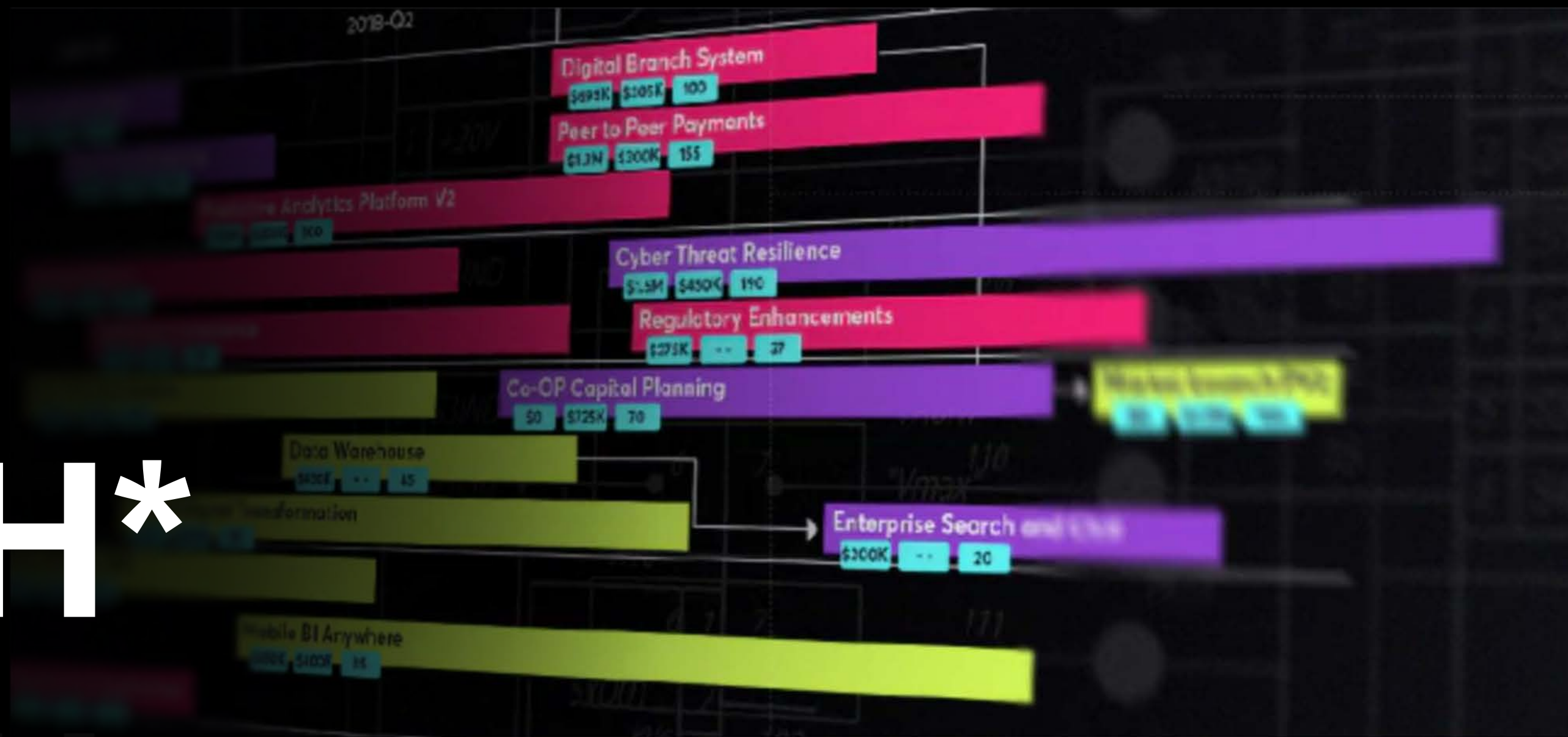


IDEAS FUEL GROWTH*



* MIT Sloan Management Review 2017. Read [here](#).

INNOVATION BLOCK No. 1

88%

USE MULTIPLE
PPM TOOLS TO
MANAGE WORK*



CIO/EXECUTIVE

WE MISS OPPORTUNITIES
WHEN WE DON'T KNOW
WHAT'S GOING ON.



PRODUCTS/CAPABILITIES

WE SQUANDER LIMITED
RESOURCES ON LOW-VALUE
PROJECTS.



TEAM

PROJECTS FAIL WHEN WE
CAN'T TRACK WORK,
BUDGETS AND PEOPLE.

* State of the Modern PMO, PM.com 2018

INNOVATION BLOCK No. 2

63%

SPEND OVER A
YEAR PLANNING
AND EXECUTING
BIG PROJECTS*



CIO/EXECUTIVE

**ORGANIZATIONAL FATIGUE
HAMPER'S OUR INNOVATION.**



**OUR INVESTMENTS DO NOT
MATCH OUR AGENCY GOALS.**

PRODUCTS/CAPABILITIES



TEAM

**DON'T KNOW IF OUR WORK
MATTERS TO THE MISSION.**

* State of the Modern PMO, PM.com 2018

INNOVATION BLOCK No. 3

87%
SAY PROJECTS
FAIL WITHOUT
PORTFOLIO
ANALYTICS*



CIO/EXECUTIVE

**CAN'T MAKE DECISIONS
WITHOUT GOOD DATA.**



**WASTE MY DAYS CREATING
REPORTS FOR EXECUTIVES.**

PRODUCTS/CAPABILITIES

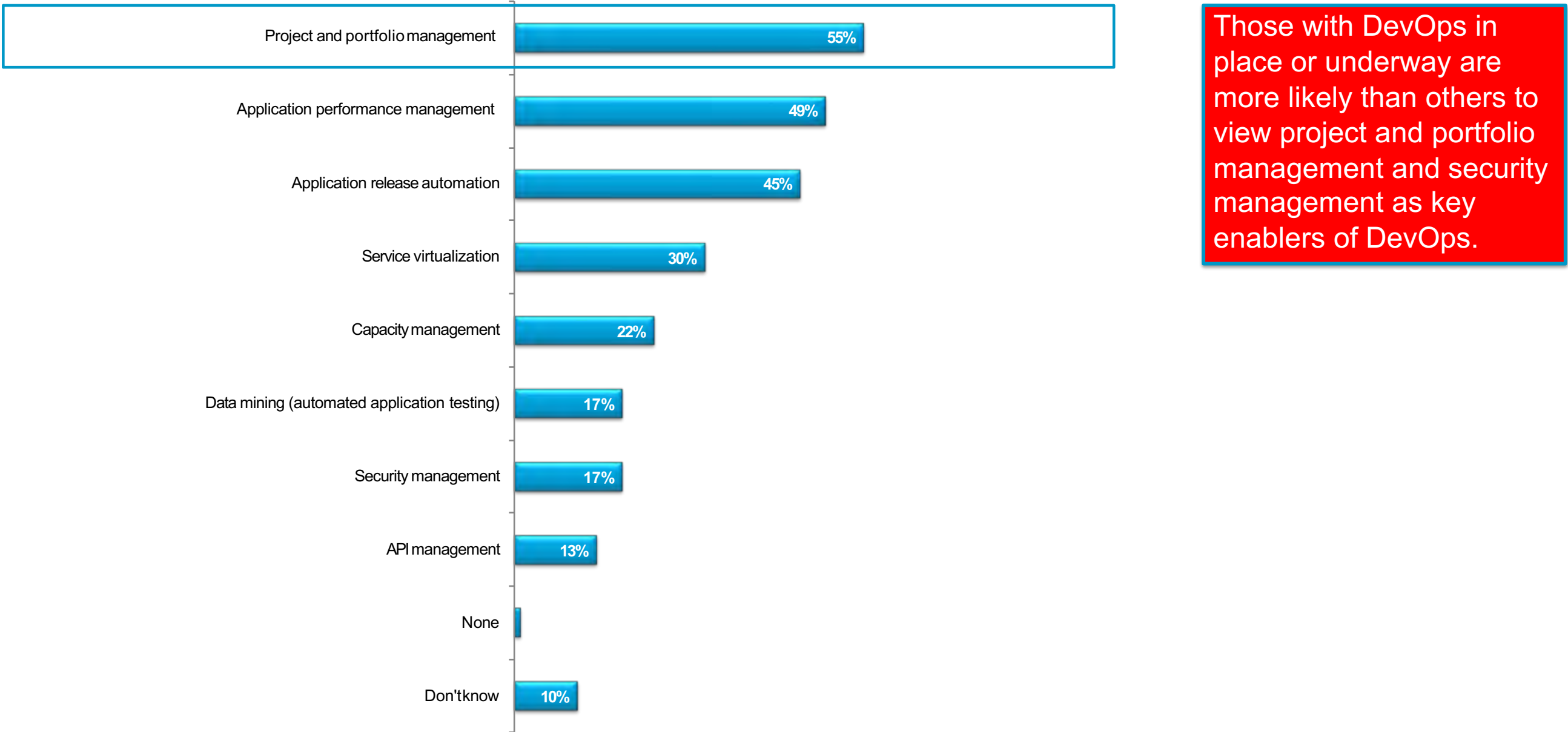


TEAM

**FORCED TO REACT, RATHER
THAN PLAN, FOR CHANGE.**

* TechValidate Survey 2017

Technologies Viewed as Key Enablers for a DevOps/Modernization Initiative



Q14: Which of the following technology do you view as key enablers for a DevOps initiative? (Please select the top three.)
Source: CIOForum LinkedIn Survey; 110 qualified respondents

Business Case Demand Management

Capture Innovation, BAU and Carryover work

Strategy & Investment Roadmaps

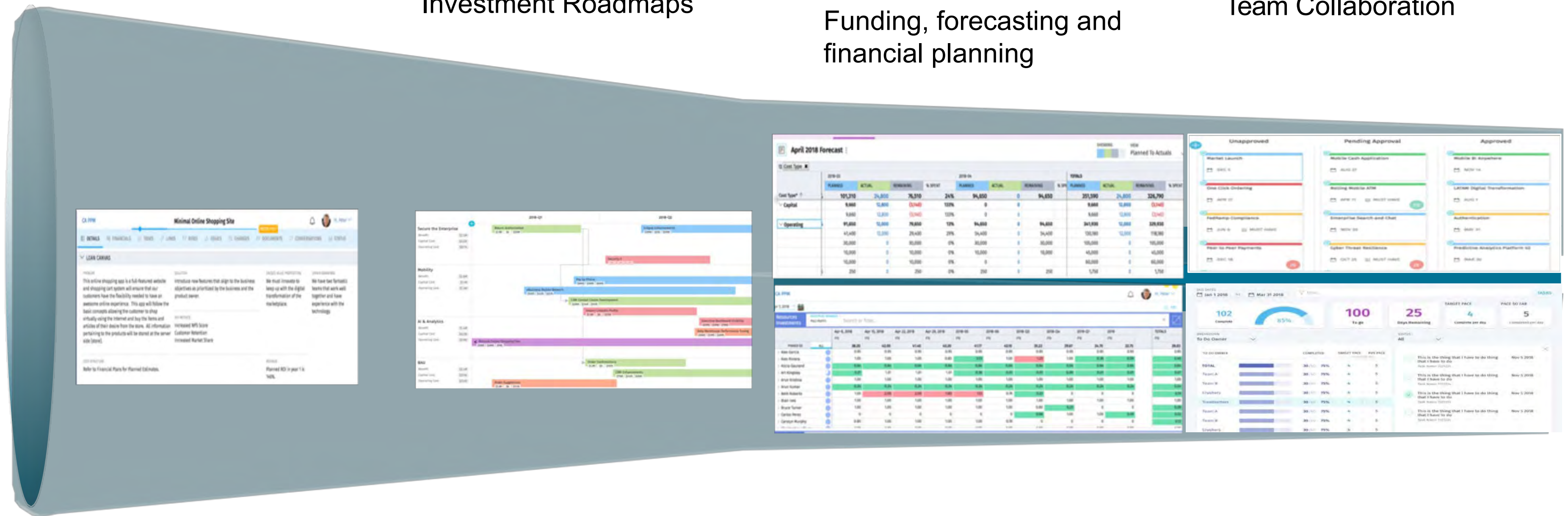
Collaborate with Business in top down planning Investment Roadmaps

Financial & People Planning

Ensure you have the right people on the right work
Funding, forecasting and financial planning

Modern Work Management

Manage Tasks, To Do's, Risks, Documents and Team Collaboration



Simple Usable & Complete



A complete solution that users will adopt on their own.
Usable, practical and simple.



Planning for innovation

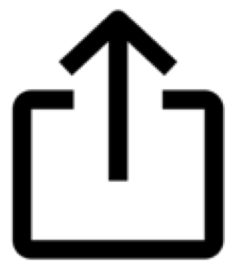
- ✓ Why is traditional investment planning so painful?
- ✓ What has everyone missed in demand management?
- ✓ What is the hidden trap in prioritization?

**Pressures. Stakeholders
want everything now!**



- Everything is a number one priority
- How do you keep yourself from over committing?
- How does everyone understand the big picture?

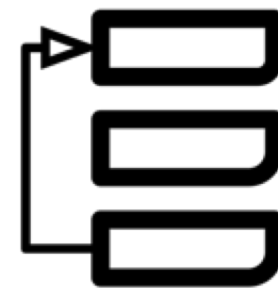
What our customers told us...



THE PAIN OF TRADITIONAL INVESTMENT PLANNING

“Bottom up” approach for defining projects, ideas, budgets and team allocations requires too much detail for planning to begin.

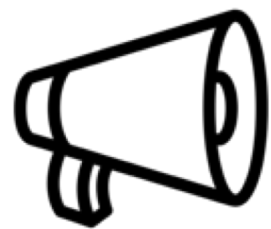
**Where details are known, use them.
Where they are not, create a high level item and work out the details later.**



WHY DOES PRIORITIZATION FAIL?

“When we ask an executive to prioritize, they state everything is a number one priority. And, the expectation is that it all will be delivered—because it’s number one.”

Senior management must understand the whole picture in order to rank work.



WHAT’S MISSING FROM DEMAND MANAGEMENT?

Does innovation come from the help desk engineer or the agency leader?

Innovation comes from engagement with the leaders responsible for steering the agency.



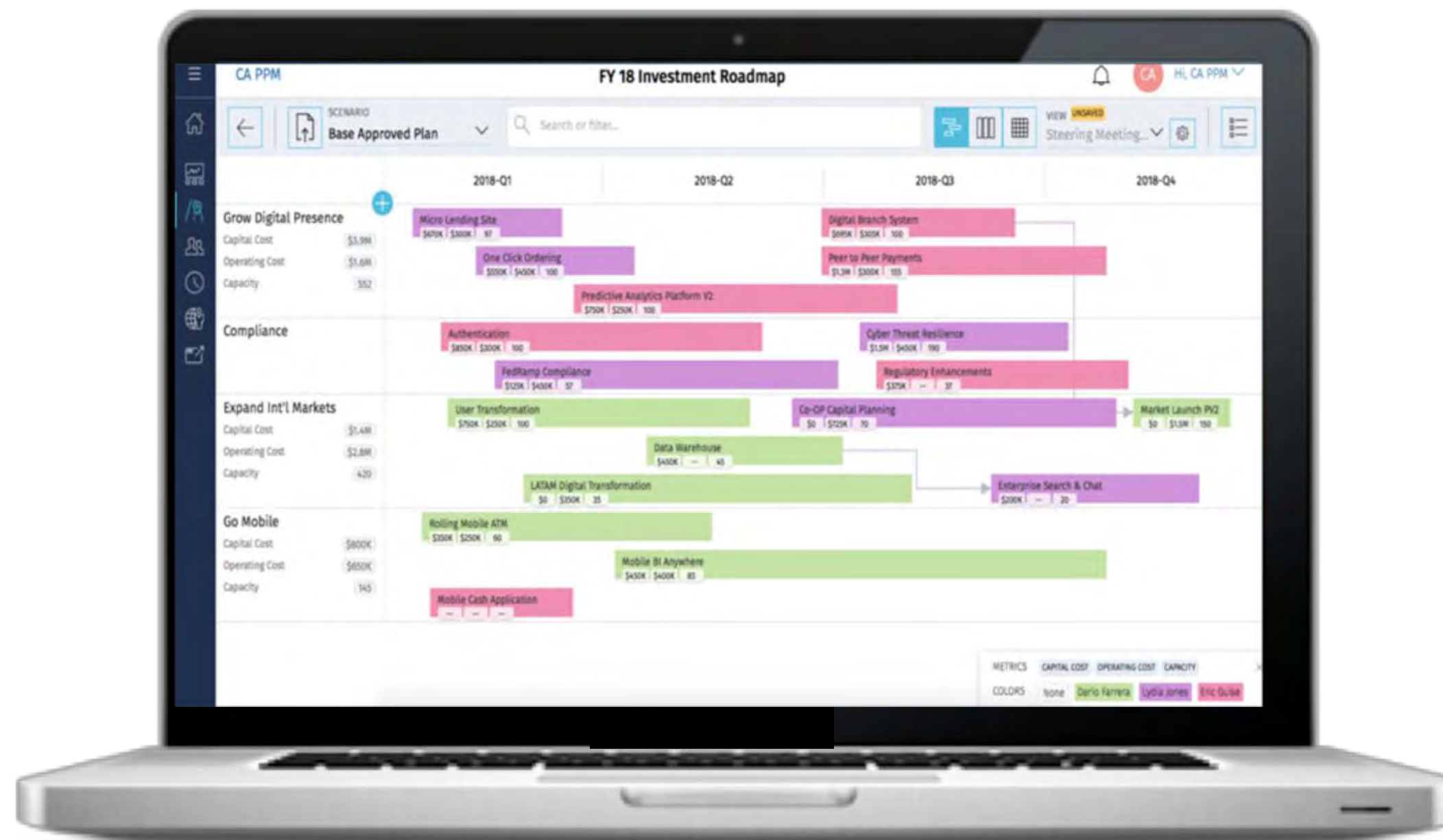
WHY ARE WE THE ANSWER?

We’re bringing a comprehensive set of purpose-built tools to investment planning that enables you to gain build consensus.

Easily sort, pivot and view investment information as needed to gain investment insights.

Roadmaps are the new Portfolio

Create roadmaps to enable top-down investment planning that communicate strategy and inform better decisions.



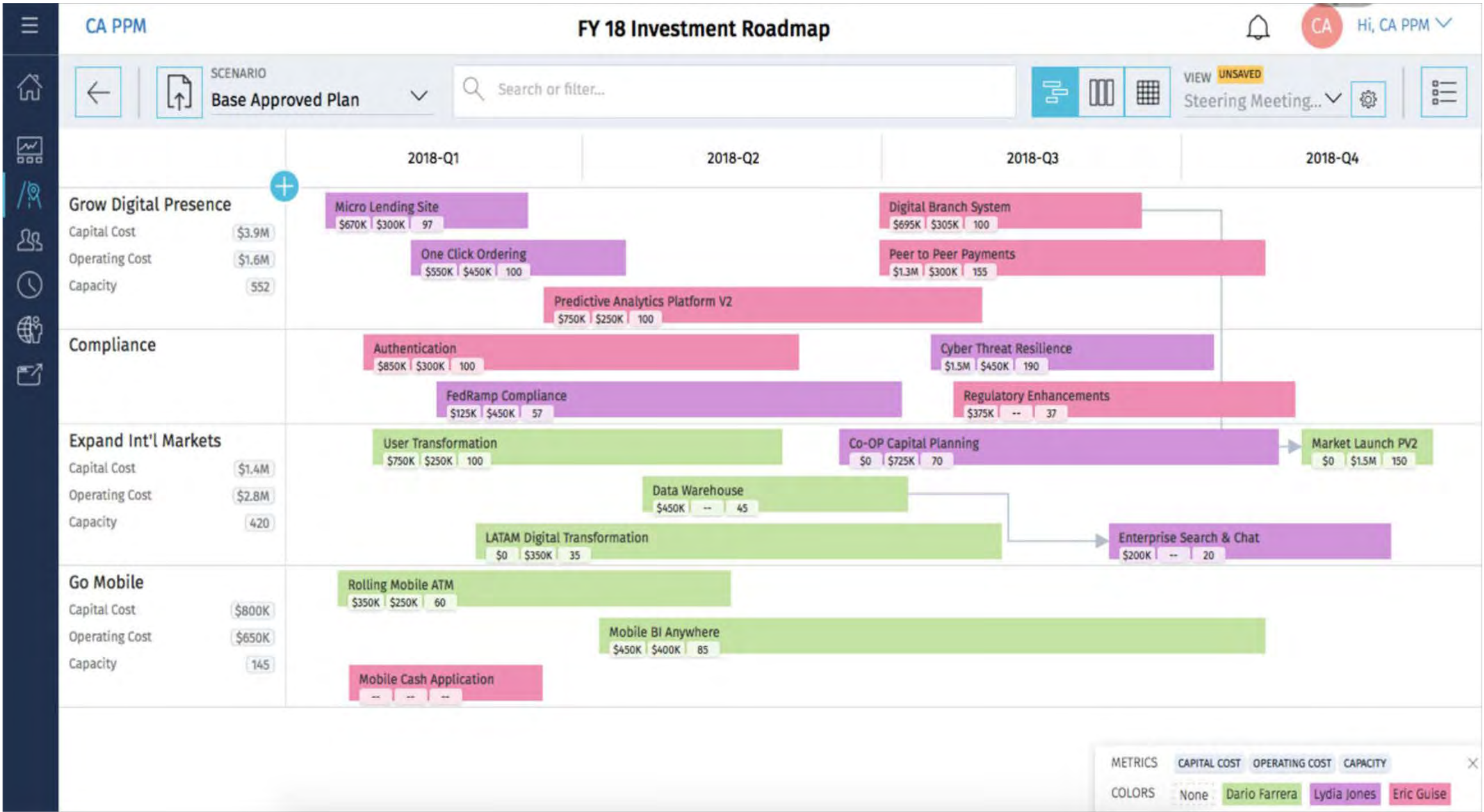
Roadmaps, when appropriately tailored for audience and purpose, can be **invaluable tools for building consensus and support for future business capabilities and outcomes.**

“These roadmaps must have the right granularity and planning horizon **and must connect strategy with implementation to ensure that desired outcomes are achieved.**” ¹

Gartner Report: [“Create Roadmaps That support Decision Making and Communicates Strategy Effectively”](#) James McGovern. July 26, 2017. ID: G00336402

Timeline (aka your PowerPoint® slide)

Support for dependencies, configurable metrics, and fiscal calendars



Timeline Additions (aka your Post-It® Notes)

Add new items to the ‘wall’ like a ‘post-it note’

New Roadmap Item

ROADMAP ITEM *

New Roadmap Item

☐ In Plan

START
Jul 24 2019

FINISH
Oct 24 2019

MUST HAVE
Search...

SPONSOR
▼

NOTE

OPERATING COST

CAPITAL COST

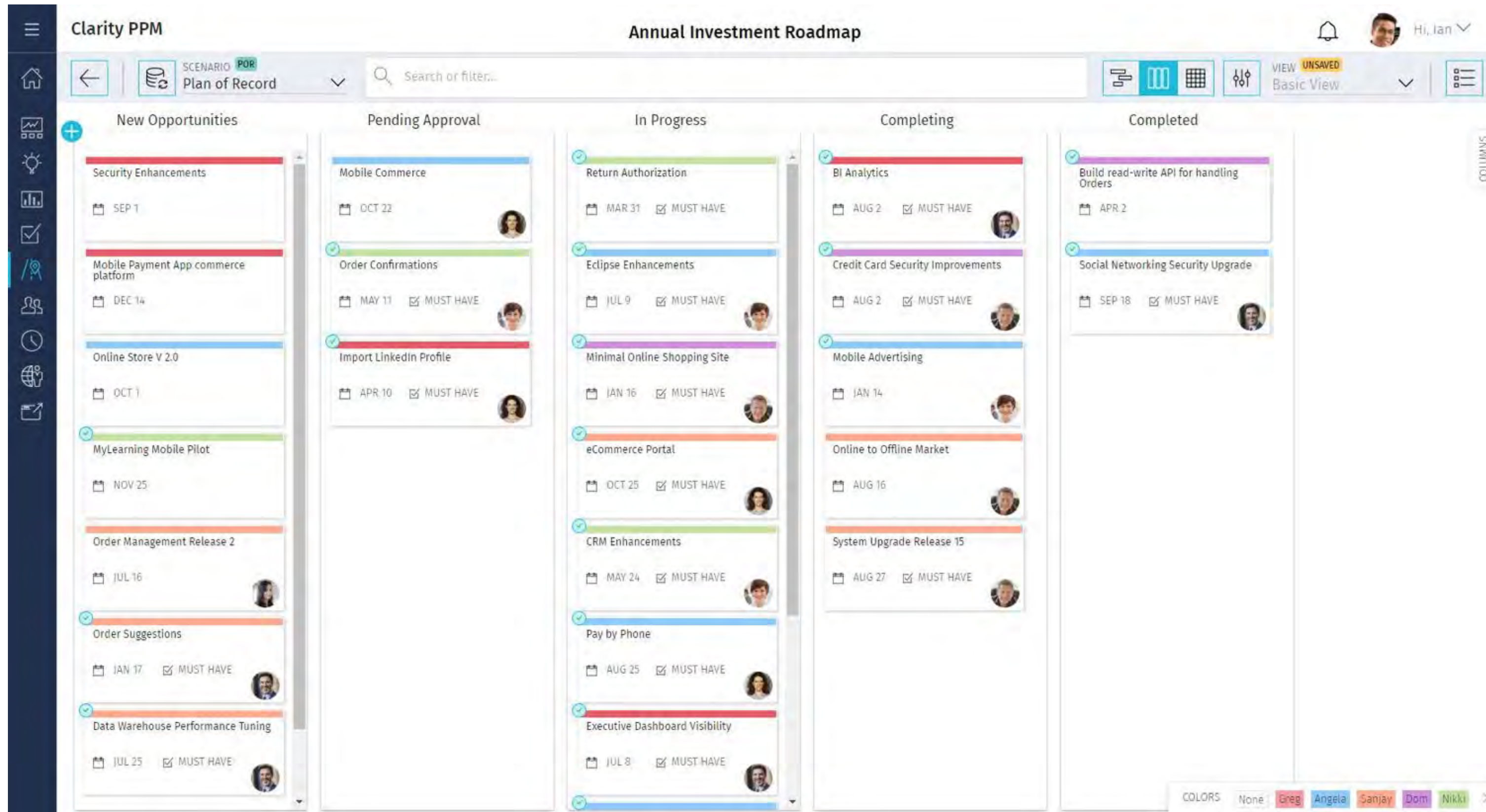
CAPACITY

Link

DELETEDEPENDENCIESDONE

Board (aka your ‘post-it’ note wall or Trello® board)

Support for configured columns, color accents, and hide/show columns



Grid (aka your Excel® spreadsheet)

Support for configured columns, targets, and time-scaled metrics

Clarity PPM

Annual Investment Roadmap

SCENARIO Plan of Record

Search or filter...

VIEW UNSAVED Basic View

Hi, Ian

Benefit

TARGET 7,000,000

IN PLAN 8,949,771

VARIANCE (1,949,771)

Capital Cost

TARGET 2,600,000

IN PLAN 2,586,612

VARIANCE 13,388

Operating Cost

TARGET 3,500,000

IN PLAN 3,713,882

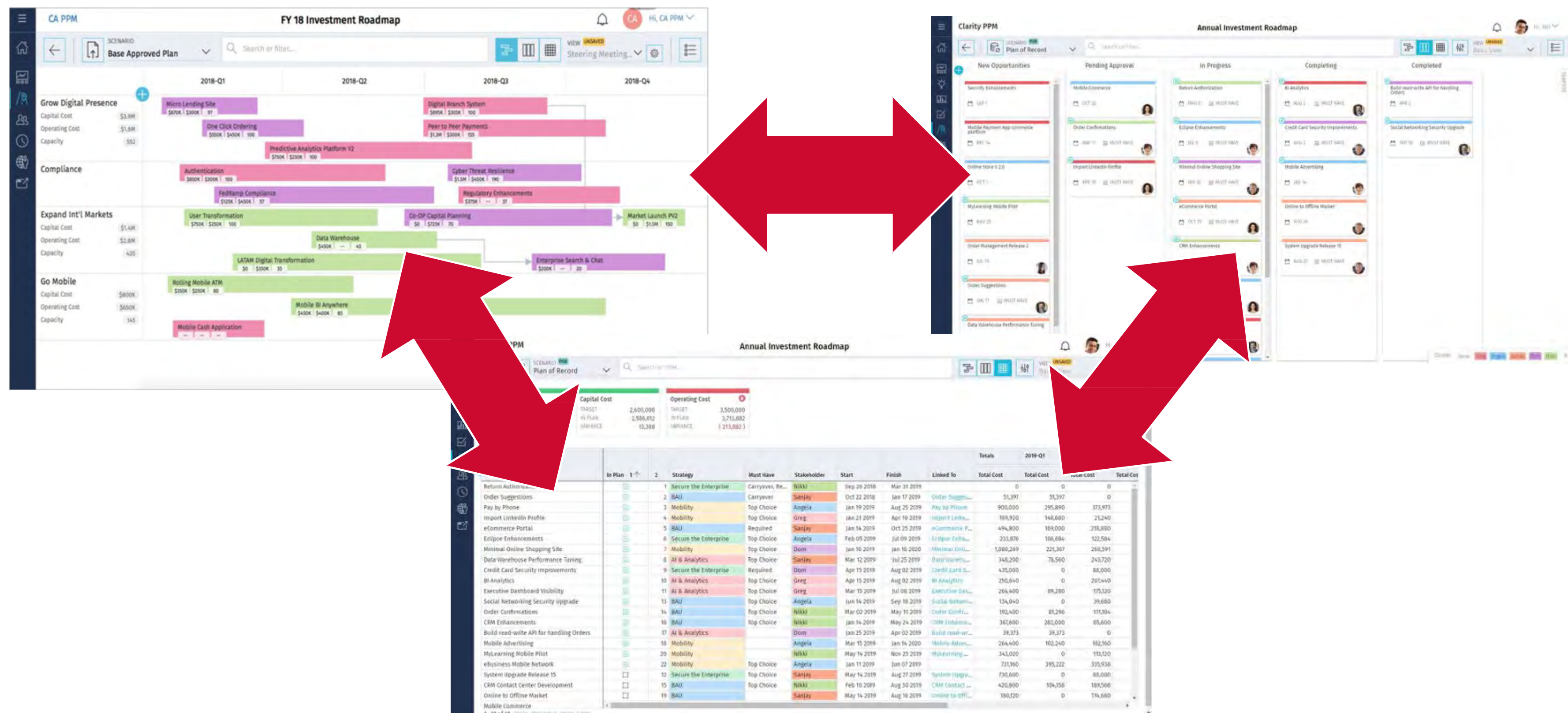
VARIANCE (213,882)

Roadmap Item*	In Plan	1	2	Strategy	Must Have	Stakeholder	Start	Finish	Linked To	Totals	2019-Q1	2019-Q2	2019-Q3
										Total Cost	Total Cost	Total Cost	Total Cost
Return Authorization	<input checked="" type="checkbox"/>		1	Secure the Enterprise	Carryover, Re...	Nikki	Sep 26 2018	Mar 31 2019		0	0	0	
Order Suggestions	<input checked="" type="checkbox"/>		2	BAU	Carryover	Sanjay	Oct 22 2018	Jan 17 2019	Order Sugges...	51,397	51,397	0	
Pay by Phone	<input checked="" type="checkbox"/>		3	Mobility	Top Choice	Angela	Jan 19 2019	Aug 25 2019	Pay by Phone	900,000	295,890	373,973	
Import LinkedIn Profile	<input checked="" type="checkbox"/>		4	Mobility	Top Choice	Greg	Jan 21 2019	Apr 10 2019	Import Linke...	169,920	148,680	21,240	
eCommerce Portal	<input checked="" type="checkbox"/>		5	BAU	Required	Sanjay	Jan 14 2019	Oct 25 2019	eCommerce P...	494,800	169,000	218,880	
Eclipse Enhancements	<input checked="" type="checkbox"/>		6	Secure the Enterprise	Top Choice	Angela	Feb 05 2019	Jul 09 2019	Eclipse Enha...	233,876	106,684	122,584	
Minimal Online Shopping Site	<input checked="" type="checkbox"/>		7	Mobility	Top Choice	Dom	Jan 16 2019	Jan 16 2020	Minimal Onli...	1,080,269	221,367	268,591	
Data Warehouse Performance Tuning	<input checked="" type="checkbox"/>		8	AI & Analytics	Top Choice	Sanjay	Mar 12 2019	Jul 25 2019	Data Wareho...	348,200	78,560	243,720	
Credit Card Security Improvements	<input checked="" type="checkbox"/>		9	Secure the Enterprise	Required	Dom	Apr 15 2019	Aug 02 2019	Credit Card S...	435,000	0	88,000	
BI Analytics	<input checked="" type="checkbox"/>		10	AI & Analytics	Top Choice	Greg	Apr 15 2019	Aug 02 2019	BI Analytics	250,640	0	207,440	
Executive Dashboard Visibility	<input checked="" type="checkbox"/>		11	AI & Analytics	Top Choice	Greg	Mar 15 2019	Jul 08 2019	Executive Das...	264,400	89,280	175,120	
Social Networking Security Upgrade	<input checked="" type="checkbox"/>		13	BAU	Top Choice	Angela	Jun 14 2019	Sep 18 2019	Social Networ...	134,040	0	39,680	
Order Confirmations	<input checked="" type="checkbox"/>		14	BAU	Top Choice	Nikki	Mar 02 2019	May 11 2019	Order Confir...	192,400	81,296	111,104	
CRM Enhancements	<input checked="" type="checkbox"/>		16	BAU	Top Choice	Nikki	Jan 14 2019	May 24 2019	CRM Enhance...	367,600	282,000	85,600	
Build read-write API for handling Orders	<input checked="" type="checkbox"/>		17	AI & Analytics		Dom	Jan 25 2019	Apr 02 2019	Build read-wr...	39,373	39,373	0	
Mobile Advertising	<input checked="" type="checkbox"/>		18	Mobility		Angela	Mar 15 2019	Jan 14 2020	Mobile Adver...	264,400	102,240	162,160	
MyLearning Mobile Pilot	<input checked="" type="checkbox"/>		20	Mobility		Nikki	May 14 2019	Nov 25 2019	MyLearning ...	343,020	0	113,120	
eBusiness Mobile Network	<input checked="" type="checkbox"/>		22	Mobility	Top Choice	Angela	Jan 11 2019	Jun 07 2019		731,160	395,222	335,938	
System Upgrade Release 15	<input type="checkbox"/>		12	Secure the Enterprise	Top Choice	Sanjay	May 14 2019	Aug 27 2019	System Upgra...	730,600	0	88,000	
CRM Contact Center Development	<input type="checkbox"/>		15	BAU	Top Choice	Nikki	Feb 10 2019	Aug 30 2019	CRM Contact ...	420,800	104,158	189,568	
Online to Offline Market	<input type="checkbox"/>		19	BAU		Sanjay	May 14 2019	Aug 16 2019	Online to Offl...	180,120	0	114,680	
Mobile Commerce													

1- 27 of 27 FIRST PREVIOUS NEXT LAST

Tie Them All Together and You Have Something

PowerPoint® Slide, Excel® Sheet, and Trello® Board all reading the same data

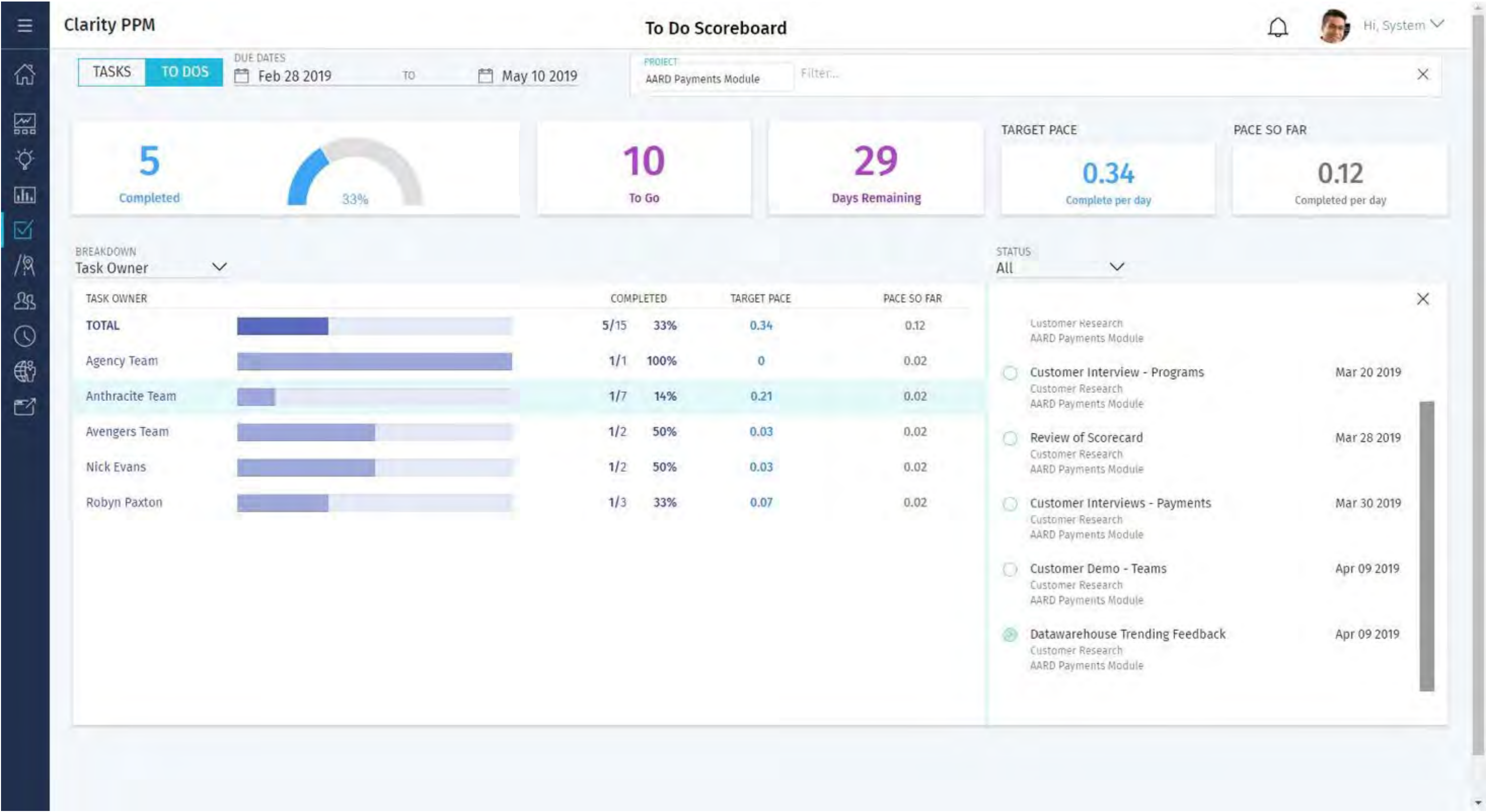




To Do
Scoreboard

To Do's – Agile “without the ceremonies”

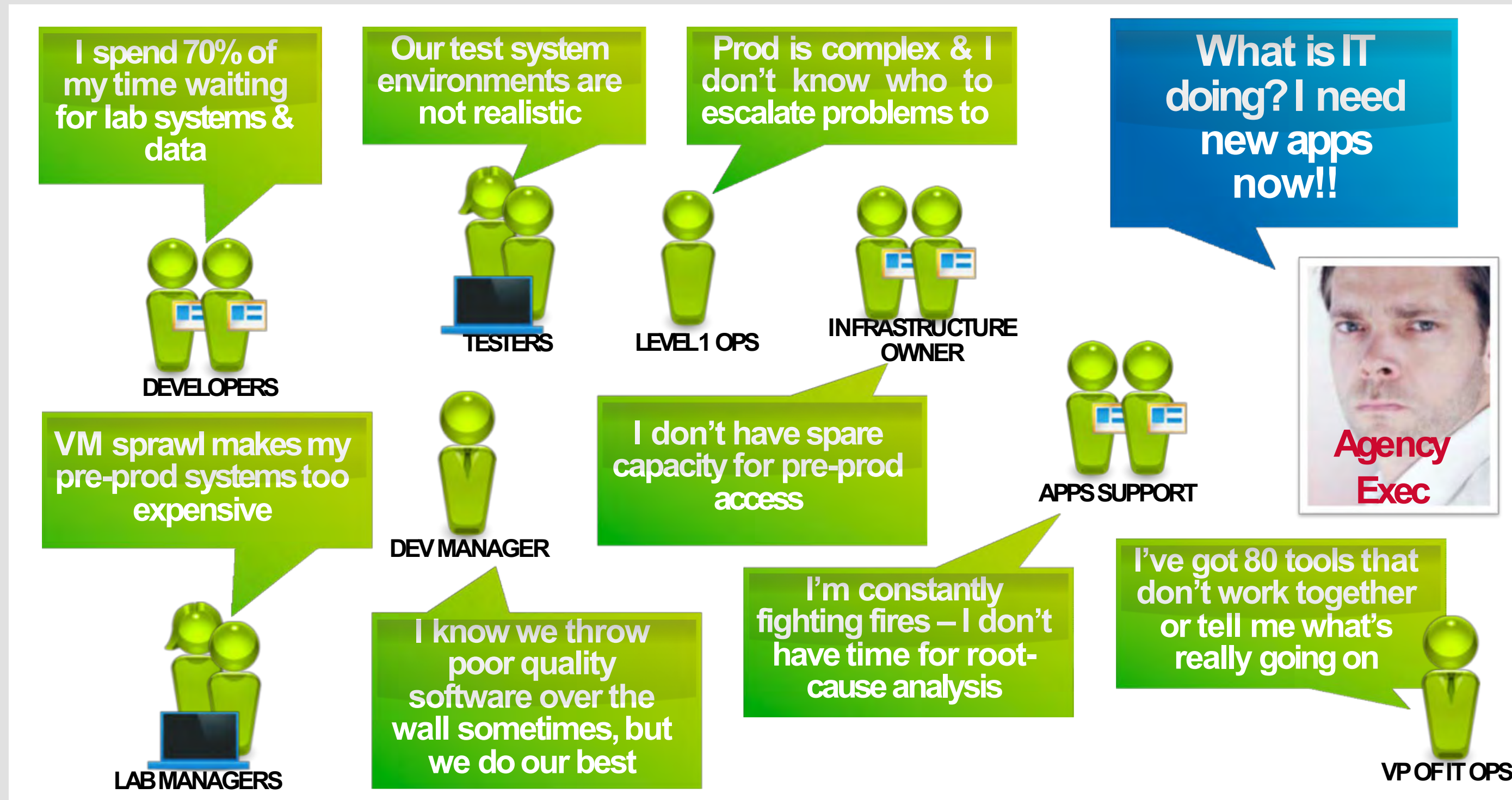
Gamify work to encourage team productivity while providing some insight into personal contributions.



(Again) Tie These All Together and You Have Something
PowerPoint® Slide, Excel® Sheet, and Trello® Board all receive data



Does any of this sound familiar?



Extending Rally® in Enterprise Agile ALM with ARD

(Agile Requirements Designer)

Connect Strategy to Delivery

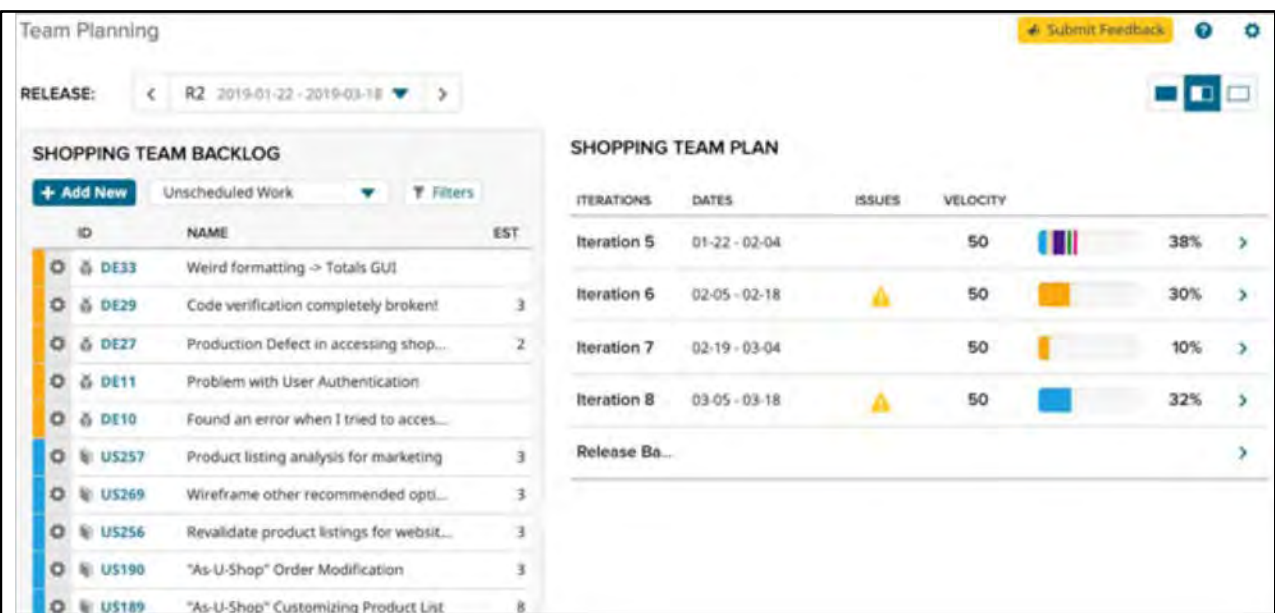
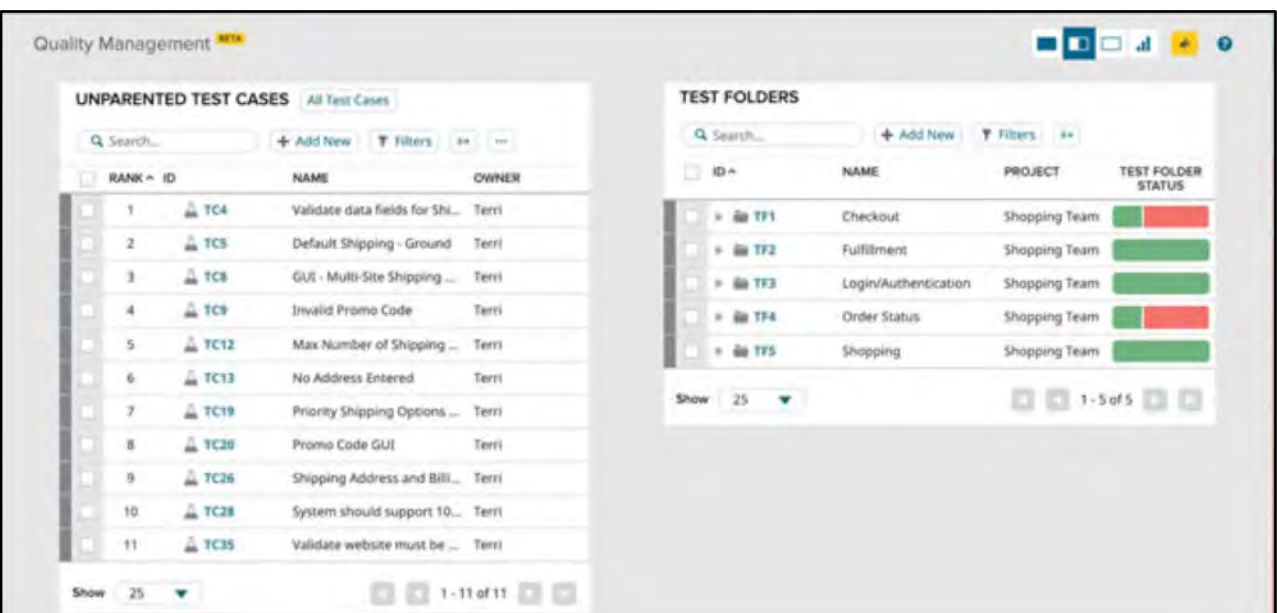
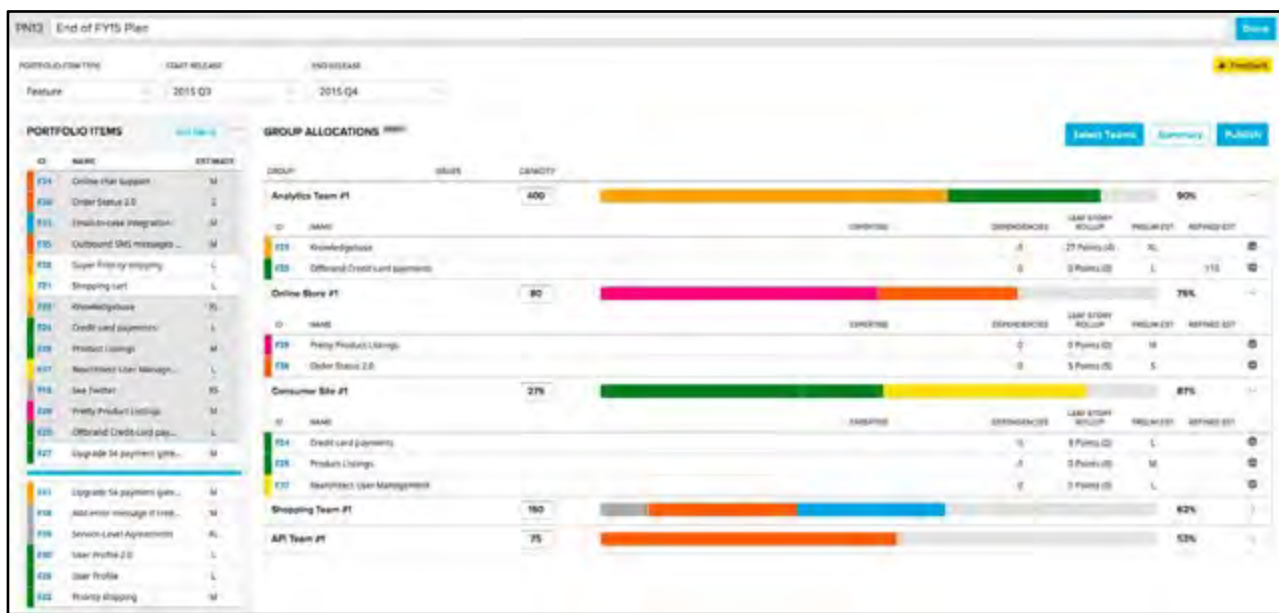
Streamline Agile Planning by using visual workflows in decision making for on-time delivery and cost efficiencies

Accelerate Time to Market

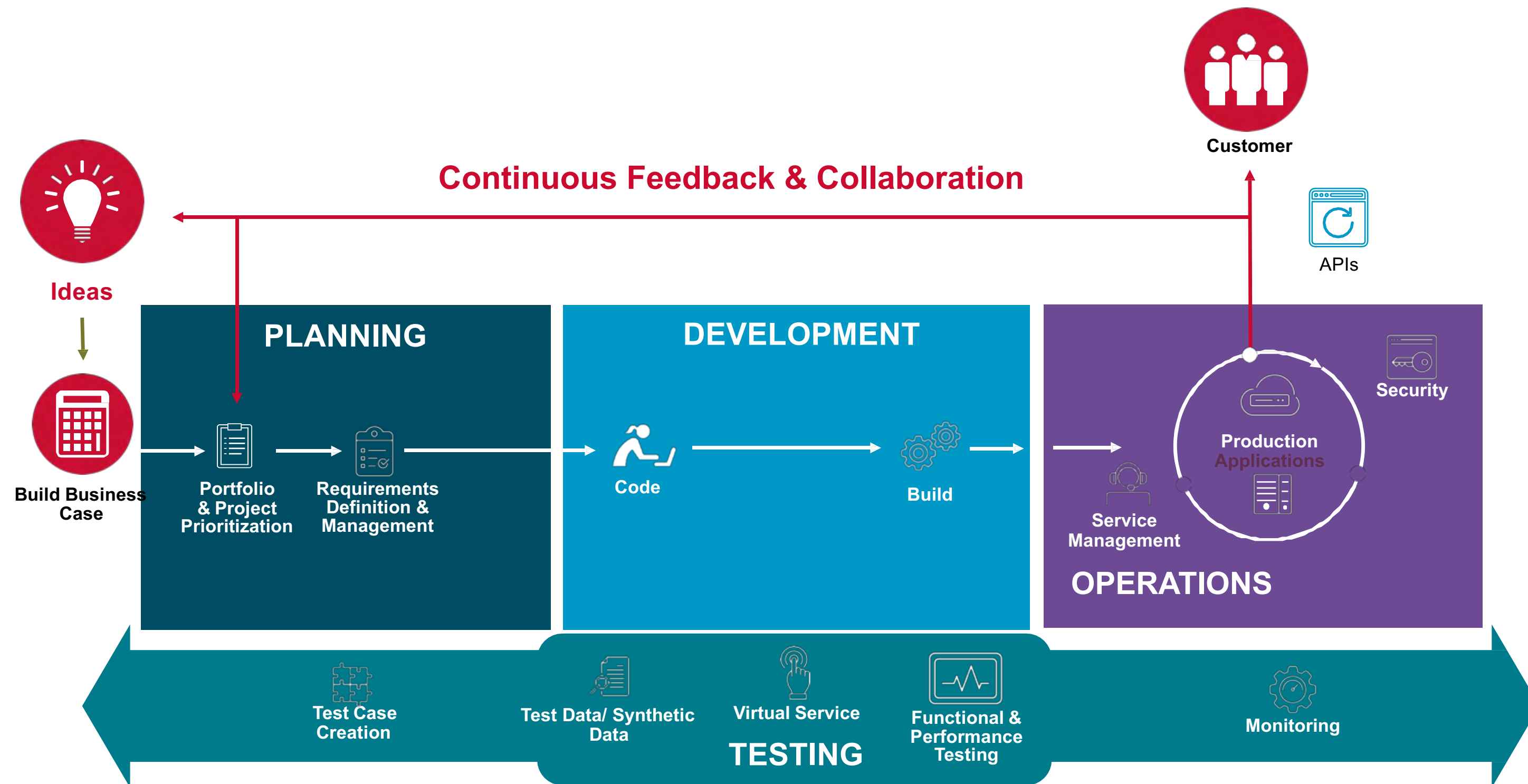
Track to release quality via an optimal set of test cases that provides for shorter iterations and sprints

Build better, more predictable plans

Manage requirement change with continuous visibility and traceability that help improve application quality



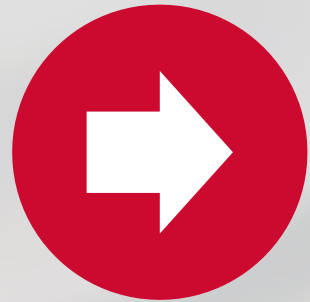
Take steps to Modernize for Agile Testing throughout the SDLC



Continuous Testing is the embedding of **testing as a fundamental and ongoing aspect of every activity** though the software delivery cycle

PROBLEM:

Decentralized Business Intelligence



SYMPTOMS

- Information latency
- Disconnected applications
- No role-based insights or contextual awareness
- Reporting is complex, restricted, time consuming and cost prohibitive

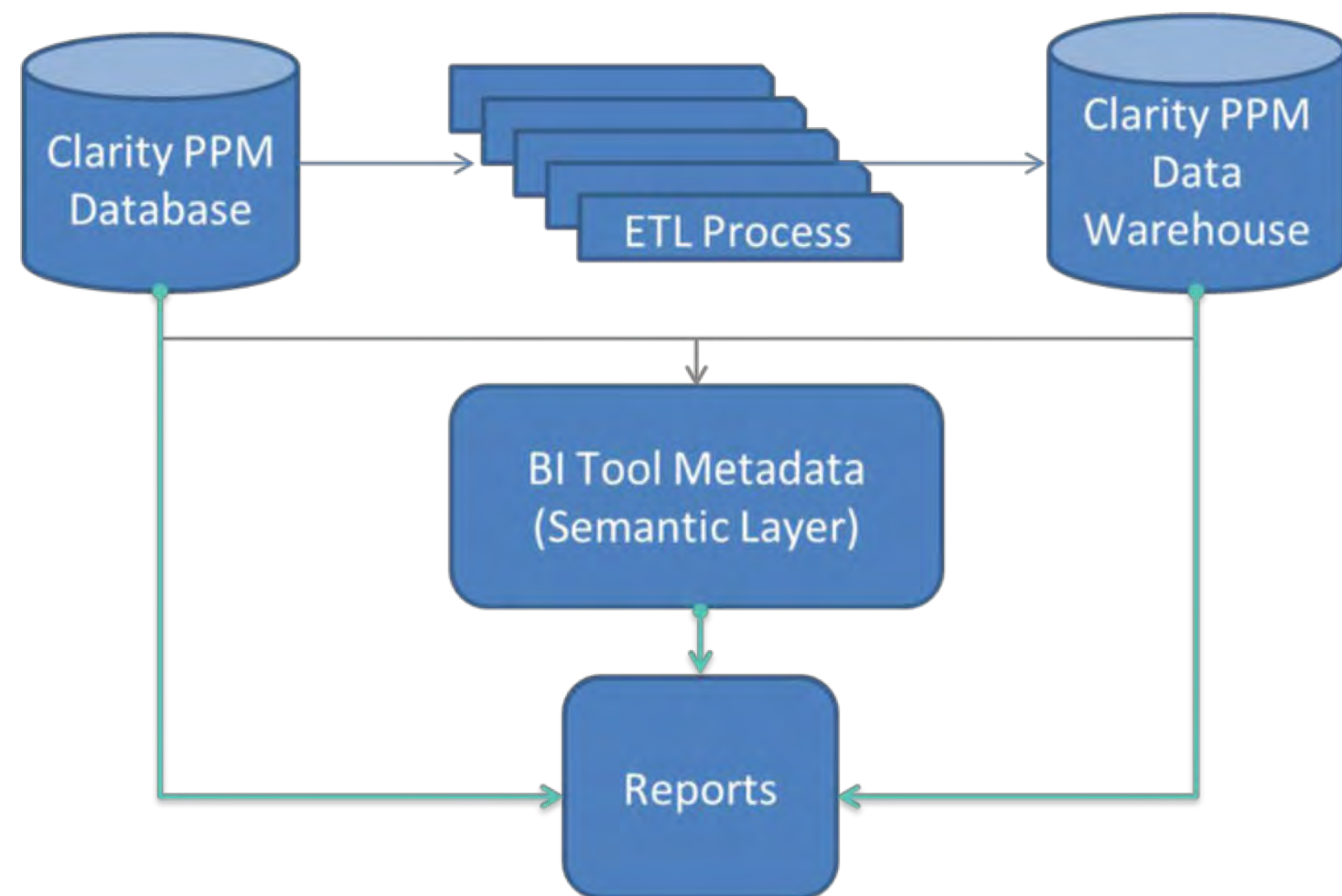


SOLUTION

- Embedded data warehouse
- Democratized data—self service
- Consumable by anyone, anywhere
- Performance improvement
- Synthesis of portfolios, resources and financials—including trend analysis

The Power of Our Data Warehouse

Only PPM solution with a true star-schema data warehouse natively onboard



- Configuration changes *automatically included*
- Includes Native Trending on
 - Resource or Investment Org changes
 - Investment status changes over time
 - Investment burn rates
 - Issue, risk and change status
 - Hours available, allocated, etc.
 - Utilization

Data Warehouse: Case Study



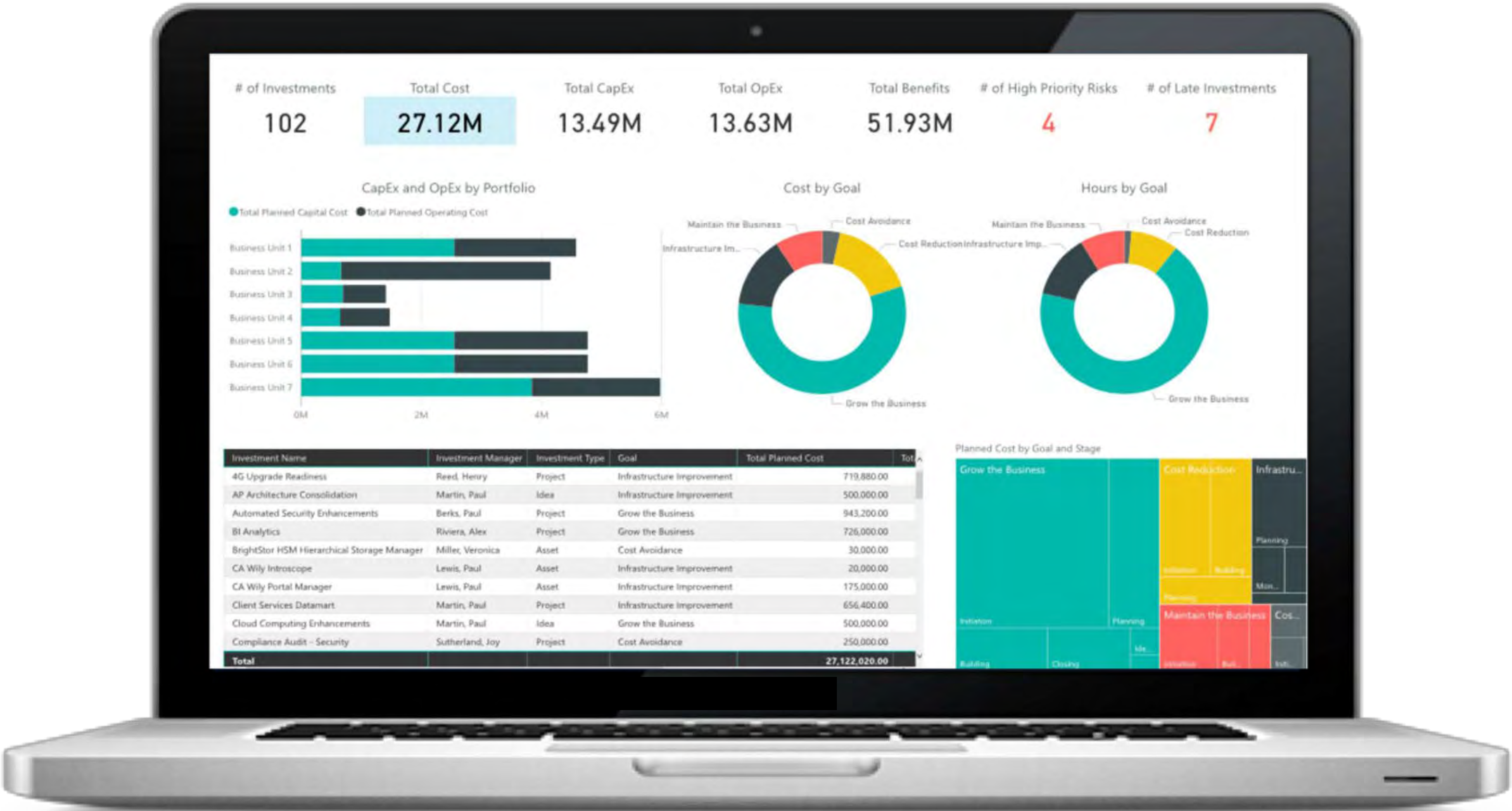
“Don’t underestimate the value of optimized data for adhoc reporting. A typical department creates **50 ad hoc reports a year** expending 32 hours of effort spending **\$6200 per report**. 70% of the effort is spent writing queries and cleaning up the suboptimal data.”

“Optimized data and the right reporting tool significantly reduced ad hoc reporting effort, which can result in **cost savings up to \$200,000 a year**“

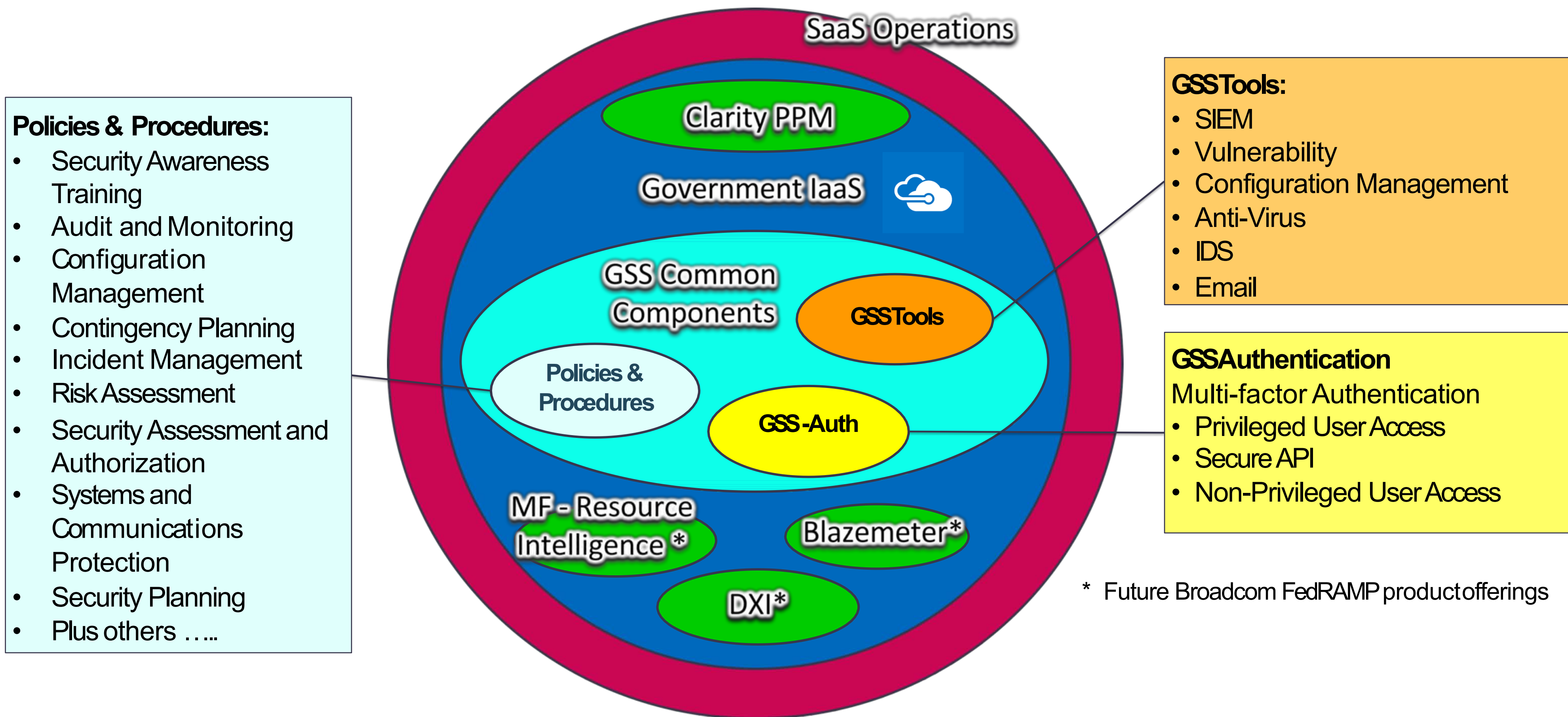
TREBGATTE.TUMBLE ROAD, LLC.

Deeper Analysis

Connect your favorite BI tool (Power BI®, Qlikview®, Tableau®) to Clarity PPM.

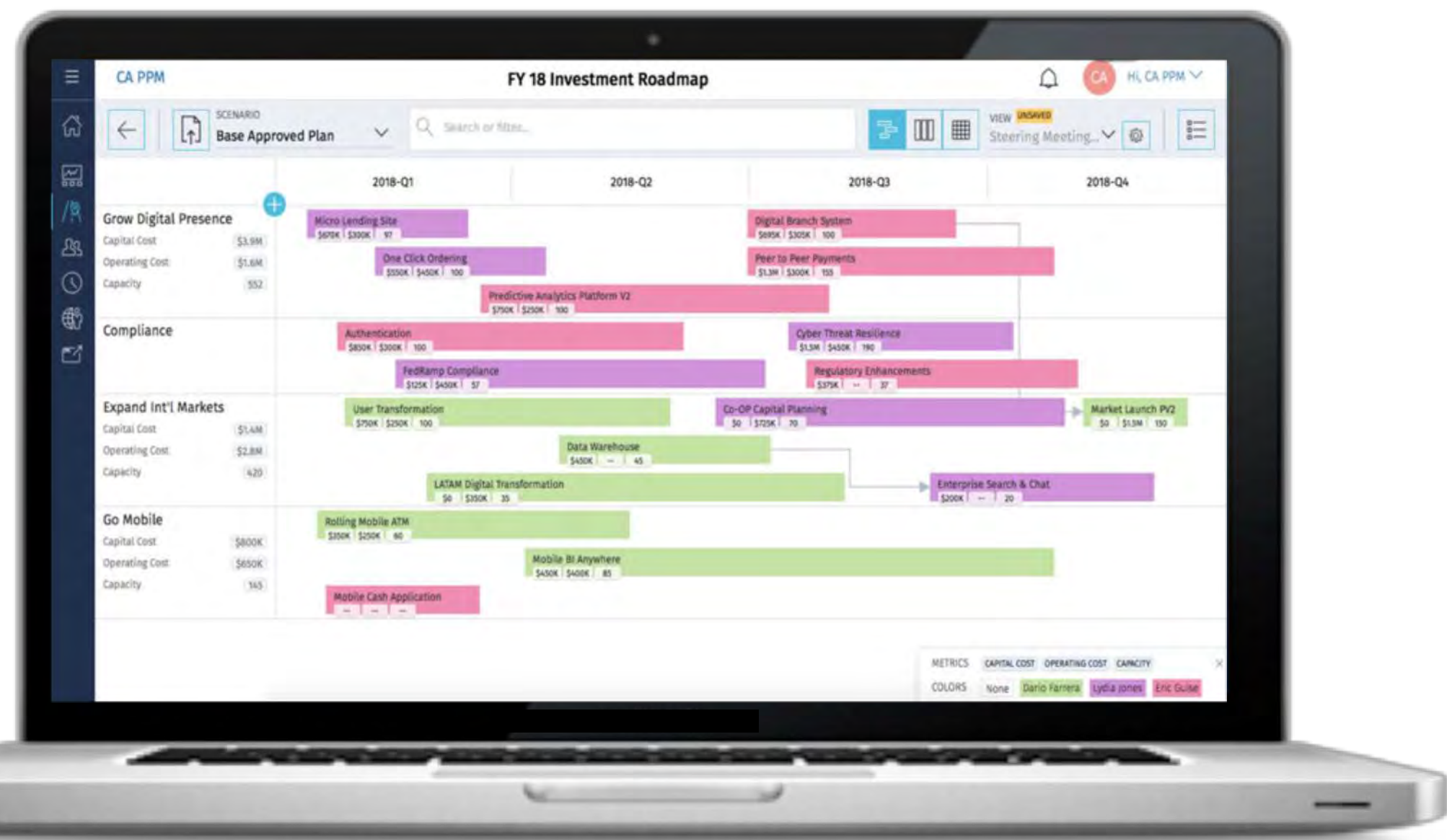


Broadcom FedRAMP General Support System Portfolio



Clarity PPM

The Fastest Way to Innovate



SIMPLE

Get work done with one solution built for every role.

USABLE

Accelerate planning with strategic roadmaps.

POWERFUL

Make smarter decisions with real-time data.



Nicole Fleming
PROJECT MANAGER



Derrick Joseph
RESOURCE MANAGER



Rita Lee
FINANCE MANAGER



Mike Jones
TEAM MEMBER



Jennifer Logan
PRODUCT MANAGER



Susan Johnson
CIO/EXECUTIVE

MOBILE TIME MANAGEMENT

PROJECT

RESOURCES

FINANCIAL

DEMAND

ROADMAPPING

CLARITY PPM | CLARITY PPM SAAS

ON-SITE INTEGRATIONS | ODATAAPI

DEVELOPMENT

CA Agile Central

Jira Software

BUSINESS INTELLIGENCE

TIBCO Jaspersoft

Power BI

tableau

Qlik

FINANCE

SAP

ORACLE

APPTIO

SCHEDULING

Open Workbench

Project

ADMINISTRATION

CA Single Sign-On

box

OneDrive

Part of the Broadcom Portfolio





Nicole Fleming
PROJECT MANAGER



Derrick Joseph
RESOURCE MANAGER



Rita Lee
FINANCE MANAGER



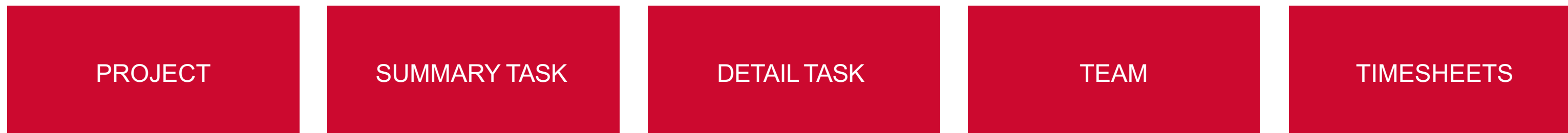
Mike Jones
TEAM MEMBER



Jennifer Logan
PRODUCT MANAGER

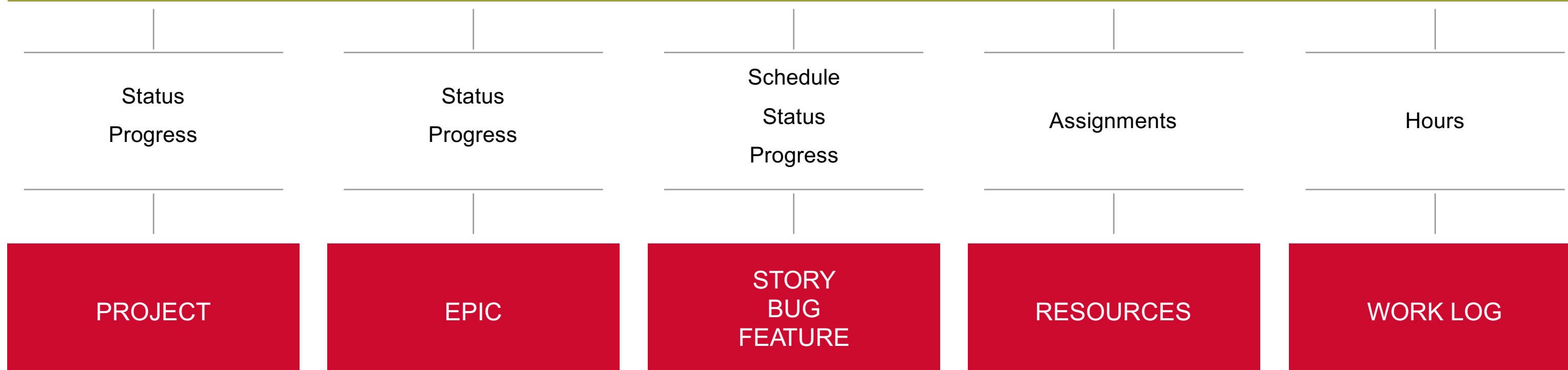


Susan Johnson
CIO/EXECUTIVE



Clarity PPM

BI-DIRCTIONAL REST | SOAPAPI



Rally (Agile Central)

 Jira Software