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* MIT Sloan Management Review 2017. Read <u>here</u>.



INNOVATION BLOCK No. 1



PROJECTS.

USE MULTIPLE **PPM TOOLS TO** MANAGE WORK*



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

WE SQUANDER LIMITED **RESOURCES** ON LOW-VALUE



PRODUCTS/CAPABILITIES

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

* State of the Modern PMO, PM.com 2018



INNOVATION BLOCK No. 2



SPEND OVER A YEAR PLANNING AND EXECUTING **BIG PROJECTS***



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ORGANIZATIONAL FATIGUE HAMPERS OUR INNOVATION.

OUR INVESTMENTS DO NOT MATCH OUR AGENCY GOALS.



PRODUCTS/CAPABILITIES

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

* State of the Modern PMO, PM.com 2018



INNOVATION BLOCK No. 3



SAY PROJECTS FAIL WITHOUT PORTFOLIO **ANALYTICS***

4



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CAN'T MAKE DECISIONS WITHOUT GOOD DATA.

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



PRODUCTS/CAPABILITIES

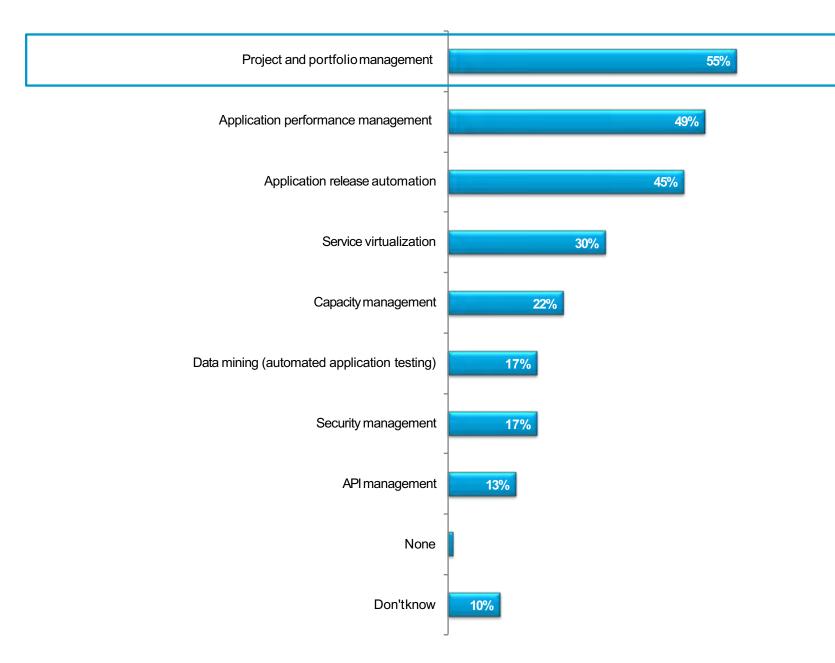


FORCED TO REACT, RATHER THAN PLAN, FOR CHANGE.

* 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: CIO Forum LinkedIn Survey; 110 qualified respondents

Those with DevOps in place or underway are more likely than others to view project and portfolio management and security management as key enablers of DevOps.



Business Case Demand Management

Capture Innovation, BAU and Carryover work

Strategy & Investment Roadmaps

Collaborate with Business in top down planning Investment Roadmaps

Ensure you have the right people on the right work

Funding, forecasting and al planning

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Simple Usable & Complete

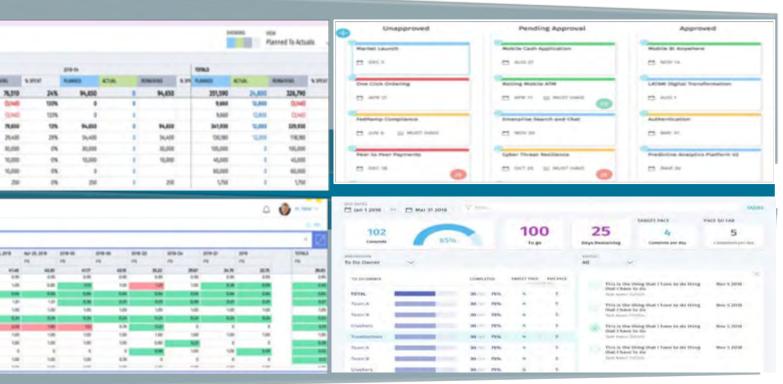


A complete solution that users will adopt on their own. Usable, practical and simple.

Financial & People Planning

Modern Work Management

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



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.





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 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.

WHY ARE WE THE **ANSWER?**

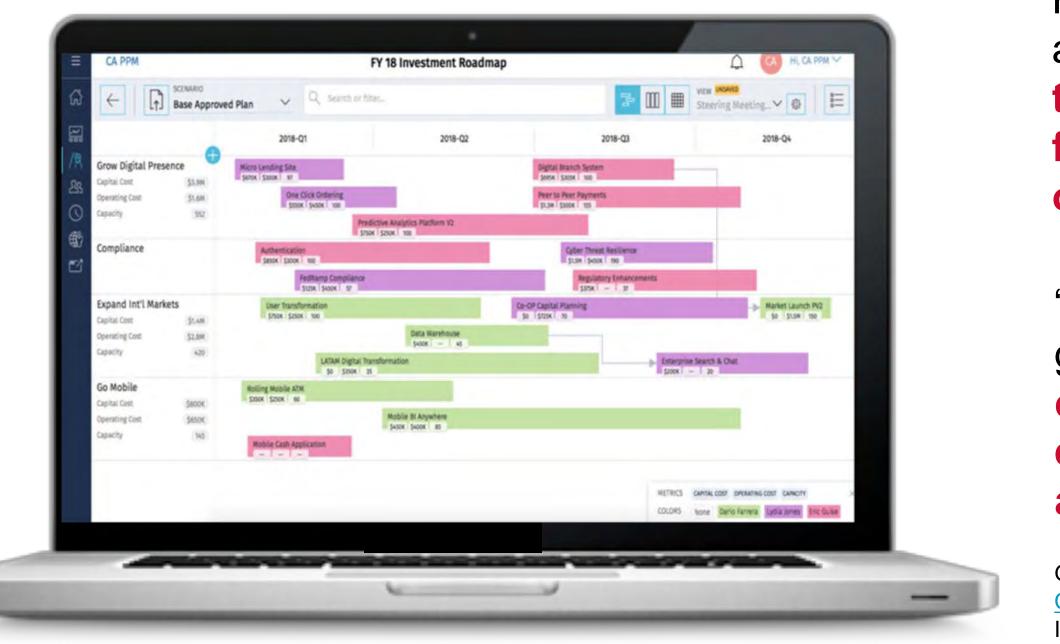
We're bringing a comprehensive set of purpose-built tools to investment planning that enables you to gain build consensus.

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.

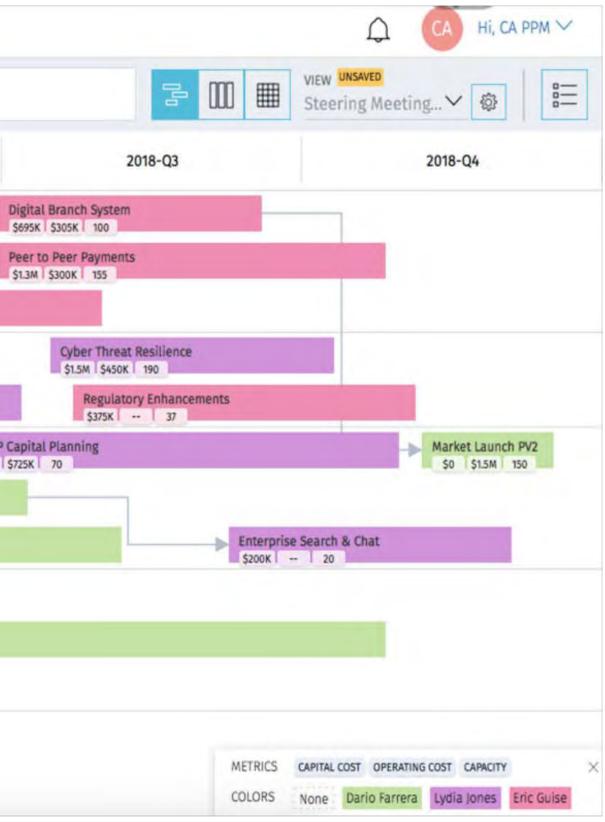
"These roadmaps must have the right granularity and planning horizon and must connect strategy with implementation to ensure that desired outcomes are achieved."¹

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

			2018-Q1		2018-Q2	
Grow Digital Pre	sence	Micro Lending	g Site			
Capital Cost	\$3.9M	\$670K \$300K				
Operating Cost	\$1.6M		One Click Ordering \$550K \$450K 100			
Capacity	552			Predictive Ana \$750K \$250K	alytics Platform V2	
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Go Mobile		Rolling Mot	bile ATM			
Capital Cost	\$800K	\$350K \$250				
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Timeline Additions (aka your Post-It ® Notes)

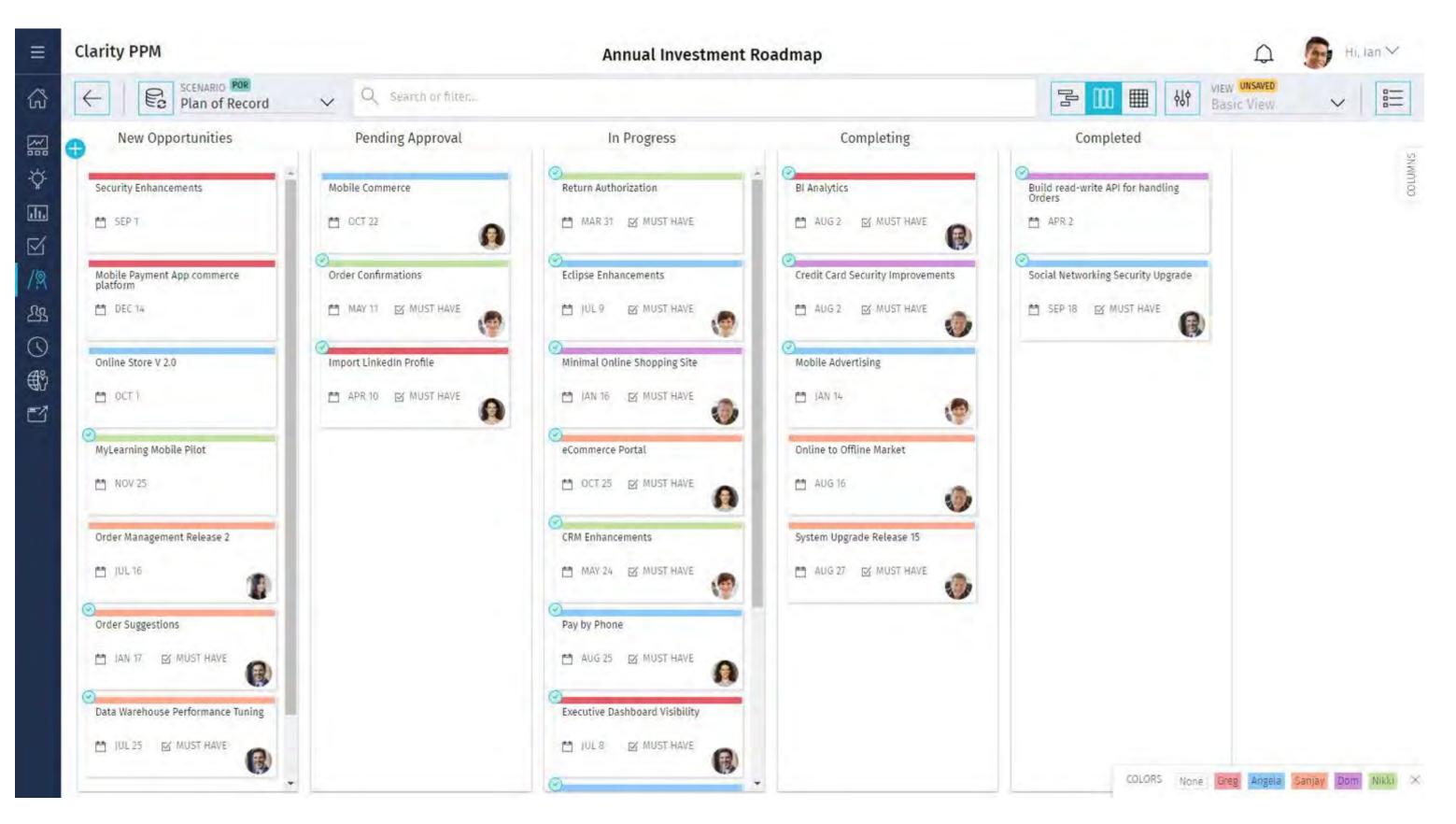
Add new items to the 'wall' like a 'post-it note'

ROADMAP ITEM * New Roadmap Iter	n	
In Plan	START	FINISH
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NOTE OPERATING COST	CAPITAL COST	CAPACITY
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DELETE	DEPENDENCIES	DON



BROADCOM[®]

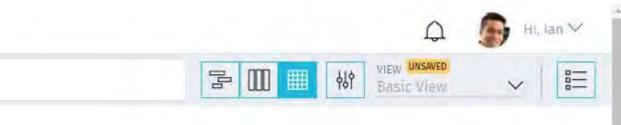
Board (aka your 'post-it' note wall or Trello[®] board) Support for configured columns, color accents, and hide/show columns





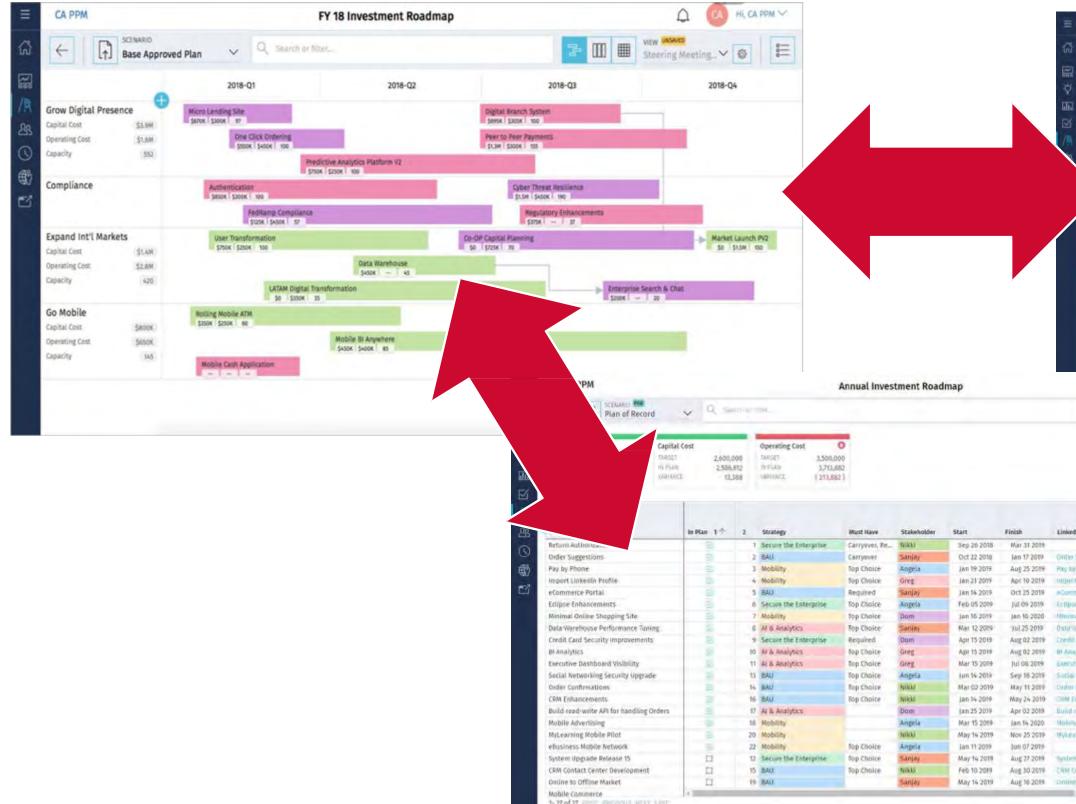
Grid (aka your Excel® spreadsheet) Support for configured columns, targets, and time-scaled metrics

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Return Authorization	Ð	1	Secure the Enterprise	Carryover, Re	Nikki	Sep 26 2018	Mar 31 2019		0	0	0	
Order Suggestions	E.	2	BAU	Carryover	Sanjay	Oct 22 2018	Jan 17 2019	Order Sugges	51,397	51,397	0	
Pay by Phone	E.	3	Mobility	Top Choice	Angela	Jan 19 2019	Aug 25 2019	Pay by Phone	900,000	295,890	373,973	
Import LinkedIn Profile	Ø	4	Mobility	Top Choice	Greg	Jan 21 2019	Apr 10 2019	Import Linke	169,920	148,680	21,240	0.00
eCommerce Portal	E.	5	BAU	Required	Sanjay	Jan 14 2019	Oct 25 2019	eCommerce P	494,800	169,000	218,880	
Eclipse Enhancements	R	6	Secure the Enterprise	Top Choice	Angela	Feb 05 2019	Jul 09 2019	Eclipse Enha	233,876	106,684	122,584	0.000
Minimal Online Shopping Site	B	7	Mobility	Top Choice	Dom	Jan 16 2019	Jan 16 2020	Minimal Onli	1,080,269	221,367	268,591	
Data Warehouse Performance Tuning	ES.	8	AI & Analytics	Top Choice	Sanjay	Mar 12 2019	Jul 25 2019	Data Wareho	348,200	78,560	243,720	1
Credit Card Security Improvements	R	9	Secure the Enterprise	Required	Dom	Apr 15 2019	Aug 02 2019	Credit Card S	435,000	0	88,000	
BI Analytics	Ø	10	AI & Analytics	Top Choice	Greg	Apr 15 2019	Aug 02 2019	BI Analytics	250,640	0	207,440	
Executive Dashboard Visibility	5	11	AI & Analytics	Top Choice	Greg	Mar 15 2019	Jul 08 2019	Executive Das	264,400	89,280	175,120	
Social Networking Security Upgrade	R.	13	BAU	Top Choice	Angela	Jun 14 2019	Sep 18 2019	Social Networ	134,040	0	39,680	1
Order Confirmations	Ø	14	BAU	Top Choice	Nikki	Mar 02 2019	May 11 2019	Order Confir	192,400	81,296	111,104	
CRM Enhancements	R.	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	R	17	AI & Analytics		Dom	Jan 25 2019	Apr 02 2019	Build read-wr	39,373	39,373	0	
Mobile Advertising	1	18	Mobility		Angela	Mar 15 2019	Jan 14 2020	Mobile Adver	264,400	102,240	162,160	1.1
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eBusiness Mobile Network	1	22	Mobility	Top Choice	Angela	Jan 11 2019	Jun 07 2019		731,160	395,222	335,938	
System Upgrade Release 15		12	Secure the Enterprise	Top Choice	Sanjay	May 14 2019	Aug 27 2019	System Upgra	730,600	0	88,000	
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CRM Contact Center Development												





Tie Them All Together and You Have Something PowerPoint[®] Slide, Excel[®] Sheet, and Trello[®] Board all reading the same data



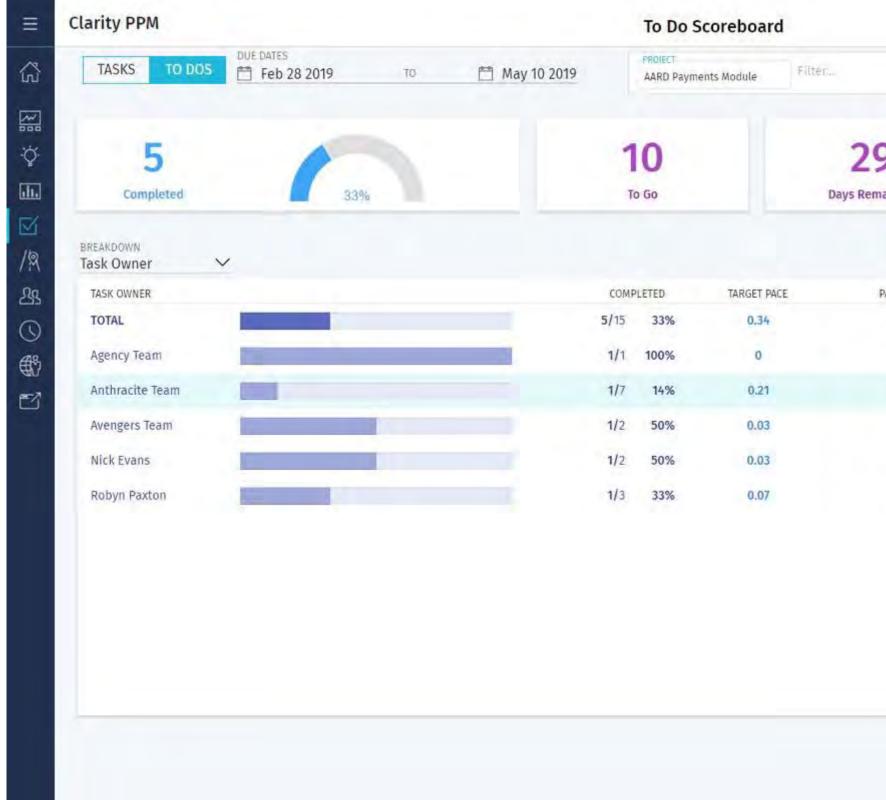
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To Do's – Agile "without the ceremonies"

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

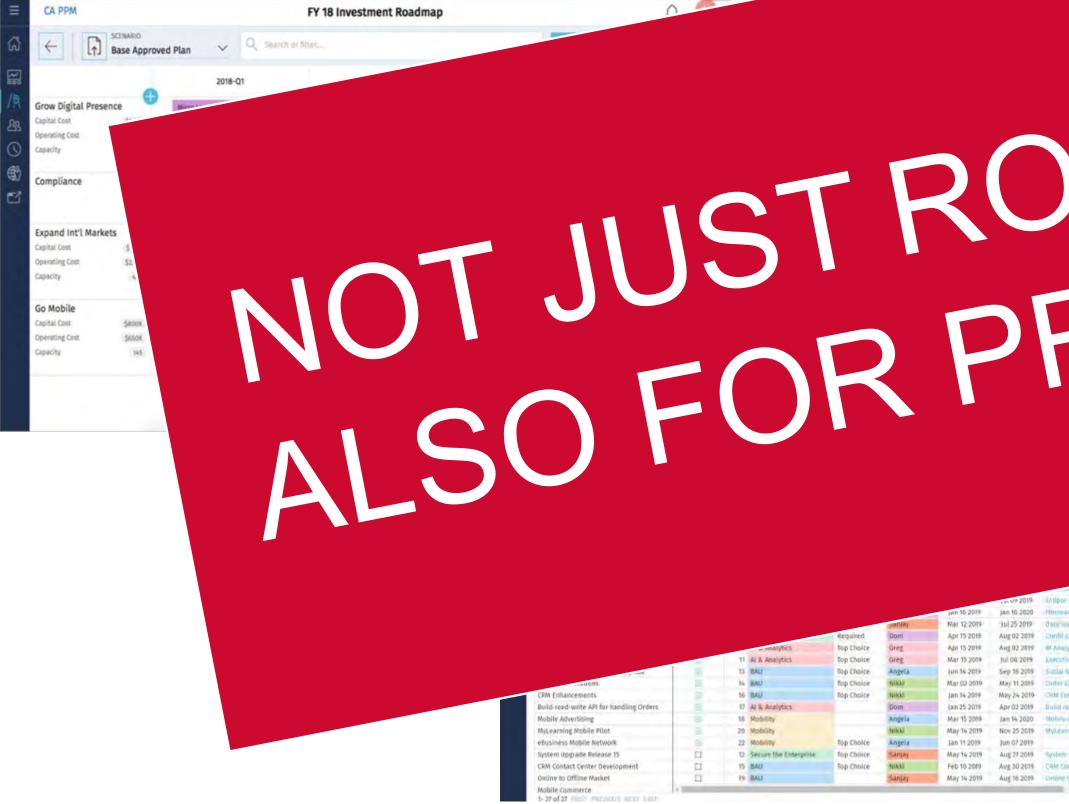




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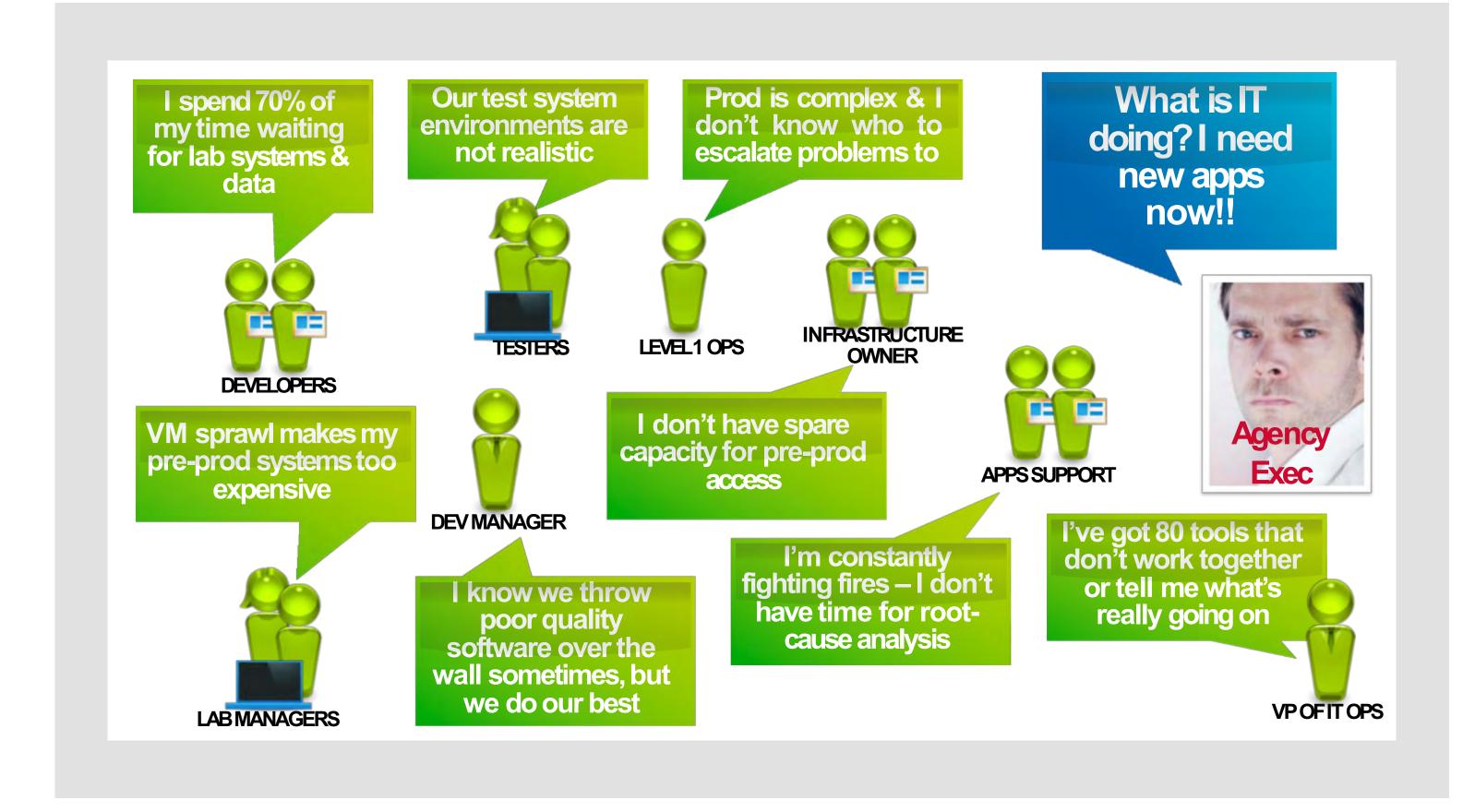
(Again) Tie These All Together and You Have Something PowerPoint[®] Slide, Excel[®] Sheet, and Trello[®] Board all reita NOT JUST ROADMAPS ALSO FOR PROJECTS! CA PPN FY 18 Investment Roadman **Base Approved Plan** Grow Digital Presence verating Co pacity Compliance Expand Int'l Markets perating Co apacity Go Mobile apital Cost perating Cos



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Does any of this sound familiar?





Extending Rally[®] in Enterprise Agile ALM with ARD (Agile Requirements Designer)

Connect Strategy to **Delivery**

Accelerate Time to Market

Streamline Agile Planning by using visual workflows in decision making for on-time delivery and cost efficiencies Track to release quality via an optimal set of test cases that provides for shorter iterations and sprints

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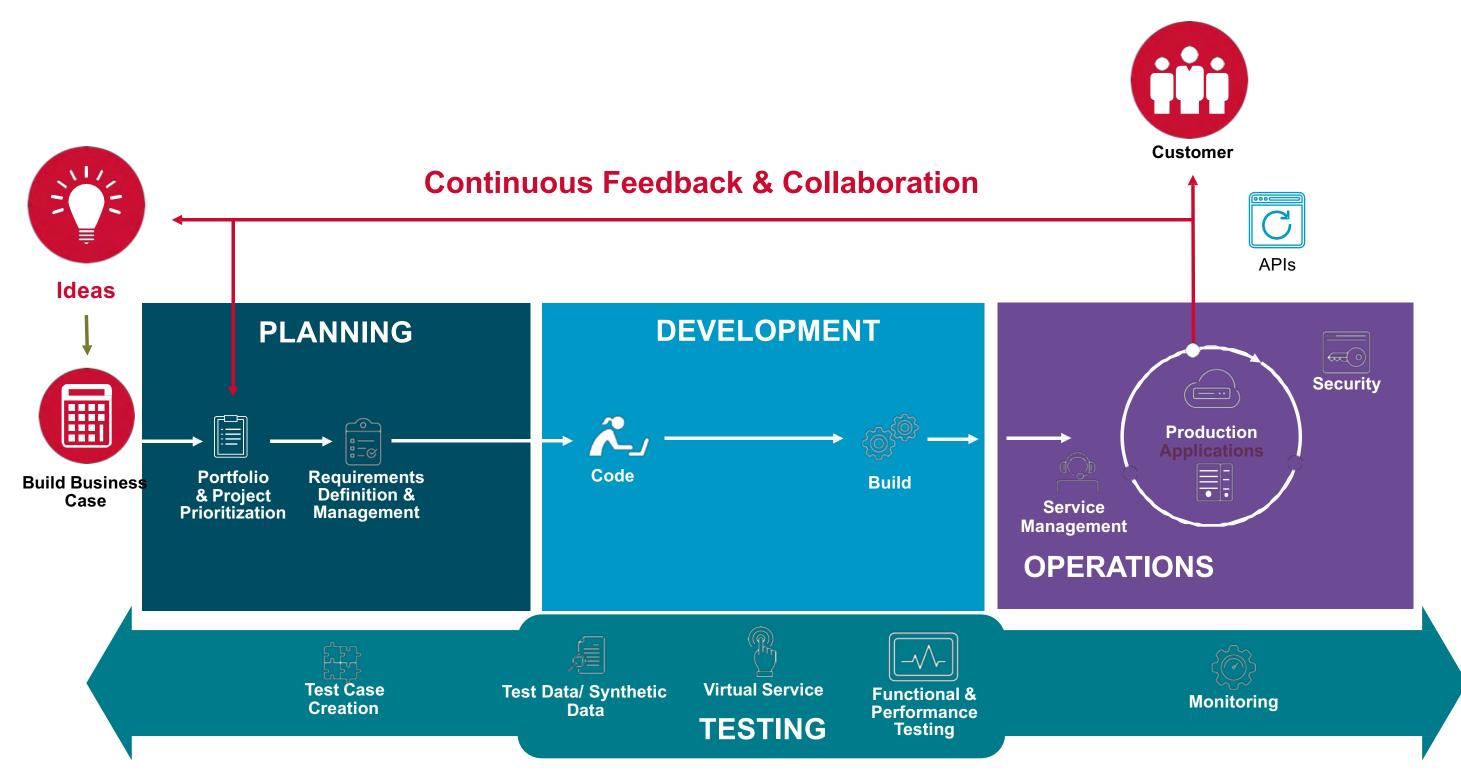
Build better, more predictable plans

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

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+ ^	dd New	Unscheduled Work		¥ Filters		ITERATIONS	DATES	ISSUES	VELOCITY			
	ID	NAME			EST	Iteration 5	01-22 - 02-04		50		38%	>
0	₫ DE33	Weird formatting ->	Totals GUI	k						-		
0	₫ DE29	Code verification cor	mpletely b	roken!	3	Iteration 6	02-05 - 02-18		50		30%	>
0	ő DEZZ	Production Defect in	accessing	shop	2	Iteration 7	02-19 - 03-04		50		10%	>
0	₫ DE11	Problem with User A	uthenticat	noit		Iteration 8	03-05 - 03-18		50	-	32%	>
0	ě DE10	Found an error when	n I tried to	acces		iteration 8	03-05 - 03-18		50		32%	'
o	1 US25	7 Product listing analy	sis for ma	rketing	3	Release Ba						>
0	1 US26	9 Wireframe other rec	ommende	d opti_	3	-						
0	1 US25	6 Revalidate product li	istings for	websit	3							
0	I US19	*As-U-Shop* Order N	Andificatio	n	3							
0	E UST	9 "As-U-Shop" Custom	izing Prod	uct List	8							



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



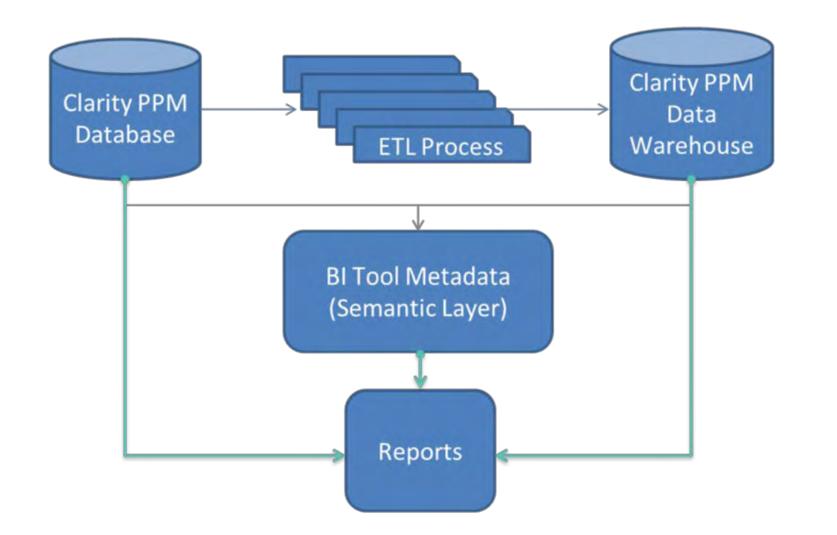
SOLUTION

- 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



- - Utilization

 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.



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."

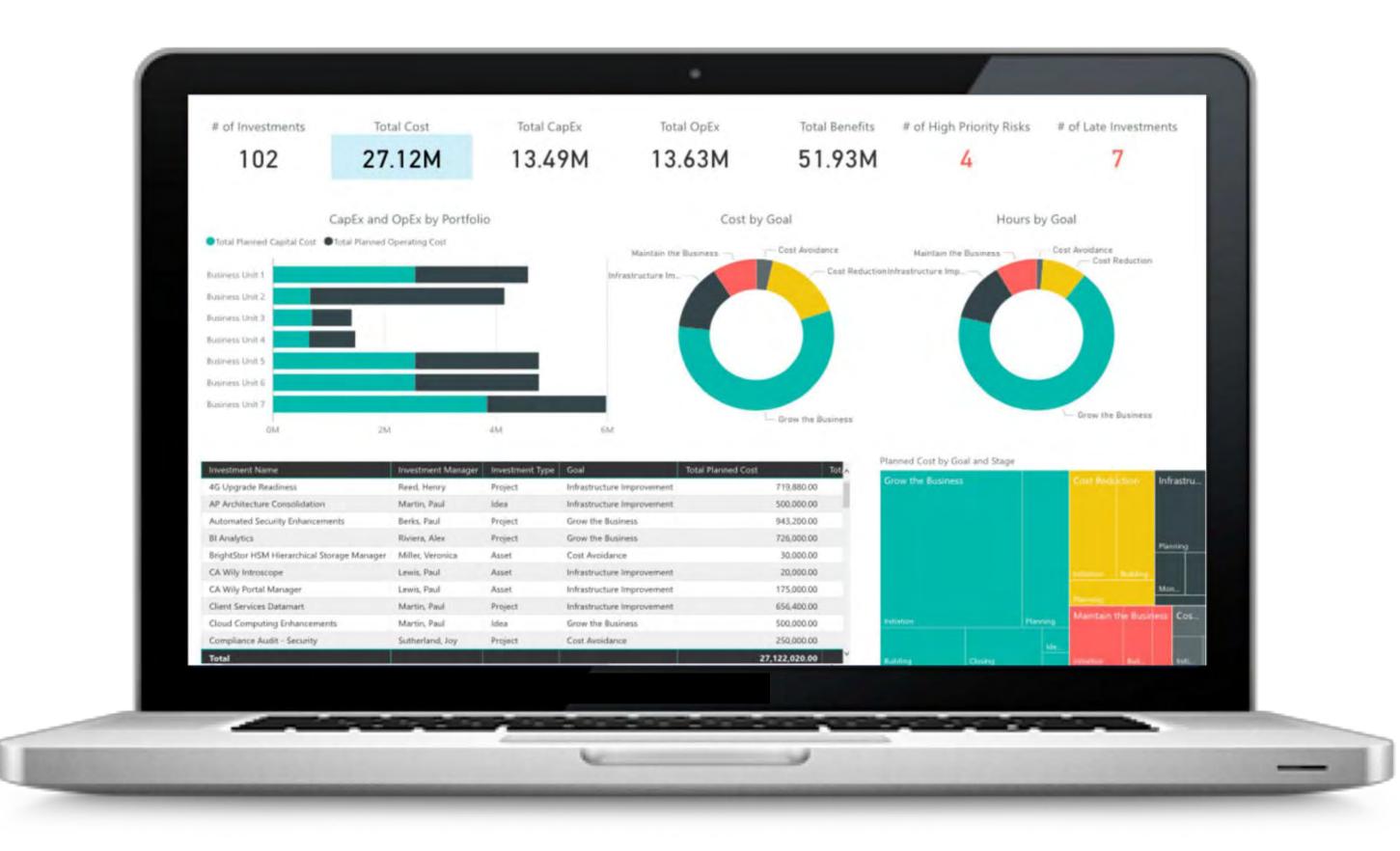
> "Optimized data and the right reporting tool significantly reduced ad hoc reporting effort, which can result in cost savings up to \$200,000 a year"

TREBGATTE. TUMBLE ROAD, LLC.



Deeper Analysis

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

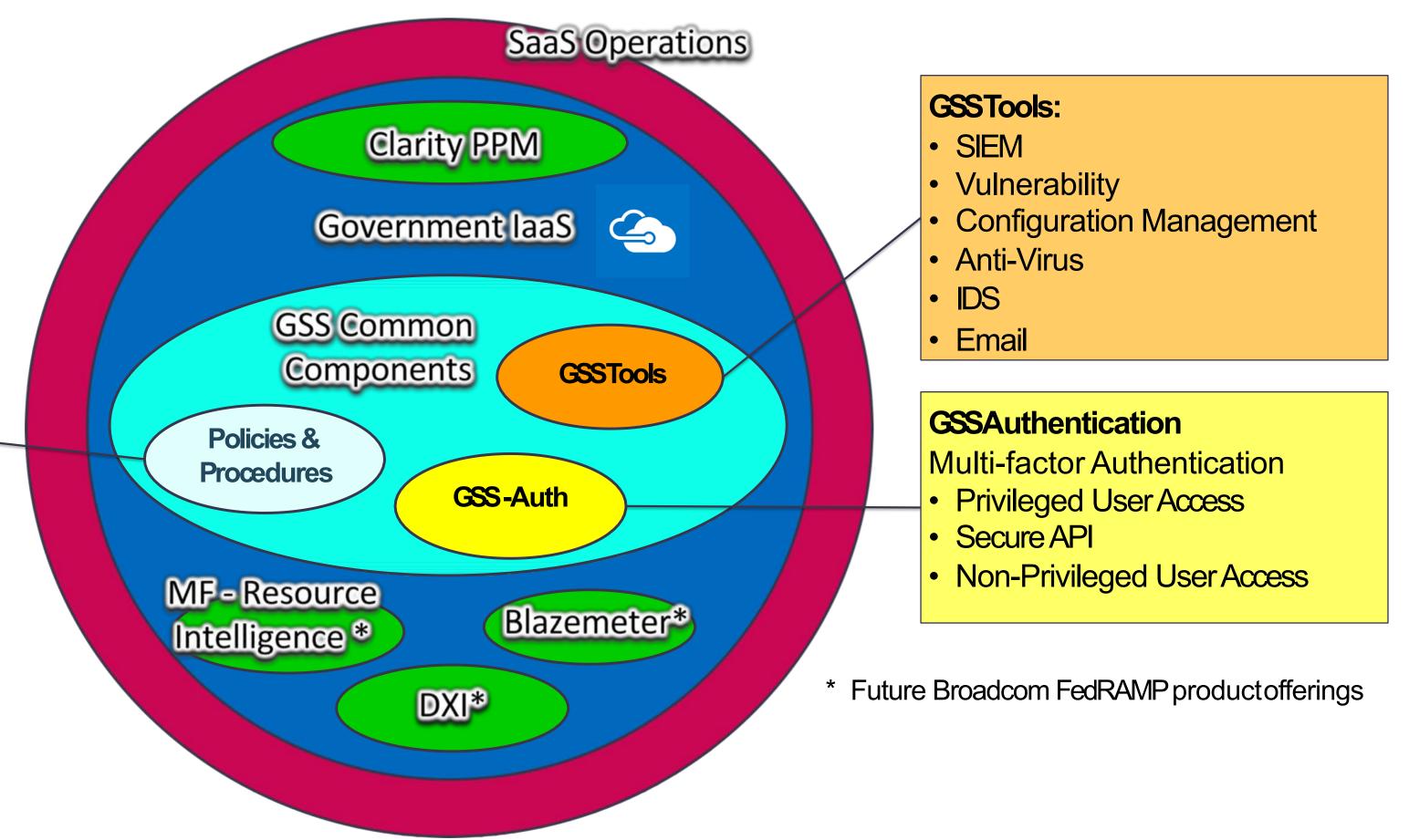




Broadcom FedRAMP General Support System Portfolio

Policies & Procedures:

- Security Awareness Training
- Audit and Monitoring
- Configuration Management
- **Contingency Planning**
- Incident Management
- **Risk Assessment**
- Security Assessment and Authorization
- Systems and Communications Protection
- Security Planning
- Plus others





Clarity PPM The Fastest Way to Innovate

CA PPM	SCENARIO		FY 18 Investment Roadr	ind b			
1 9	Base Approv	ed Plan V Q Saure	h or filter			ering Meeting V	
		2018-Q1	2018-Q2	20	18-Q3	2018-Q4	
Grow Digital Prese	nce S3.9M	Micro Lending Site 5670K 5300K 97		Digital Branch System Sease 5305k 100		1	
Operating Cost	\$1.644	One Click Ordening SSSOK S4SOK 100		Peer to Peer Payments \$1.3W \$300K 155			
Capacity	552		Predictive Analytics Platform V2 \$750K \$250K 100				
Compliance		Authentication Satok \$300K 100		Cyber Threat R \$13M \$450K	esiGence 190	0	
		FedRamp Comp St25K SH50K	flance 57	Regulatory S375K	Enhancements 37		
Expand Int'l Marke		User Transformation		Co-OP Capital Planning		Market Launch PV2 50. \$1.5M 190	
Capital Cost Operating Cost	STAM S2.8M		Data Warehouse			20 Jun 10	
Cápiecity	420		ş430K — 45 igital Transformation	_	Farmenia for a		
		Se S	igotas iransiormation 150K 35		Enterprise Search	to a chat	
Go Mobile	(Renter)	Rolling Mobile ATM	and the second				
Capital Cost Operating Cost	\$800K S650K		Mobile BI Anywhere				
Capacity	345	Mobile Cash Application	5450K 5400K #5				
						NL COST OPERATING COST CARACITY × Dario Farsera Lydia jones Eric Guise	
-	-	STATISTICS.			-	The second se	
	-		-		-		

SIMPLE

Get work done with one solution built for every role.

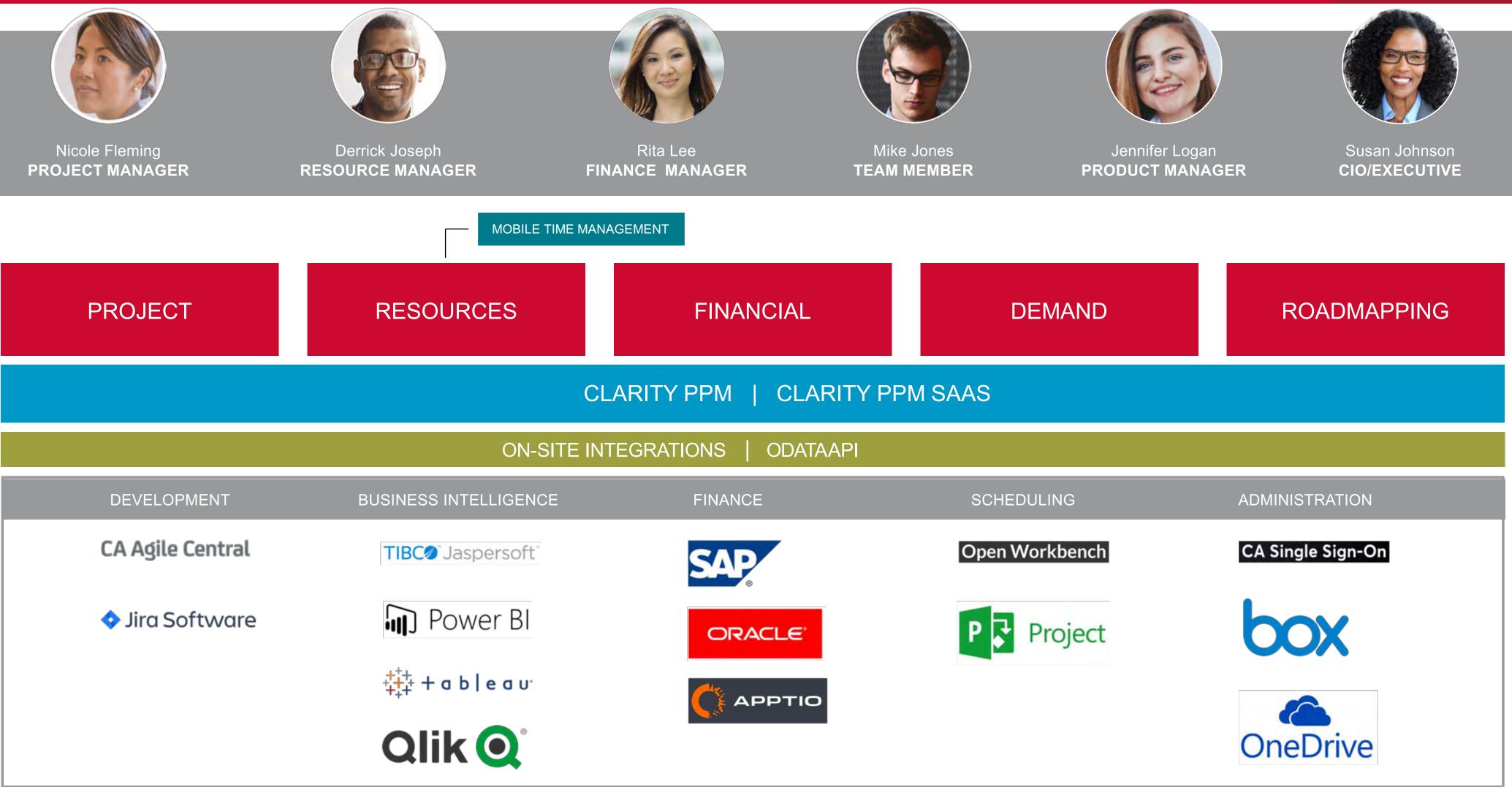
USABLE

Accelerate planning with strategic roadmaps.

POWERFUL

Make smarter decisions with real-time data.



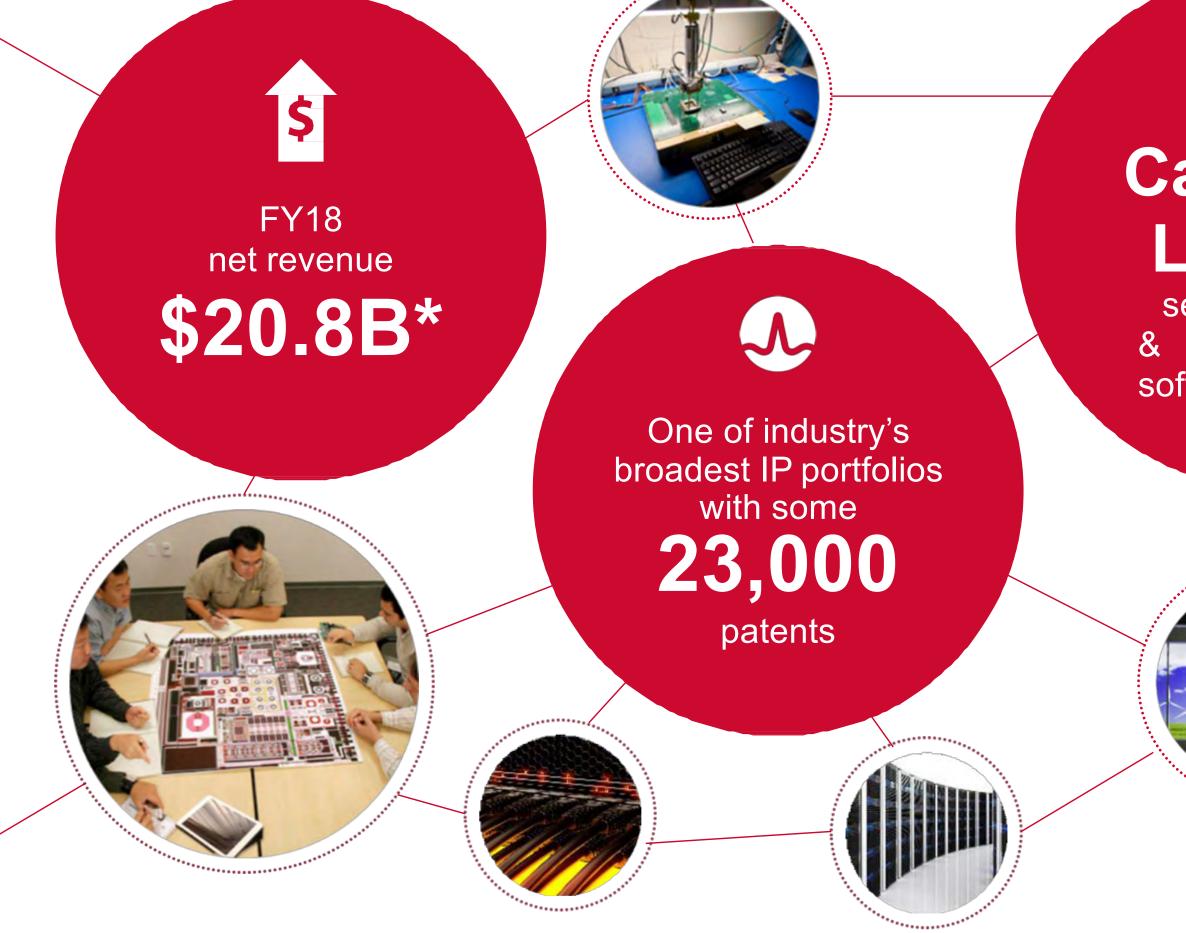








Part of the Broadcom Portfolio





Category-Leading

semiconductor infrastructure software products



\$3.8B FY18 R&D investments



* FY18 Non-GAAP revenue of Broadcom



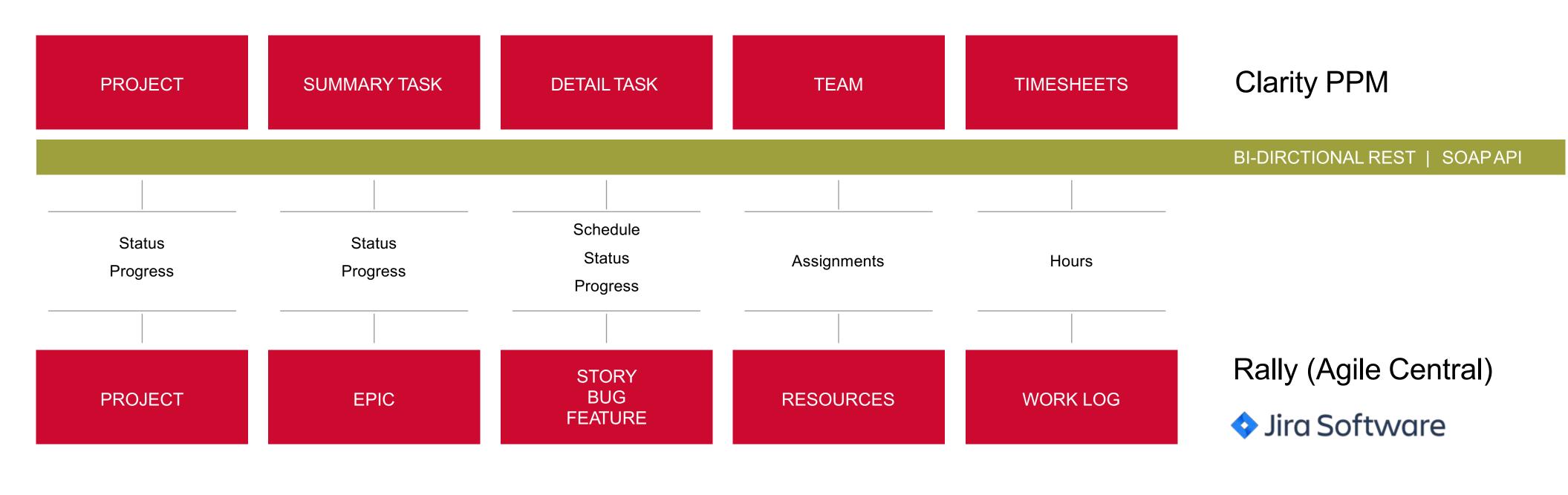
Nicole Fleming **PROJECT MANAGER**



Derrick Joseph **RESOURCE MANAGER**



Rita Lee FINANCE MANAGER





Mike Jones **TEAM MEMBER**



Jennifer Logan PRODUCT MANAGER



Susan Johnson **CIO/EXECUTIVE**

