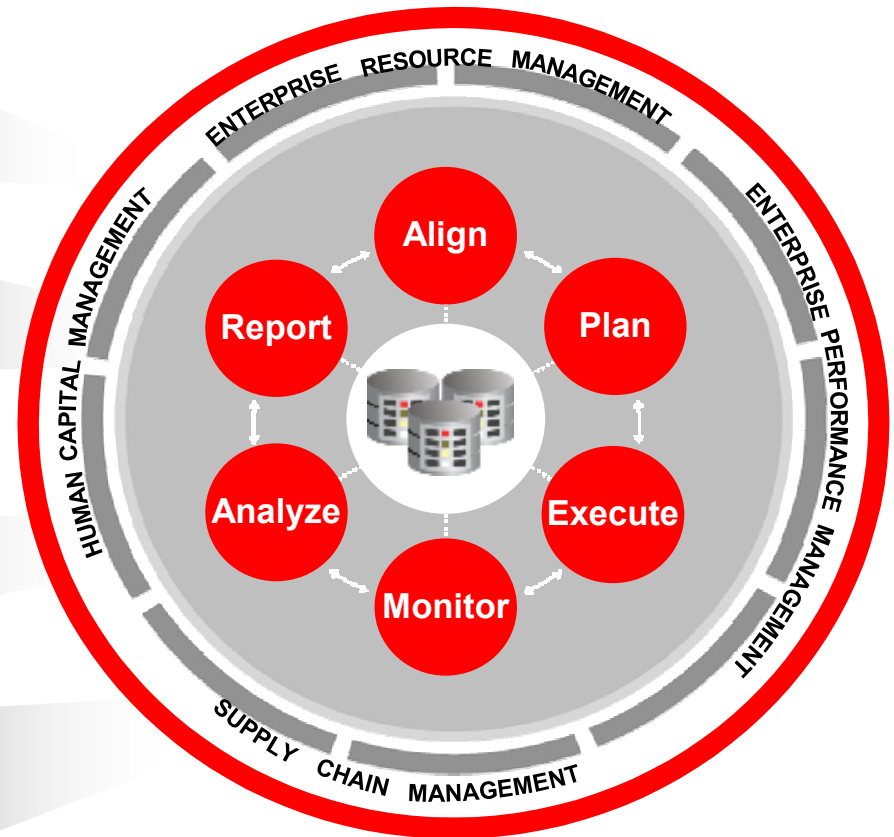
Analytics-driven decisions for all project users and stakeholders; Project Financial Management & Compliance

Collaboration & Resource Optimization

ROI on priority projects via re-investment; Visibility into resource capacity vs. inbound project demand

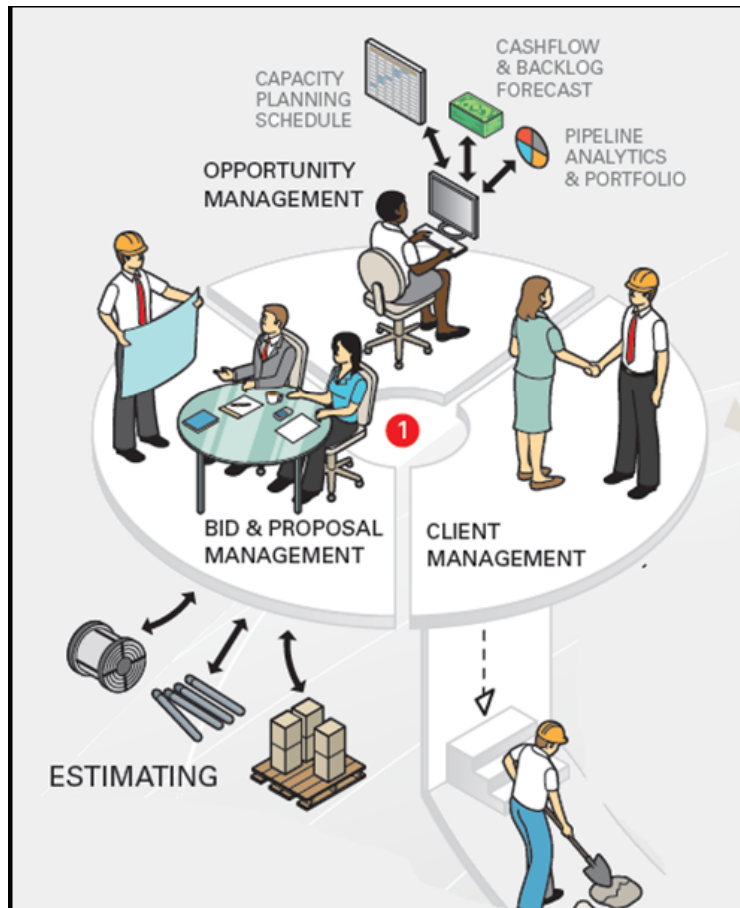
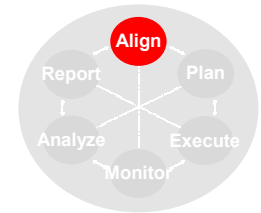
Information Integrity

Single integrated solution spanning all critical areas of the business



Enterprise PPM

Alignment with the Business



Key Solution Capabilities

- **View all investment opportunities**; select those that deliver highest value to the business
- **Evaluate alignment** to organization goals, funding requirements, and timelines for potential deployment within one portfolio
- **Visibility to portfolio** and project level dependencies within the evaluation period
- **Spreadsheet and graphical analysis** provided for investment management process

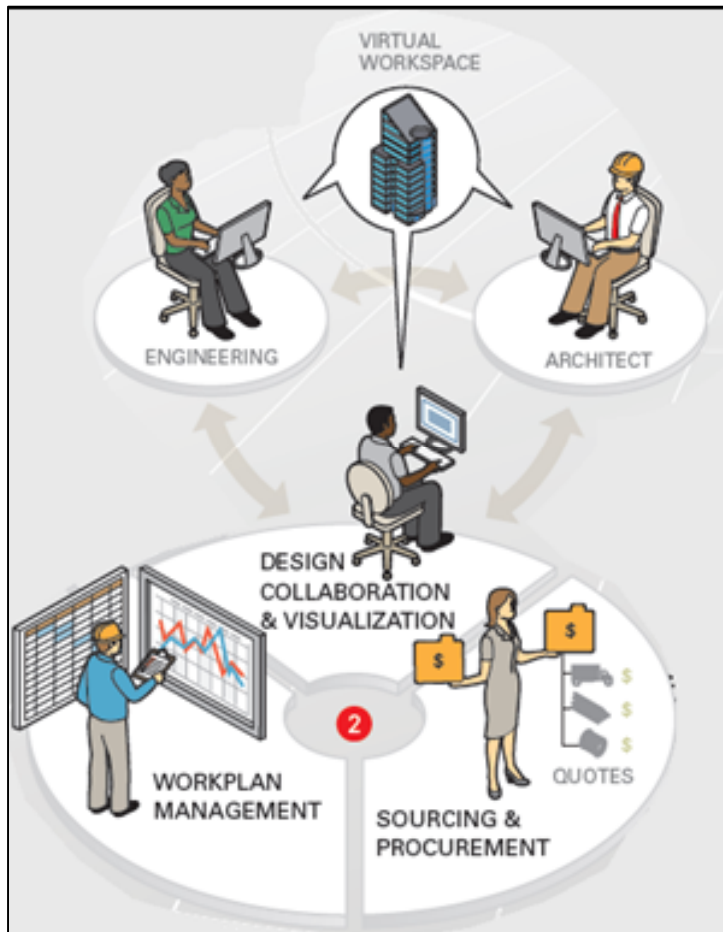
Key Benefits to Customers

- **Maximize cost savings** and productivity
- **Proactively eliminate** resource bottlenecks
- **Redirect** wasteful spending
- **Improve** strategic decision-making

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Enterprise PPM

True Business Planning



Key Solution Capabilities

- **Model project scope**, resources, and timeline after prior projects, leveraging project templates
- **Future resource capacity planning** via resource requirement and availability alignment
- **“What-if” resource planning** scenarios, with adjustable timelines and/or roles for planned projects to eliminate staffing bottlenecks
- **Simplistic or robust project level approvals** for project initiation
- **Consolidate required information** including project objectives, funding organizations, documents, and anticipated outcomes

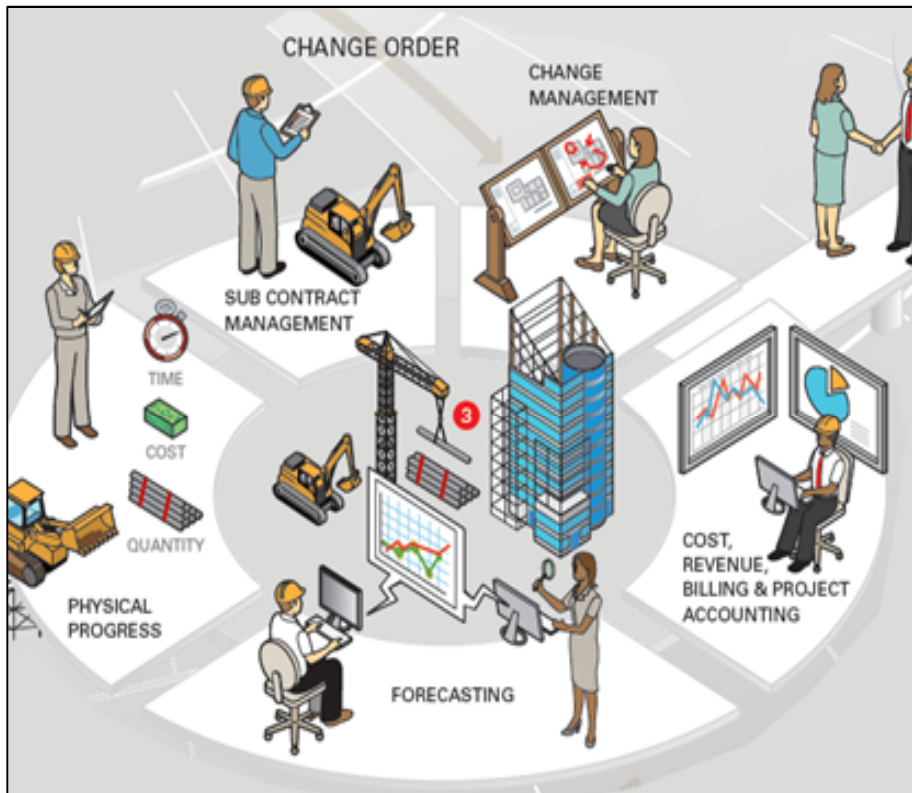
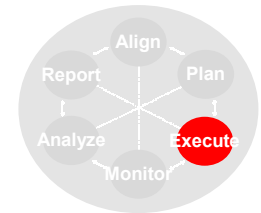
Key Benefits to Customers

- **Improve integrity** within the project planning cycle
- **Reduce** financial and project risk
- **Increase** productivity
- **Ensure** overall portfolio success

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Enterprise PPM

End-to-End Execution



Key Solution Capabilities

- **Embedded scheduling engine** provides robust insight into future timeline changes
- **View all project dependencies** for complete visibility to all work impacted by engagement
- **Activity network diagrams** deliver visual representation of workplan for visibility into program, project and task level relationships
- **Integrated procurement capabilities** ensures costs associated to commodity and contractor purchases are applied project appropriately
- **Resource management infused** throughout the project execution process

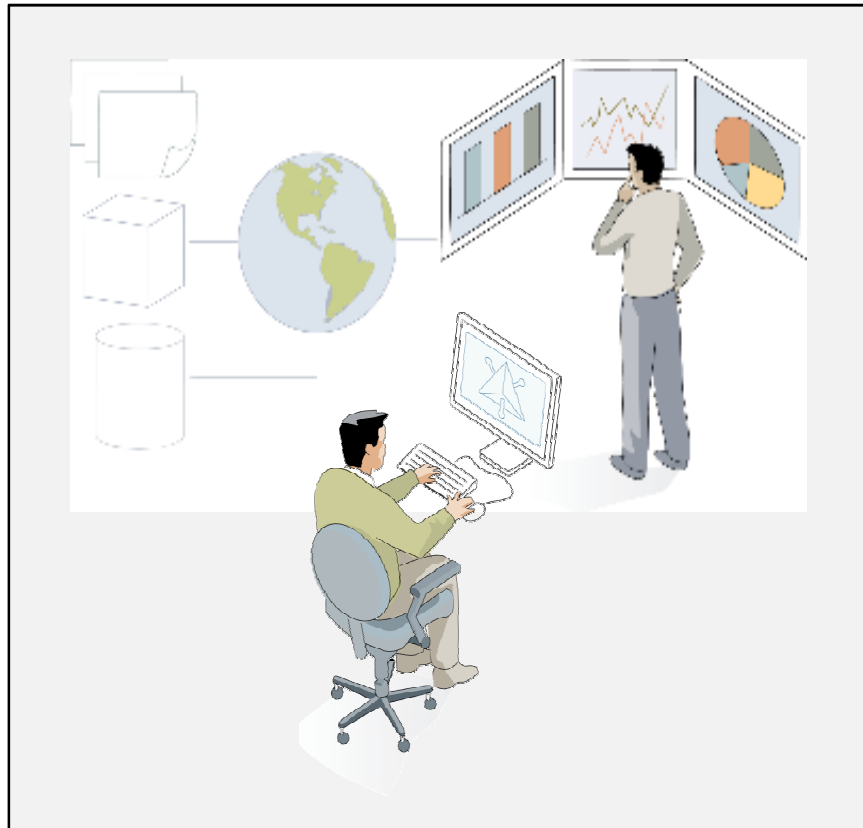
Key Benefits to Customers

- **Streamline** operations; deliver within budget
- **Shorten** delivery time; improve margins
- **Increase** customer satisfaction

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Credible Data for Project Monitoring



Key Solution Capabilities

- **Visual indicators** provide project team with execution performance results
- **Advanced notification** of potential issues, and the ability to mitigate planned or future risk areas
- **Automated project status** reports precisely provide project performance measurements
- **Dashboard insight** into cost, resource, timeline and issue management driven by project execution process

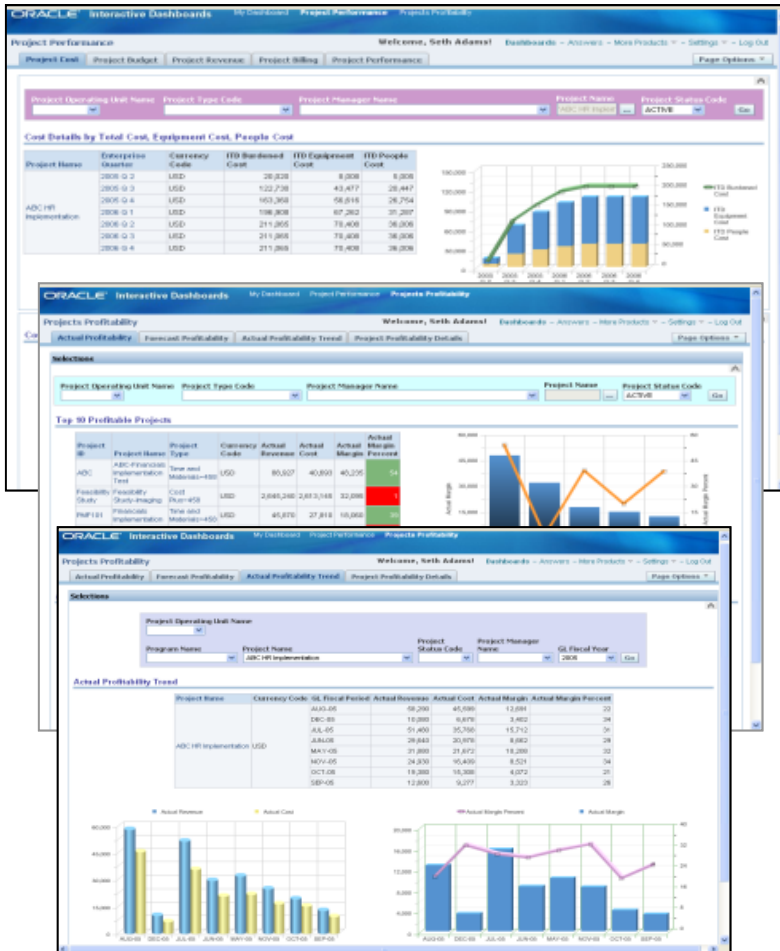
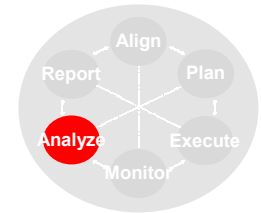
Key Benefits to Customers

- **Early detection**, identification, and project course correction
- **Project visibility** and control
- **Communication of project progress** to key stakeholders

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Robust Business Analysis



Key Solution Capabilities

- **Project forecasts** compare planned project deployment metrics to actual performance
- **Earned value reporting**, inclusive of cost and schedule performance
- **Visibility to contractor progress** during execution
- **Portfolio, program and project level analysis** delivered within enterprise project performance reporting repository

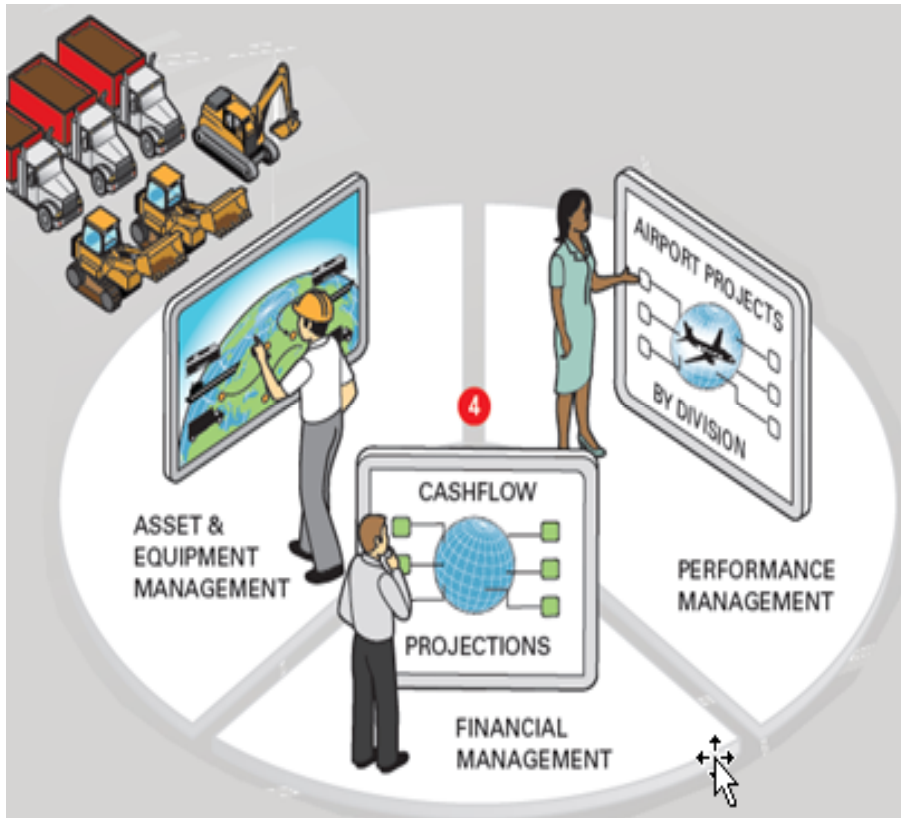
Key Benefits to Customers

- **Deeper insights & superior intelligence** from integrated analytics
- **Improved project portfolio performance** via actionable recommendations
- **Full visibility** into project revenue, billing and profitability



Enterprise PPM

Integrated Intelligence & Reporting



Key Solution Capabilities

- **Assess overall project delivery** performance, summarized by responsibility areas versus individual project
- **Summarized project analytics** with drill-downs to target metrics and to source transactions
- **Reconfiguration capabilities** to align project reporting to the needs of the organization
- **Easy creation of new reports** via embedded query and analysis capabilities
- **Maximum up time** via asset management capabilities

Key Benefits to Customers

- **Drive intelligent** decisions
- **Lower operational** costs
- **Reduce project & financial** risk

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Oracle Enterprise Project Portfolio Management

A Complete Solution

Analytics

Project Analytics

Portfolio Management

Demand Management

“What if “ Analysis

Portfolio Optimization

Corporate Alignment

Project Management

Project Scheduling

Project Cost. & Billing

Contract Management

EVM

Resource Management

Capacity Planning

Contractor Management

Res. Supply & Demand

Services Billing

Risk Management

Risk Modeling

Risk Analysis

Risk Reporting

Project Financial Governance

Project Capitalization

Project Budgeting

Project Chargeback

Project Burdening

Project Allocation

Project Planning

Administrative Functions

Indirect Procurement

Human Resources

Compensation

CPM

Financials

Time & Labor

Facilities Management

IT

Applications Platform

SOA, Application Integration

Content Management

Identity Management

BI Foundation

Enterprise Management

User Experience

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Enterprise Project Portfolio Management

A Visible Difference

Project Status Quo versus *Project Transformation*

Unpredictable

Profitability

Financial Governance

Opportunistic

Prioritization

Strategic

Squandered

People

Optimized

Inconsistent

Project Delivery

On Time & Within Budget

Point Systems

Platform

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Focus on Key Roles

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Addressing Critical Role-Based Needs



CIO

- Visibility on projects; credibility with Executive Committee
- Demonstrable ROI on technology spend
- Alignment, optimization, and increased portfolio return



CFO

- Project portfolio return on investment
- Course correction ability as business conditions warrant
- Consistent success measurement criteria

Enterprise PPM

Addressing Critical Role-Based Needs



**PMO/Project
Leaders**

- Simplify planning, tracking, and reporting
- Comply with established corporate methodology
- Rapid information broadcasting to project stakeholders
- Ease of project budget consolidation and reconciliation
- Identification and management of risks



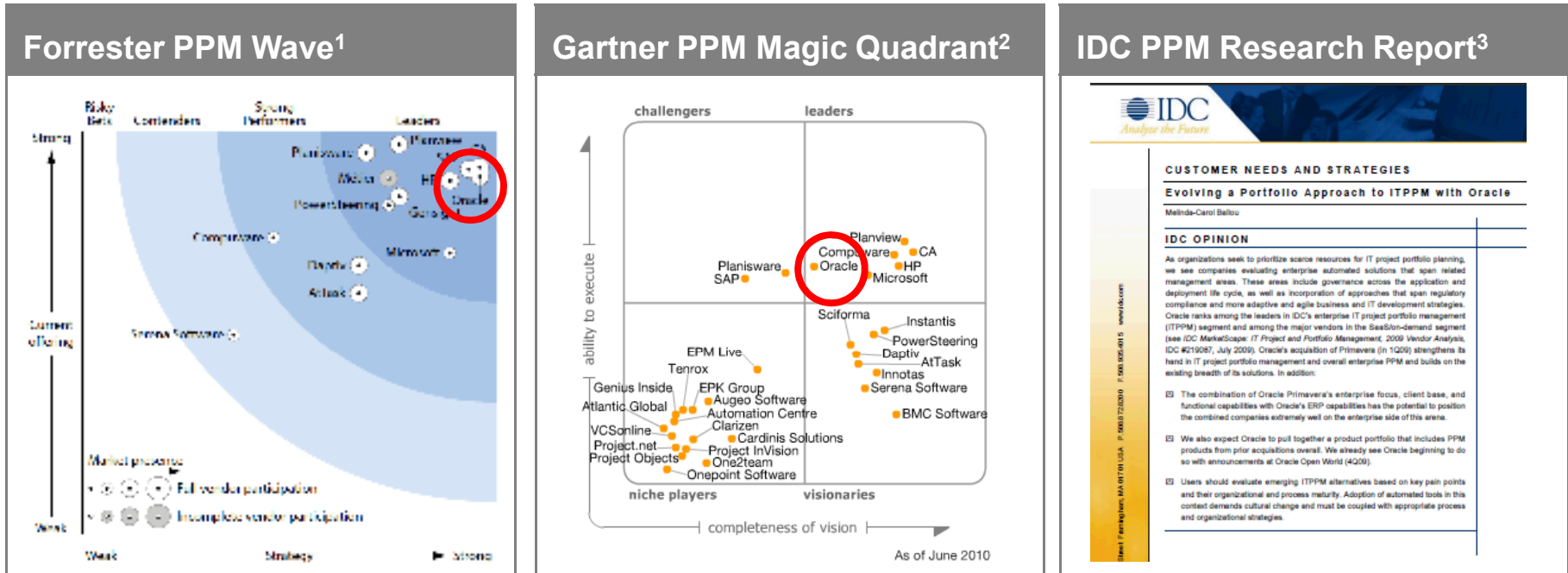
**Resource
Managers**

- Assign resources as candidates against requirements
- Maintain resource repository and utilization totals
- Drive organizational design via skills measurement, recruitment and retention

Third-Party Validity

The Analysts Agree

Oracle PPM is a Leader



- “Oracle's full menu of solutions appeals to mature organizations that want one-stop shopping.”

- “one of the most mature project planning and scheduling systems...”

- “The combination of Oracle Primavera's enterprise focus, client base, and functional capabilities with Oracle's ERP capabilities has the potential to position Oracle well for the enterprise...”

1. Source: Forrester Research, “The Forrester Wave™: Project Portfolio Management, Q4 2009”, Margo Visitacion
 2. Source: Gartner, “ Magic Quadrant for IT Project and Portfolio Management”, Dan Stang, June 2010
 3. Source: IDC, “Evolving a Portfolio Approach to ITPPM with Oracle”, Melinda Ballou, Dec. 2009

Project Portfolio Management Leadership

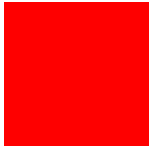


- PPM Product Leader
- PPM Market Share Leader (*Gartner*)
- Market leadership in 40 product or market categories
- The most investment in enterprise mission-critical applications
- Protection of customer investments



Next Steps

1. Assess your Enterprise PPM efforts to decide where to start
2. Visit: www.oracle.com/goto/ppm for collateral, white papers and more
3. Stop by Oracle Demo stations to see more



Thank You!



Hardware and Software

ORACLE®

Engineered to Work Together

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