

8thManage[®] Strategy Execution

Strategy management becomes more effective if proper management of *multiple levels* of pillars to support *the strategy*



Real-time business map and KPI to monitor progress and measure results at any level



Goal-directed Structure

8thManage® Strategy Execution provides a goal-directed structure for you to plan and execute your strategy and sub-strategies. Under the 8thManage® Goal-Direct Structure, your strategy, sub-strategies, contracts, projects, subprojects, activities, and deliverables are tightly linked. Their resources, costs, returns and KPI can be observed and aggregated in real-time. Using the 8thManage® Goal-Directed Structure, you can direct your strategy and sub-strategy execution without worrying about deviation and hidden bad-performance.



Execution Governance Model

8thManage® Strategy Execution offers a rich set of configurable politics and controls that can be structured according to the organization requirements

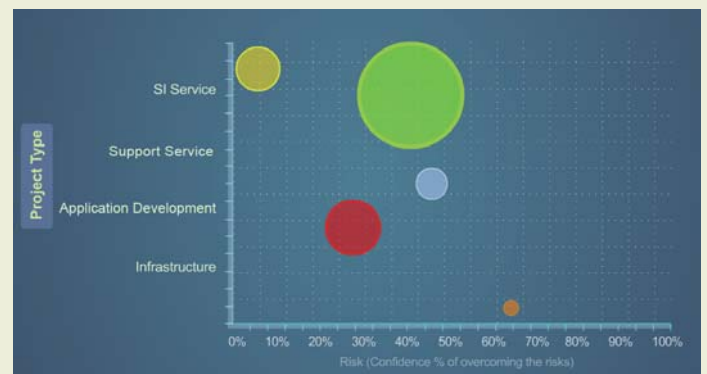
- Strategic goals
- Managerial goals
- Management policies
- Tracking frequency
- Process
- Review and acceptance
- Measurements
- Reality checks

Prioritization & Investment Attention

8thManage® Strategy Execution provides a prioritization and investment attention facility to help:

- Prioritize projects
- Detect problematic projects
- Make "go" or "no go" decisions

The prioritization and investment attention facility helps you to under the costs, returns and risks of your various projects and allow you to make effective prioritization and cancellation decisions.



WBS	Schedule Reforecast	Resource Reforecast	Cost Reforecast
Requirements	2011-12-30	5	42,000
Design	2012-01-25	12	150,000
Construction	2012-04-10	20	220,000
Front End	2012-06-30	9	125,000
Back End	2012-08-20	10	95,000
Testing	2012-09-15	8	102,000
Acceptance	2012-09-30	5	32,000

Effective Forecasting

8thManage® Strategy Execution provides an automated project forecasting capability to allow you to double check the following against the latest re-forecasts that have been reported:

- Schedule forecast
- Resource forecast
- Operating and capital cost forecasts

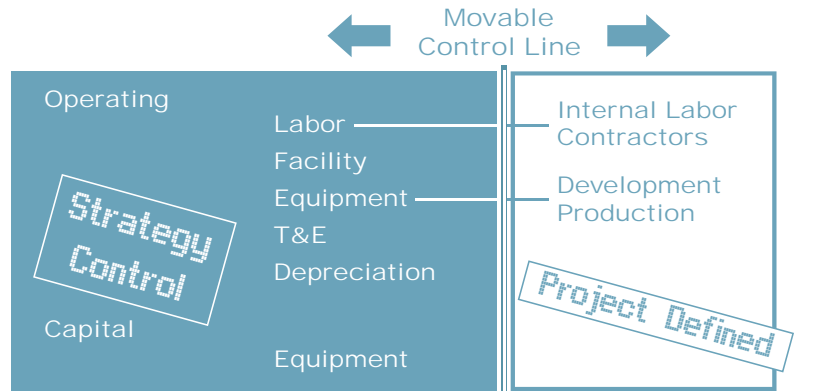
This will help you to detect the inaccuracy in manual reforecasts or reporting.

Cost Management

8thManage® Strategy Execution provides the following features for both organization and project budgeting, expending and tracking:

- Consistent but flexible cost classifications
- Top-down and bottom-up budgeting
- Automatic cost aggregation
- Timesheet and expense report management
- Purchase order and payment request management
- Invoice and payment management
- Budget variance detection and reforecast

Cost Classification



Budget
+
Forecast



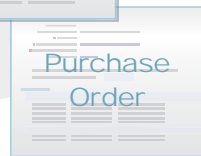
Actual
+
Forecast



Top-down & Bottom-up Budgeting



Automated Cost Aggregation



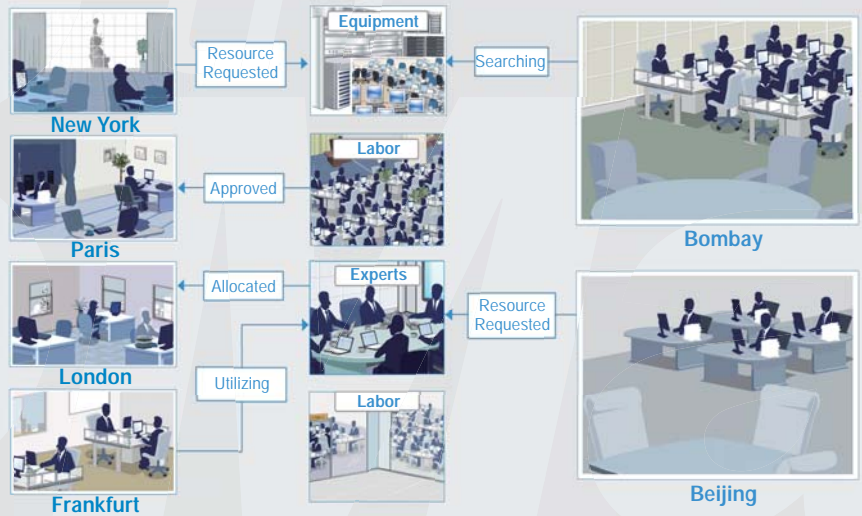
EMS Project Cost Classification		KIS Project Cost Classification	
Operating	\$1,891,000	Operating	\$631,200
Consulting Service	\$48,000	Consulting Service	\$19,000
Depreciation	\$400,000	Depreciation	\$150,000
Equipment	\$30,000	Equipment	\$30,000
Facility	\$3,000	Facility	\$3,000
Labor	\$920,000	Labor	\$420,000
Direct	\$600,000	Internal	\$250,000
Indirect	\$320,000	External	\$70,000
T&E	\$80,000	T&E	\$18,000
Customer Related	\$10,000	Customer Related	\$10,000
Internal	\$30,000	Internal	\$30,000
Capital	\$400,000	Capital	\$18,000
Equipment	\$400,000	Equipment	\$15,000
Facility	\$15,800	Facility	\$15,800
Other Material	\$43,000	Other Material	\$18,000

Corporate PMO Cost Classification	
Operating	\$2,112,000
Consulting Service	\$58,000
Depreciation	\$650,000
Equipment	\$60,000
Facility	\$6,000
Labor	\$1,340,000
T&E	\$98,000
Capital	\$642,000
Equipment	\$550,000
Facility	\$31,800
Other Material	\$60,200

Resource Management

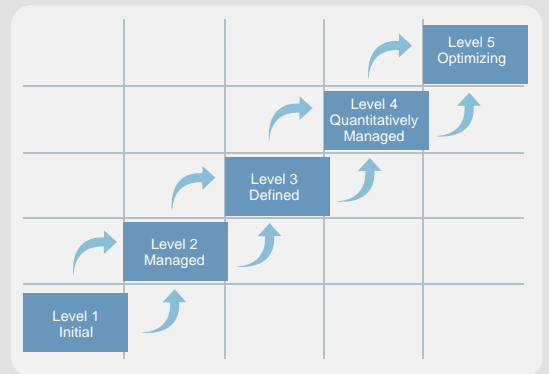
8thManage® Strategy Execution helps you manage resources across projects and geographical locations:

- Tracking resource experience and expertise
- Tracking resource commitments
- Tracking allocation time vs. actual utilization time
- Tracking planned resource cost vs. actual resource cost
- Detection of overloaded and inadequate resources



Best Practice Management

8thManage® Strategy Execution supports the “client as a team member” concept and facilitates release planning, iteration planning, team interaction, internal testing, and acceptance testing used by Agile methods. It provides the support for 9 CMMI Generic Processes and 27 CMMI Specific Processes



Communication Management

8thManage® Strategy Execution provides various communication mechanisms and a centralized issue management system to track issues and action items to closure



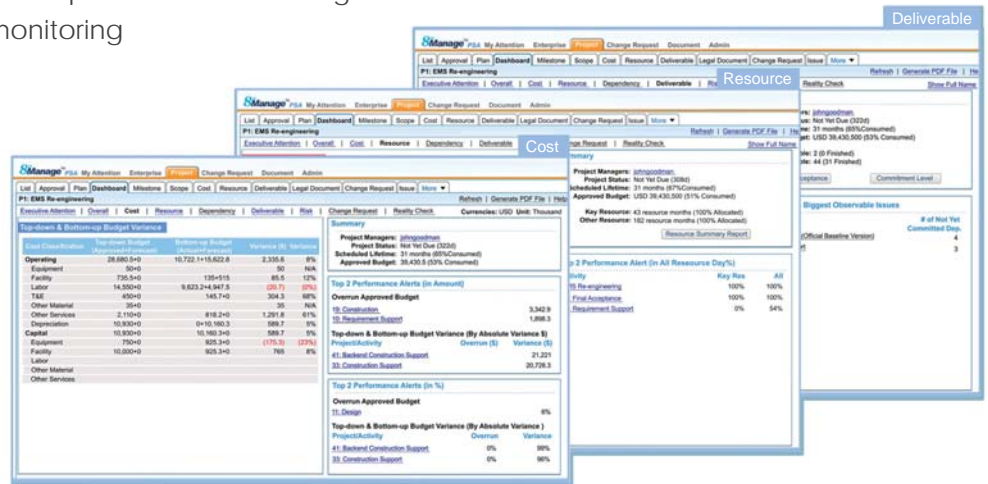
Proactive Project Monitoring

Being able to prevent problems or detect them at the earliest possible time makes the biggest difference in problem solving. The following table summarizes the effectiveness of 3 different kinds of monitoring:

Monitoring	Proactive	Reactive	Totally Ineffective
Key factors	Major		
Interim results	Full	Partial	
Final results	Full	Full	Partial
Detect at earliest possible	✓		
People more cautious	✓	✓	

8thManage® Strategy Execution provides the following dashboards for proactive monitoring

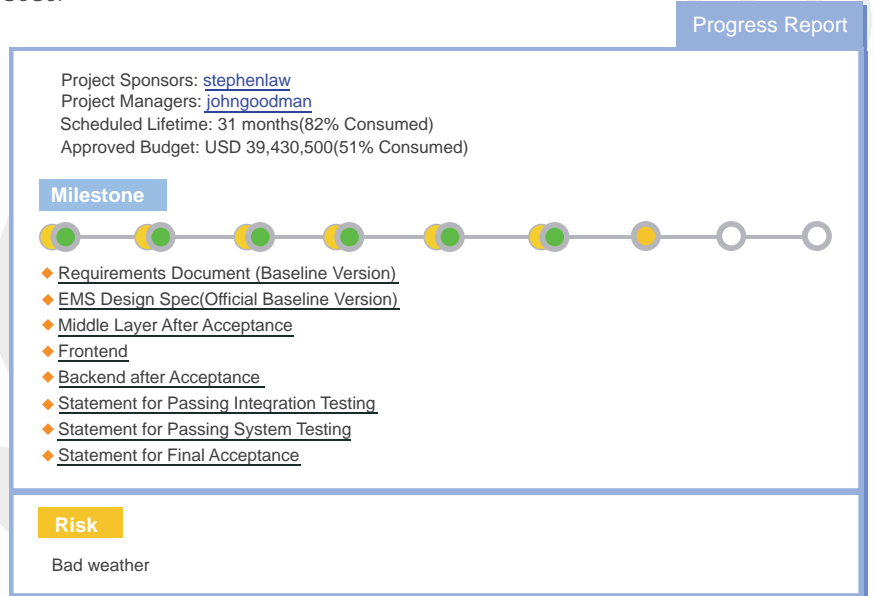
- Project
- Cost
- Resource
- Dependency
- Deliverable
- Risk



Progress Reporting

8thManage® Strategy Execution automatically generates progress reports which contain the following information for report purposes:

- Baseline & Milestone progress
- Critical risk items
- Cost
- Key resources
- Schedule lifetime
- Earned value
- Confidence reality check
- Control items



Executive Attention

8thManage® Strategy Execution provides easy-to-read status summary for executives

8thManage PMO My Attention Enterprise Work Admin

List Basic Project SLA Dashboard Milestone Change Request Issue Risk More ▾

PMO_Bank of Atlantic

Executive Attention | Overall | Cost | Resource | Dependency | Deliverable | Risk | Change Request

4 projects found.

	Schedule	Cost	Risk & Control	Resource
Bank of Atlantis Engineering	●	●	●	8,005RD Planned (14% Allocated, 0% Consumed)
Bank of Atlantic Core Bankin...	●	●	●	16,940RD Planned (6% Allocated, 0% Consumed)
Bank of Atlantis Business D...	●	●	●	635RD Planned (0% Allocated, 0% Consumed)
EMS Re-engineering	●	●	●	6,825RD Planned (100% Allocated, 67% Consumed)

○ Not Yet Planned ○ Planned or Partially Planned, but Not Yet Started ● Progressing ● May Need Attention ● Definitely Need Attention RD = Resource Day

Executive Attention

Summary

The SPI (0.35) of this project is less than the project schedule RED Light threshold: 0.5.

Milestone

M1 M2 M3 M4 M5 M6 M7 M8
✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓

Schedule Performance Index (SPI) = 0.35

Cost(USD)

Time

Planned Value(PV)
Earned Value(EV)

Today

Close

Allowing multiple levels of drill-down

Concrete data behind status summary

Milestone

Bank of Atlantis Engineering

Refresh Show Full Name

8 milestones found.

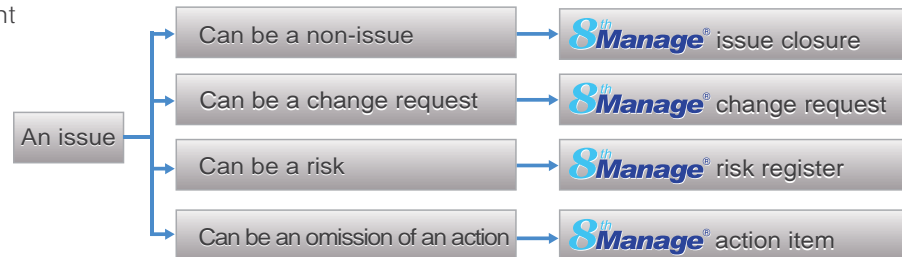
Milestone	Visibility Level	Scheduled FD	Actual FD	Responsible Person	Status
◆ Middle Layer After Acceptance	1	2007-05-28 Mon	2007-05-28 Mon	leonmartin	Finished
◆ Frontend	1	2007-06-22 Fri	2007-06-22 Fri	amycox	Finished
◆ Backend After Acceptance	1	2007-07-20 Fri	2007-07-20 Fri	jack	Finished
◆ Statement for Passing Integration Testing	1	2007-08-31 Fri	2007-08-31 Fri	tomking	Finished
◆ Statement for Passing System Testing	1	2008-05-09 Fri	2008-01-05 Sat	donjackson	Finished
◆ Requirements Document (Baseline Version)	1	2008-08-07 Thu	2008-01-06 Sun	elianderson	Finished
◆ Statement for Final Acceptance	1	2008-09-05 Fri	-	elianderson	Not Yet Due(161d)
◆ BOA Design Spec (Official Baseline Version)	1	2009-03-05 Thu	-	judyamith	Not Yet Due(342d)

Close

Issue Management

8thManage® Strategy Execution provides a centralized issue management system to allow the tracking of issues and actions associated with deliverables, activities and business:

- Multi-level issue aggregation and tracking
- Critical issue management
- Emergency management



Risk Management

8thManage® Strategy Execution detects systemic risks . It also provides an integrated risk register for recording user-identified risks and tracking them to closure



Key Performance Indicators (KPI)

8thManage® Strategy Execution allows you to set up the following elements to measure performance:

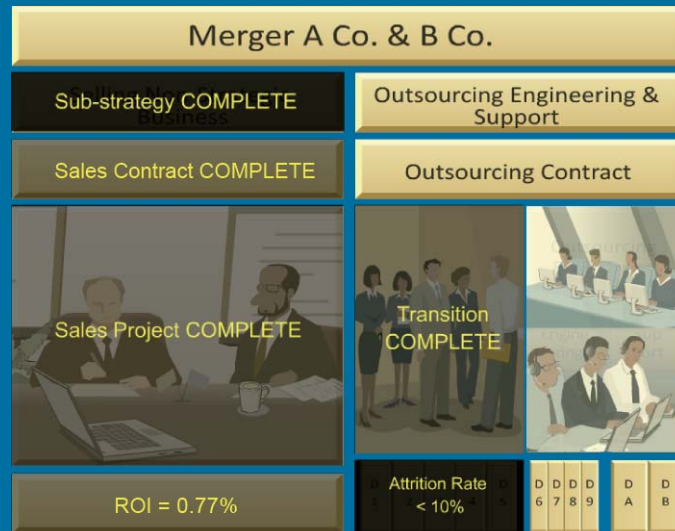
- Milestones
- Costs
- Deliverables quality
- Service availability
- Service capacity
- Defect rate
- Average defect-repair response time
- Change rate
- Average change turn around time

	Target	Result	Reward	Penalty
Milestone	2008-02-02	2008-02-06	none	none
Cost	\$5,000,000	\$6,500,000	none	\$250,000
Product	2 rejections	0 rejection		none
Uptime	99.9999%	99.99%	none	\$500,000
Capacity	8,000 per min.	8,500 per min.	none	none
Response Time	7 days	6 days	none	none

8thManage[®] Strategy Execution

Strategy management becomes more effective if the actual results of the **strategy execution in multiple levels** can be seen in real-time

Strategy
 Sub-strategy
 Contract
 Project
 Sub-project
 Activity
 Sub-activity
 Deliverable & KPI



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Wisage Technology is an international software product company with clients in many countries and regions, including the U.S., Canada, China, Hong Kong, Taiwan and Singapore. It offers the following solutions to increase the efficiency and effectiveness of your enterprise:

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- 8thManage[®] Simple PM** : Easy to Use, Cost Effective Project Management Solution
- 8thManage[®] PM** : Advanced Tool for Project Planning & Execution
- 8thManage[®] PMO** : High Performance PMO for Enterprises
- 8thManage[®] PSE** : Effective Portfolio & Strategy Execution
- 8thManage[®] PSA** : Full Automation for Professional Service Businesses
- 8thManage[®] TOM** : Total Outsourcing Management for Enterprises
- 8thManage[®] SPM** : Supplier and Procurement Management Solution
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- 8thManage[®] FAS** : End-to-End Business Automation and Integration Solution
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- 8thManage[®] ERP** : Complete Solution for Client, Project, Production, Inventory and Supply Management

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