



PLANISWARE
ENTERPRISE

SOLUTION OVERVIEW

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According to Analysts

"One of the two clear market share leaders in product development."

FORRESTER®

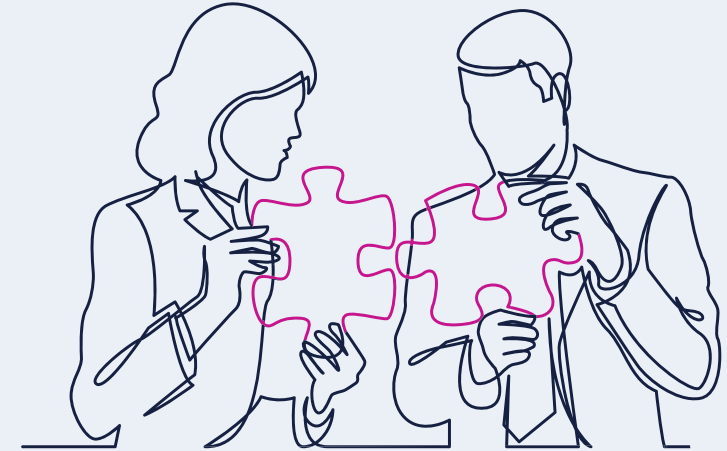
"Excellent functionality in key areas including project, program, and financial management as well as strong portfolio and resource management."



BUSINESS INNOVATION

Accelerate your initiatives at scale - Planisware Enterprise combines Strategy & Financial Planning, Project Portfolio Management, and Business Asset Management in a single cloud platform.

- ✓ **Turn challenges and opportunities into scenarios and options**
- ✓ **Make decisions that align with strategy**, with full visibility over constraints and impacts
- ✓ **Blend team autonomy** and unity across the organization to pivot with agility
- ✓ **Make an impact** with your products and projects



POWERING INNOVATION SINCE 1996

Over 1000 organizations rely on Planisware's solutions to plan, prioritize, and execute products, programs, and projects. Below are just a few of the companies that drive innovation with Planisware.

KEY CAPABILITIES



Shape and communicate strategic objectives

With enterprise architecture, roadmaps, and strategic buckets.



Optimize your project portfolios:

Capture ideas and opportunities, build business cases, compare scenarios, run simulations and more to keep your pipeline aligned with both budget and strategy.



Execute projects crisply with industry-leading budget,

Resource, issue, risk, and schedule management capabilities paired with builtin support for Agile, waterfall, and other methodologies.



Build agility across the enterprise

To adapt to change and seize emerging opportunities.

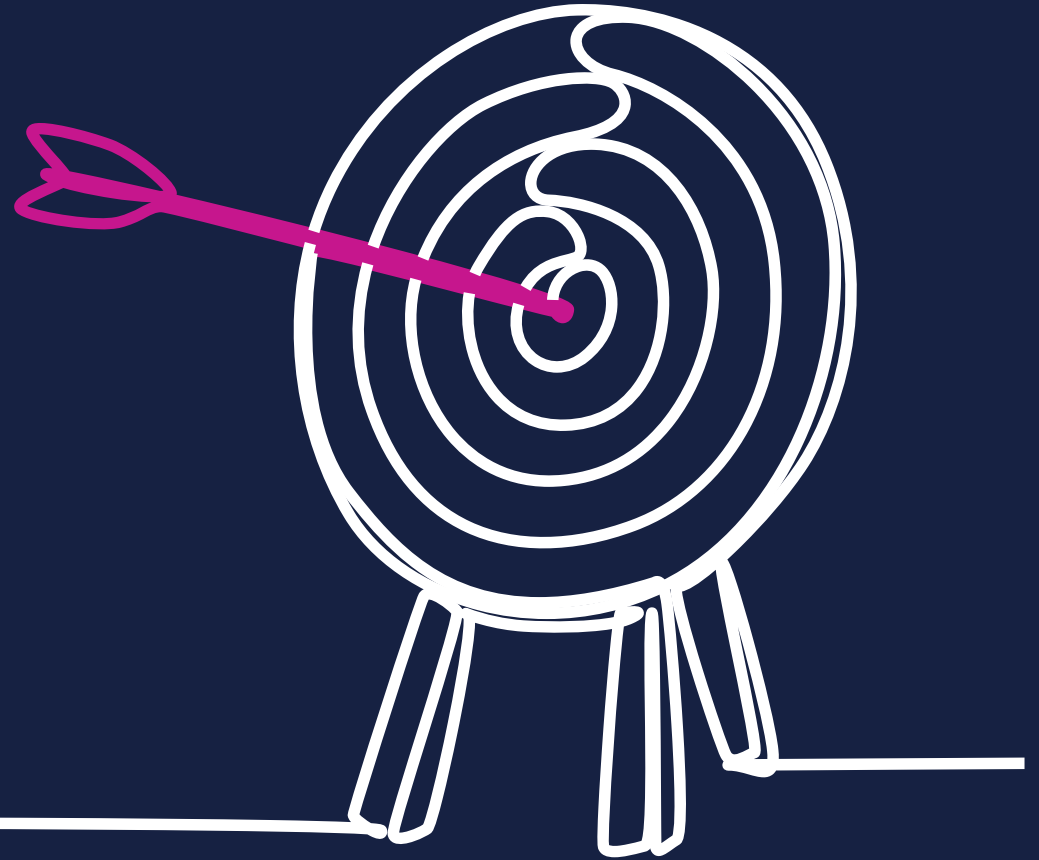


EXPLORE OPTIONS. DECIDE. MAKE AN IMPACT.



01

PLAN AND EXECUTE YOUR STRATEGY



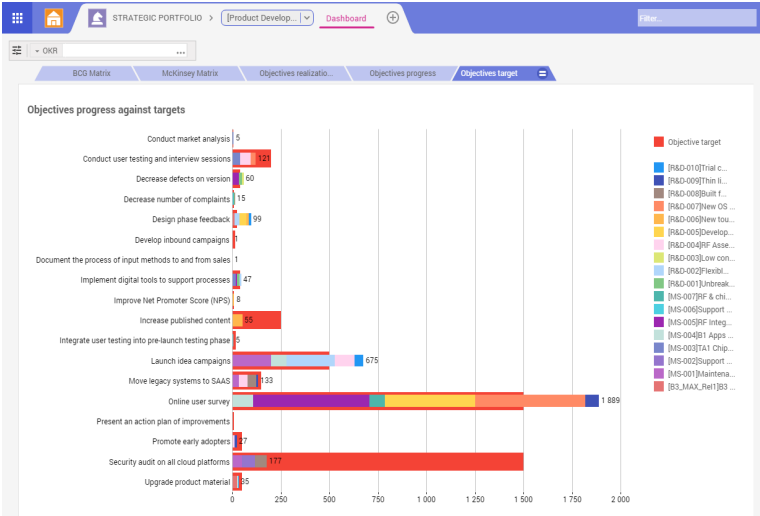
CONNECT STRATEGY TO OUTCOMES

STRATEGY & FINANCIAL PLANNING

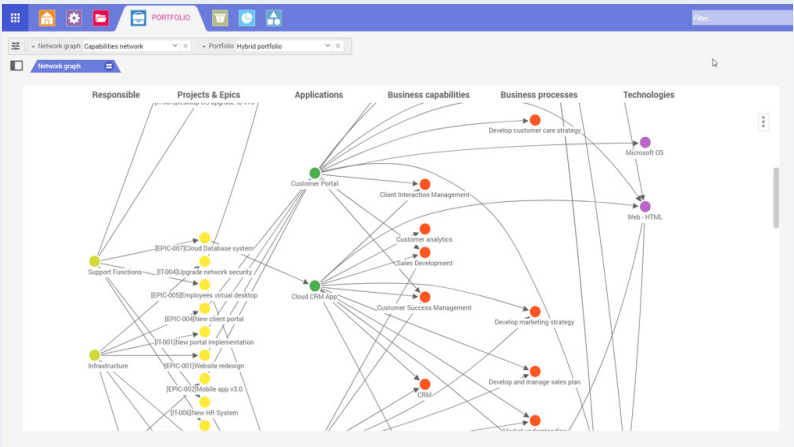
The first step to a successful portfolio is a well-defined strategy. With Planisware Enterprise, you can communicate corporate objectives, distribute budget across strategic categories (page 8), standardize project and proposal evaluation (pages 10- 11), and build portfolios that will contribute to your organization’s growth.

Powerful capabilities like scenario-building, time-shift capacity and budget evaluation, and waterline analysis ensure that you select the right projects to drive strategy forward and create value for your organization, without surpassing budgetary, resource, or other constraints.

Extensive reporting capabilities and a configurable BI export (page 9) ensure that you have a comprehensive, real-time view of your strategy and portfolio from any angle you choose.



Objectives target dashboard measuring projects’ contribution to strategic goals.



Network graph displaying the connections between capabilities, processes, applications, technologies, and projects across the enterprise.

ENTREPRISE ARCHITECTURE

Enterprise Architects and the PMO share a common goal: to grow the organization by successfully delivering projects that further corporate strategy.

Traditionally, Enterprise Architects hold the high-level blueprints that would achieve business objectives, while the PMO holds the power of execution. When these departments lack a common vision, execution drifts from strategy.

Planisware Enterprise gives the PMO direct visibility into your organization’s architecture, and Enterprise Architects visibility into the project portfolio. A shared architectural model maps the complex connections between strategies, capabilities, processes, applications, technologies, and projects, ensuring that both departments have the insight they need to progress towards strategic objectives.

EXECUTE WITH SPEED, PRECISION AND AGILITY

PROJECT & PORTFOLIO MANAGEMENT

Accelerate value, keep operations lean, and build agility into the way you work with Planisware Enterprise's industry-leading Project & Portfolio Management capabilities. Planisware originally emerged as a leading PPM solution provider some 20 years ago, with portfolio dashboard intelligence (page 9) based on integrated planning (page 17) and resourcing (pages 14-15), cost and risk management (page 13), workflows, and best practices. It remains a leader today, recognized by such analyst firms as Gartner, with team social collaboration (page 18), agile process support for digital program management (page 16), and groundbreaking technology like Artificial Intelligence to transform PPM.

AGILE FOR THE ENTREPRISE

To compete in today's fast-paced world, companies must constantly innovate not only in what they produce, but in the way they work. The agility to move with the market and quickly adapt to changing business context is critical to success. Planisware Enterprise is designed to accelerate your company's journey towards enterprise agility with full Agile capabilities at the execution level and Scaled Agile Framework (SAFe) support. Multiple work methodologies, including Stage-Gate and Agile Stage-Gate, ensure that all teams can operate the way that best suits them as you work towards Agile transformation. See page 16 to learn more.

PORTFOLIO EXPRESS

15 Days to a Lean Project Portfolio

Our guided 3-week Portfolio Express program kick-starts your portfolio management process and boosts your organization's maturity.

- **Week 1:** Define your portfolio architecture
- **Week 2:** Import business cases for your projects in Planisware
- **Week 3:** Initiate portfolio simulations and scenario planning

With more than 20 years' experience helping businesses make better portfolio decisions, our expert team and proven methodology can take your organization's portfolio management to the next level.

Visit planisware.com/portfolio-express to learn more.

| Rank | In scenario? | Must do | Name | Description | 2020 All Cost accounts |
|------|--------------------------|-------------------------------------|---------|---------------------------------|------------------------|
| 0 | <input type="checkbox"/> | <input checked="" type="checkbox"/> | MS-001 | Maintenance for B1 OS version | 877 |
| 0 | <input type="checkbox"/> | <input checked="" type="checkbox"/> | MS-002 | Support for B2 phone OS upgrade | 2,515 |
| 0 | <input type="checkbox"/> | <input checked="" type="checkbox"/> | MS-003 | TA1 Chip integration | 2,355 |
| 0 | <input type="checkbox"/> | <input checked="" type="checkbox"/> | MS-004 | B1 Apps upgrade | 751 |
| 0 | <input type="checkbox"/> | <input checked="" type="checkbox"/> | MS-005 | RF integration for B3 | 1,685 |
| 0 | <input type="checkbox"/> | <input checked="" type="checkbox"/> | MS-007 | RF & chip integration for TA2 | 2,841 |
| 0 | <input type="checkbox"/> | <input type="checkbox"/> | R&D-001 | Unbreakable screen technology | 2,512 |
| 0 | <input type="checkbox"/> | <input type="checkbox"/> | R&D-003 | Low consumption screens | 1,590 |
| 0 | <input type="checkbox"/> | <input type="checkbox"/> | R&D-004 | RF Assembly for B3 | 2,638 |
| 0 | <input type="checkbox"/> | <input type="checkbox"/> | R&D-005 | Developp new in-house OS | 2,888 |
| 0 | <input type="checkbox"/> | <input type="checkbox"/> | R&D-006 | New touch screen technology | 2,930 |
| 0 | <input type="checkbox"/> | <input type="checkbox"/> | R&D-007 | New OS key apps | 508 |
| 0 | <input type="checkbox"/> | <input type="checkbox"/> | R&D-010 | Trial camera for B4 | 709 |

| Constraint | Target | In Scenario | Above waterline |
|----------------|----------|-------------|-----------------|
| K\$_2020_AI... | 15,000 | 0 | 13,536 |
| K\$_2021_AI... | 10,000 | 0 | 1,998 |
| K\$_2022_AI... | 7,000... | 0 | 0 |

Waterline analysis helps you build a portfolio that aligns with your strategy, meets budgetary constraints, and includes must-do projects and dependencies.

MANAGE BUSINESS ASSETS

PRODUCT MANAGEMENT

Product organizations are in a never-ending race to the market, against fierce competition. The ability to innovate proactively in both the products themselves and the delivery process is critical to success.

Planisware Enterprise helps product organizations accelerate product delivery and reduce cost with support for the entire product life cycle, from proposal to development to delivery. A comprehensive overview of your product configurations helps you identify and eliminate duplicative effort and manage product costs. Streamline execution with requirement tracking, configuration management, and cost and revenue monitoring.

ENGINEERING MANAGEMENT

With engineering and construction companies such as ABB, Alstom or Batelle among our clientele, we understand the unique planning and management needs of engineering. Planisware provides full support for contract management, earned value management, capital planning and much more - see page 19 for further details. Planisware Enterprise's engineering capabilities are described in more detail in our Project Control & Engineering brochure (visit planisware.com/engineering).

APPLICATION MANAGEMENT

Your business applications keep your organization running - but nearly 70% of organizations do not have comprehensive documentation of their application portfolio. Lack of visibility into the business application landscape can cost a lot of money, not only in redundant or unused licenses and maintenance, but also in the risk of infrastructure failure due to delayed upgrades or missed bug fixes.

Planisware Enterprise provides Application Portfolio Management capabilities that allow you to catalog and manage applications across their entire lifecycle. Invest in the applications that really drive value at your organization, identify those that can be migrated or eliminated to reduce cost, mitigate risk with a clear view of dependencies and maintenance needs, and optimize your application portfolio.

| Applications * | | | | | | | | | |
|----------------|------|----------------------|------------------------------------|---|-------------|---------------|----------|--------------|----------------|
| | Open | Name | Business capabilities | Business processes | TIME Status | Technical fit | Cost fit | Business fit | Owner |
| [-] | | ERP | | | | | | | |
| | | ERP Platform | Accounting,Controlling,HR Mana... | Develop HR strategies and policies,Manage employee information,Pr... | Invest | ✓ | ✓ | ✓ | it_adm |
| [-] | | CRM & Sales | | | | | | | |
| | | Cloud CRM App | Client Interaction Management,C... | Develop and manage sales plan,Develop marketing strategy,Develop ... | Invest | ✓ | ✓ | ✓ | justin_fish... |
| | | CRM Application | CRM,Customer Success Manage... | Develop and manage sales plan,Develop marketing strategy,Develop ... | Eliminate | ✗ | ✗ | ✗ | mmiller |
| [-] | | Finance and banking | | | | | | | |
| | | Finance & Accou... | Accounting,Asset management,C... | Manage international funds,Manage taxes,Manage treasury operatio... | Invest | ✓ | ⚠ | ⚠ | ofeischm... |
| | | Purchasing Appli... | Purchasing,Sourcing,Supplier Ma... | Deliver service,Manage logistics,Manufacture products,Plan supply c... | Migrate | ✗ | ⚠ | ✓ | phulin |
| [-] | | Marketing & custo... | | | | | | | |
| | | Customer Portal | Client Interaction Management,C... | Develop customer care strategy,Plan and manage customer service | Eliminate | ✗ | ⚠ | ✗ | phulin |
| | | Incident & Chang... | Change Management,Complaint ... | Measure and evaluate customer service operation,Plan and manage ... | Eliminate | ⚠ | ⚠ | ✗ | ofeischm... |
| [-] | | Productivity tools | | | | | | | |
| | | PPM Application | Opportunity Management,Produc... | Manage change,Manage portfolio and projects,Manage quality,Meas... | Invest | ✓ | ✓ | ✓ | mmiller |
| [-] | | HR | | | | | | | |
| | | HR Cloud App | HR Management,Knowledge Ma... | Develop HR strategies and policies,Manage employee information,Re... | Invest | ✓ | ⚠ | ✓ | ian |
| [-] | | Utilities | | | | | | | |
| | | Meeting & Messa... | Change Management,IT Manage... | Deploy IT solutions,Develop and implement security and data protecti... | Tolerate | ✓ | ✗ | ✗ | cam_brown |

Applications are categorized according to the TIME matrix, giving a clear view of application value and revealing opportunities to rationalize or eliminate applications.

BOOST PRODUCTIVITY WITH A STREAMLINED USER EXPERIENCE

THOUGHTFULLY DESIGNED UI

Inspired by Google material design principles and customer feedback, Planisware Enterprise 7's user interface is optimized to maximize user comfort. Planisware Enterprise employs a minimalist, app-oriented design that combines focus with flexibility, and promotes natural learning through simple and consistent navigation. Tailor your view to focus on the modules, views, and tools you use most - easily add and remove tabs, tools, and other elements as you need them. Intuitive icons and tool placement help you find what exactly what you're looking for, quickly. ON-DEMAND, IN-SOLUTION TRAINING Planisware Enterprise features an extensive e-Learning module with user guides, videos, and in-solution guided tours of all modules. Whether you are exploring a new module or want to re-familiarize yourself with a specific feature, Planisware's in-system help will get you up to speed with minimal time investment.

ON-DEMAND, IN-SOLUTION TRAINING

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INDIVIDUALIZED ACCESS

Access everything you need - and nothing you don't. Planisware's role-based configuration and security model allows administrators to define access to data and reports and assign read/write privileges according to user profiles. This means that exactly the right data is available to each individual throughout the organization.

ENTERPRISE BOT

New with Planisware Enterprise 7, Enterprise Bot is your personal concierge.

Artificial intelligence-enabled Enterprise Bot can help you:

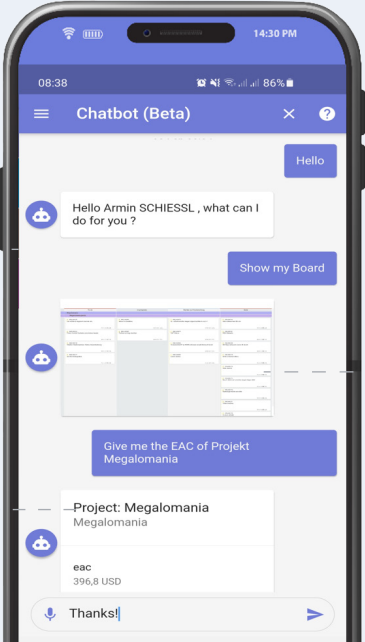
- Find and display information
- Make data updates
- Navigate unfamiliar processes

Our friendly bot helps you complete tasks quickly, even if you aren't by your computer, **increasing productivity and reducing mistakes**. The bot also offers guidance through processes to build user comfort and avoid missed steps. Chat with Enterprise Bot in natural language in your web browser or on mobile.

Find and display information

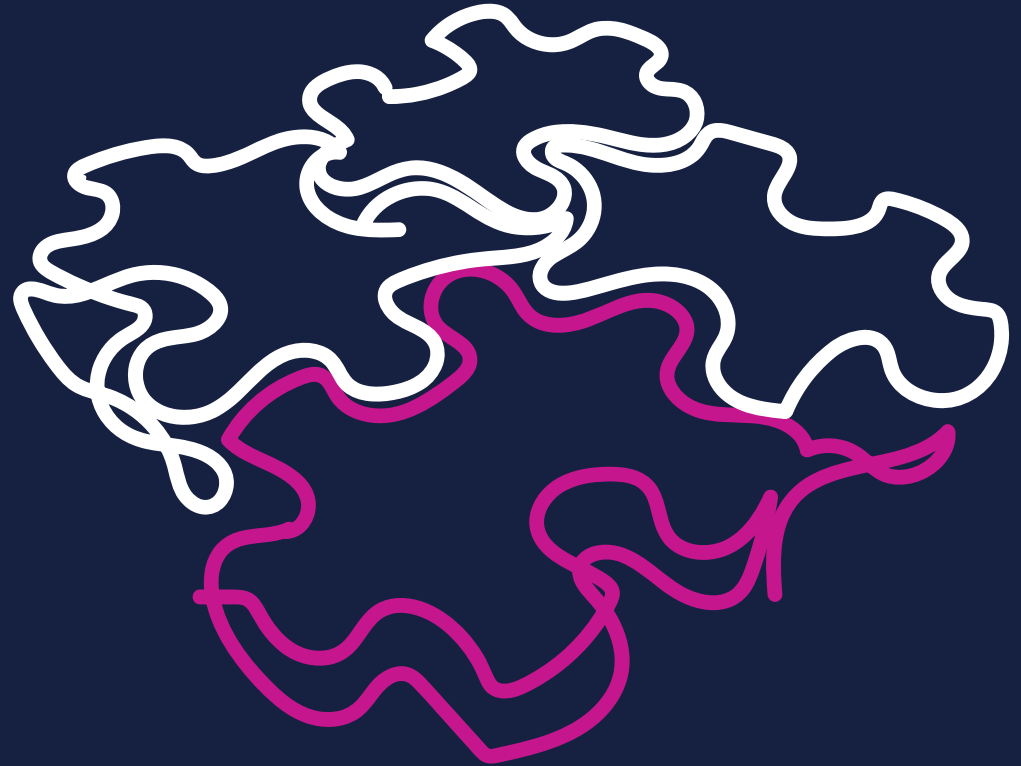
Navigate unfamiliar processes

Make data updates



02

CONNECT YOUR PROJECTS TO YOUR GOALS



ROADMAPPING & BUDGET PRIORITIZATION

ROADMAPS

A shared, high-level vision of plans, goals, and progress simplifies cross-functional communication and promotes strategic alignment across the enterprise. Manage complex dependencies, visualize objectives, and chart your path to success with interactive roadmaps.

Planisware Enterprise makes it simple to create a graphical timeline of the events, activities, and milestones that are critical to your goals: market launches, products, technologies, people, processes, and more. Keep your roadmaps up to date by pulling milestones and deliverables directly from other roadmaps or projects. Instantly see updates that would impact your plans, and synchronize in a single click.

Planisware can capture snapshots of your roadmap to trace revisions and visualize the evolution of your plans over time. Roadmaps can also be used to consolidate resource or financial data for a transversal view across functions or business units.

STRATEGIC BUCKETS

Strategic buckets allow you to keep your projects and initiatives aligned with corporate goals and strategy. Organizations first define dimensions such as strategic goals, product lines, project types, and geography. Each dimension is broken down into buckets (envelopes) with an allocated budget.

Depending on the cost of the proposals and the budgets allocated to buckets, you might not be able to proceed with all of the proposed projects. Users can rank and build scenarios around proposals to come up with the most valuable selection (see “Project & Proposal Selection” on page 11). Different investment scenarios (or combinations of projects and proposals) can be compared to see how the cumulative costs measure against targeted budgets.

While top-down budget allocation helps you keep portfolios aligned with the strategic vision, roll-up of project costs provides the basis to freeze, re-prioritize, or accelerate projects to avoid overspending. Planisware Enterprise’s integrated cost and budget capabilities speed up the preparation and execution of annual, quarterly, and ad hoc budget cycles.

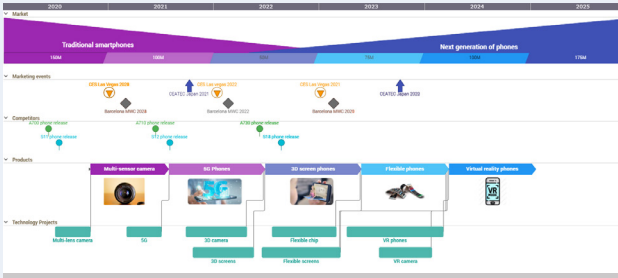


Figure 1: Corporate roadmap.

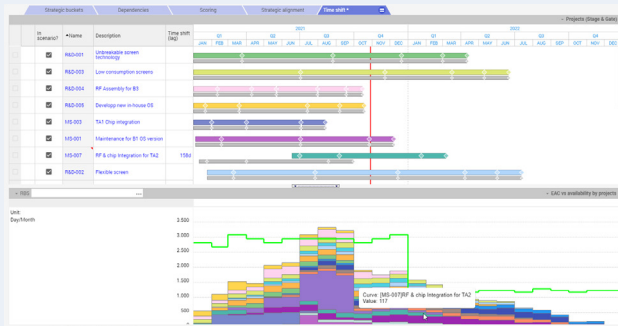


Figure 2: Scenario analysis and time shifting.

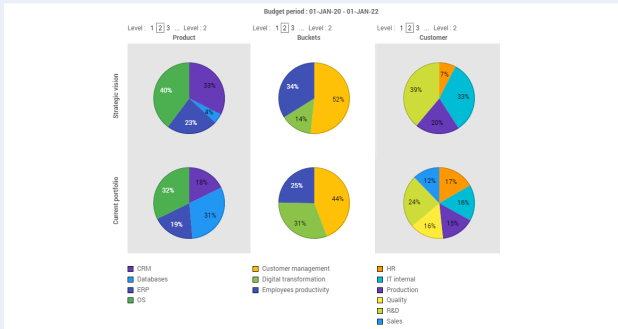


Figure 3: Targeted vs. planned spend by bucket.

PORTFOLIO VISIBILITY

THE PORTFOLIO OF PROJECTS

Grouping projects into portfolios lets you set high-level objectives and gauge results. Planisware provides visibility across all projects in the portfolio, with operational data consolidated along multiple structures.

Standard KPIs include Return On Investment (ROI), Net Present Value (NPV), Expected Commercial Value (ECV), resource load and risk levels, and more - alternatively, create your own KPIs or OKRs to align with the specific needs of your business. Embed lists, charts or graphs in your dashboards, with symbolic indicators and gauges to highlight trends.

BUSINESS INTELLIGENCE & ANALYTICS

Planisware comes with an extensive set of dashboards and analytics out of the box. Planisware Explorer, Planisware's integrated Business Intelligence module, allows you to create your own reports, providing an extra layer of flexibility.

Reporting views are configurable along multiple axes (e.g. time, currency, department, geography, work package, cost account) and let you drill down and filter data to suit your needs.

Native export to Powerpoint and live XML data streaming to Excel make it easy to push your reports to Microsoft Office Suite. Planisware also makes data available directly to your BI tools with **BI Box**. Define dimensions, facts, and export frequency to generate an optimized dataset that is easily consumable by tools like Power BI, Qlik, and Tableau. Capitalize on BI tool expertise, combine Planisware data with data from other systems, and take advantage of external BI capabilities.

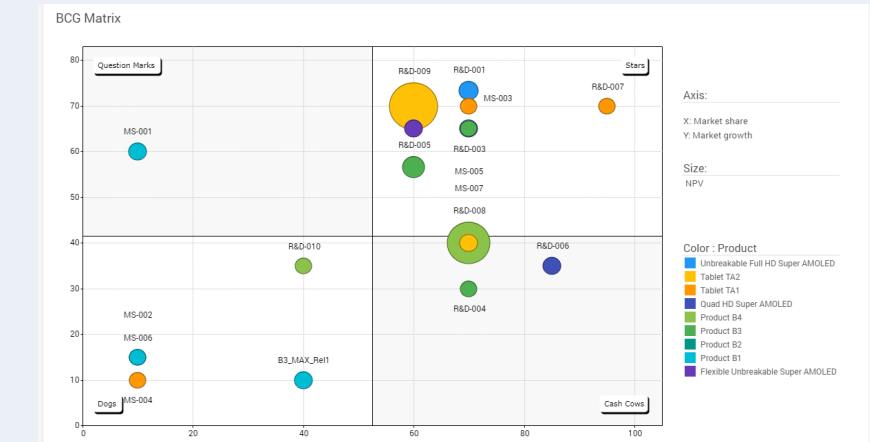


Figure 4: Charts such as the BCG (above) and McKinsey matrices provide visual insight into portfolio composition.

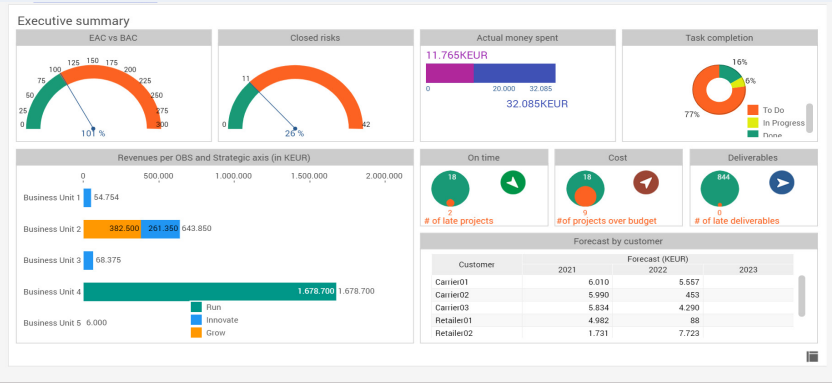


Figure 5: Built-in dashboards compile key metrics in real-time. wCreate your own dashboard using Planisware Explorer, our business intelligence module.

IDEAS TO PROPOSALS

CAPTURING IDEAS & REQUESTS

Organizations routinely collect ideas or work requests in order to feed the project pipeline and respond to customer requests. Planisware’s Ideation Portal allows staff at every level of the organization to enter their ideas and requests into a single system. The Ideation Portal is intuitive and easy to use for the casual, occasional user. It provides powerful features including idea and request sharing, ranking, voting, advanced search and category management. Ideation campaign managers triage ideas and demands that have been collected. Depending on their importance, ideas may be scored by multiple users and then incorporated or transformed into potential projects (proposals), where they will be further detailed.

THE BUSINESS CASE

The proposal management module provides a process to help users assess the value of an idea and build a business case for it.

- Create a proposal. Organize ideas to build a proposal. Several ideas can be merged into a single proposal or one idea can be split into several proposals. Proposals can have inter-dependencies, which can be tracked and managed.
- Score the proposal. Assess each proposal quantitatively and qualitatively.

Quantitative metrics like cash flow, NPV and ECV can be entered or derived. Qualitative attributes like risk and market strategy can be scored and weighted.

- Estimate required resources. Forecasting budget and resource needs through expert estimates or more advanced options (such as parametric, or AI based estimations based on historical data) to analyze resource load and cost.
- Assess resource capacity and budget constraints. Capacity and bottleneck analysis screens alert you to cost and resource constraints which may impede your organization’s ability to carry out new proposals.
- Build a profit & loss statement with the financial forecasting engine (see “Financial Forecasting” on page 13). The proposal management module ensures that all project ideas are evaluated using standardized metrics and that the decision process is based on homogeneous presentation and comparable data.

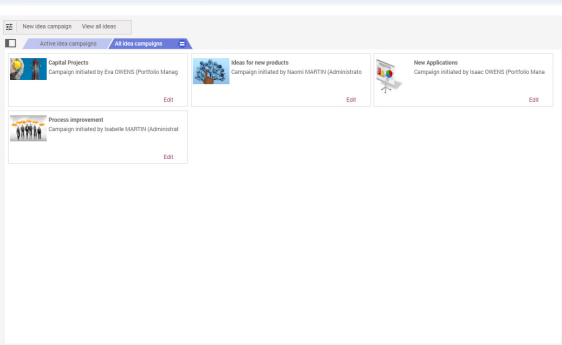


Figure 6: Ideation campaigns in progress.

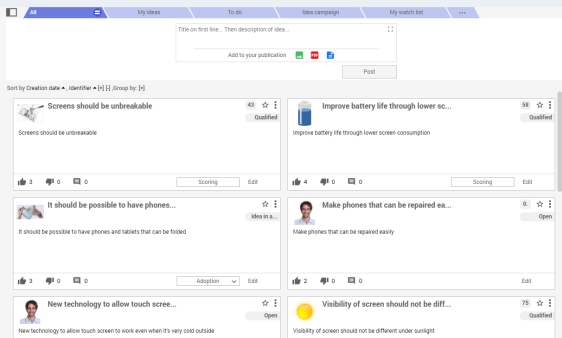


Figure 7: List of ideas for a campaign.

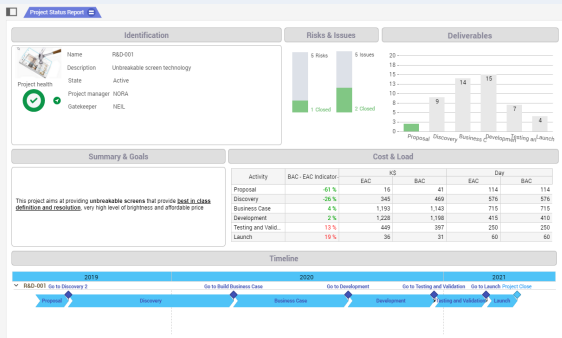


Figure 8: Business case for a proposal.

THE PROJECT PIPELINE

PROJECT & PROPOSAL SELECTION

Planisware Enterprise helps you find the right mix of projects to create a high value, balanced portfolio, aligned with corporate strategy, within budget and resource constraints:

- Multi-axis comparisons let you gauge portfolio balance in terms of risk, ROI, timing, cost, and more
- Organizational capacity and resource forecast views shed light on how to handle schedules, priorities and additional costs. You can take into account all resources, including employees, temporary hires, outsourced resources, and even materials, equipment, and facilities
- Advanced simulation capabilities allow you to sandbox and compare strategies before selecting the optimal investment scenario



Figure 9: Portfolio risk heatmap.

SCENARIO COMPARISON

When considering your project portfolio, more than one scenario may appear suitable. Create and compare investment scenarios with different sets of proposals and projects before making your final selection:

- Define any number of potential investment scenarios based on target criteria (for instance, factors like market penetration, cost reduction and customer satisfaction improvements)
- Select the projects that support each investment scenario
- Compare scenario costs, impacts, and outcomes with scenario comparison reports



Figure 10: Planisware Efficient frontier.

Is the “best pipeline” a pipeline made of the “best projects”?

Planisware’s Efficient Frontier and Sensitivity Analysis tools compute a set of projects with the highest possible value.

The Efficient Frontier computes the list of projects that maximize a user-selected value, e.g. NPV, under a user-selected constraint, commonly the budget. For each additional increment of the constraint, like additional budget, the system re-computes the list of projects that will provide the most value.

Sensitivity Analysis goes one step further - it computes an ideal list of projects under multiple constraints. In addition to an optimal project list, the Sensitivity Analysis tool reveals the sensitivity of the constraints, i.e. how much of an impact each constraint will have on the value of your portfolio.

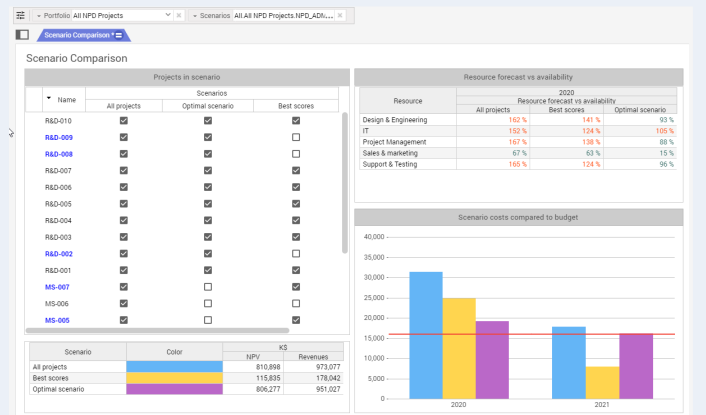


Figure 11: Investment scenario comparison.

PROGRAM MANAGEMENT

TAMING COMPLEXITY

For many organizations, programs are more than just an aggregation of projects. Programs often support the development of high-risk, high-reward initiatives - initiatives that aim to redefine the company, change a market or, for engineering organizations, develop complex customer projects.

Because programs require a cross-departmental effort, data consolidation following the formal organization structure may fall short of what's needed to understand and manage a program.

With Planisware Enterprise, program managers define a high level roadmap including program objectives and target dates across all contributing projects, regardless of where they are in the organization.

You can also aggregate quantitative data (cost, time, resources) from contributing projects and compare them to program level targets. Costs are compared to the program's budget. Deliverables are assessed against the program's objectives to measure progress. On-demand synchronization with the program's projects provides visibility over the live consolidated timeline.

For turnkey projects such as large scale constructions and heavy machinery, Planisware supports customer interaction from proposals, to the management of bids and delivery.

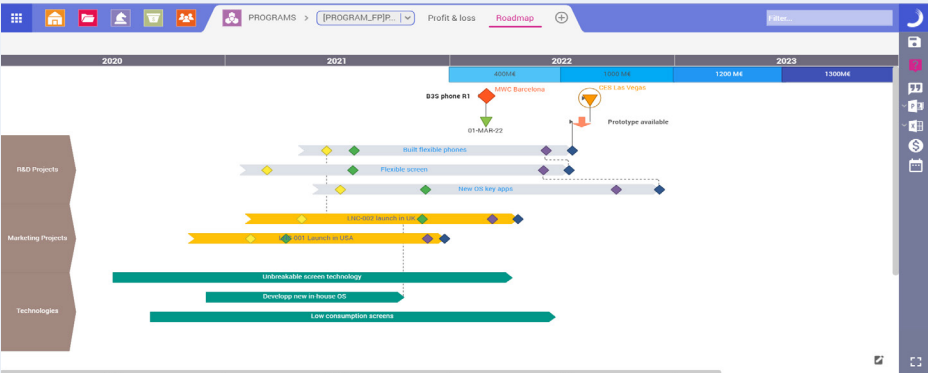


Figure 12: Analysis of competition within a Program before feature prioritization.

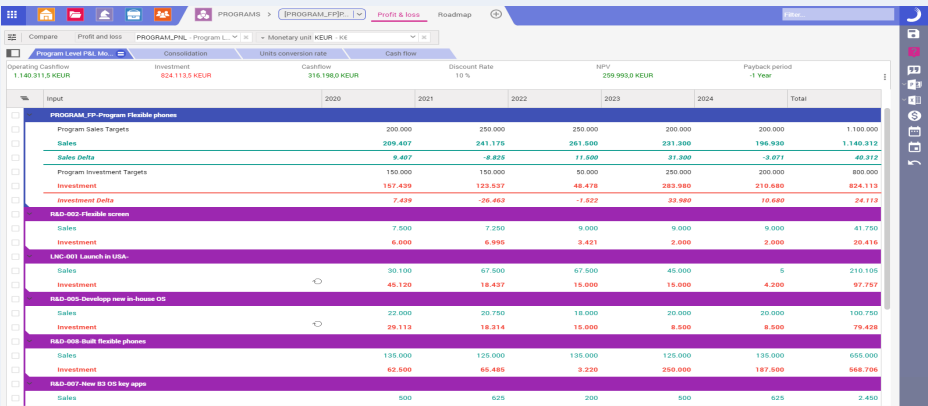


Figure 13: Profit and loss statement aggregated across projects contributing to this program.

FINANCIAL FORECASTING

QUANTITATIVE BUSINESS CASE

To properly assess the potential benefits and cost of a proposal, Planisware Enterprise provides a flexible module that accommodates a wide array of requirements.

Financial forecasting capabilities in Planisware enable users to quickly set up project cash flow estimates by taking into account expected project costs, contributing project costs, potential revenues, and cost savings. By applying a consistent methodology to all projects, this feature enables data to be aggregated and compared at the portfolio level.

As projects evolve, revenue and cost estimates can be revised or re-synchronized on-demand, so accuracy improves as projects progress. Financial forecasts are integrated with the Planisware trend analysis framework which monitors the evolution of financial objectives and expectations through time.

The screenshot displays the 'Profit and loss' forecast module in Planisware Enterprise. The top navigation bar includes 'PROJECTS', a dropdown menu for '[N&D-001]Unbrea...', and a 'Filter' button. Below the navigation bar, there are tabs for 'Summary', 'Revenue', 'Expenses', 'CAPEX', 'Units conversion...', and 'Cash flow'. The 'Summary' tab is active, showing key metrics: Operating Cashflow (K\$ 31,330), Investment (K\$ 3,318.1), Cashflow (K\$ 43,941.9), Discount Rate (10%), NPV (K\$ 35,786.1), and Payback period (-1 Year). Below the summary, a table lists various inputs and their forecasts from 2018 to 2023, with a 'Total' column. The table is color-coded by category: Revenue Impact (purple), Expense Impact (blue), and Capital Expenditures (green).

| Input | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | Total |
|-----------------------------|---------------|---------------|---------------|--------------|---------------|---------------|---------------|
| Revenue Impact | 12,520 | 12,500 | 11,250 | 8,000 | 10,000 | 11,250 | 65,520 |
| Average Sales Price | 0.05 | 0.05 | 0.05 | 0.04 | 0.04 | 0.05 | 0.05 |
| Volume | 250,000 | 250,000 | 250,000 | 200,000 | 250,000 | 250,000 | 1,450,000 |
| Revenue Income | 12,500 | 12,500 | 11,250 | 8,000 | 10,000 | 11,250 | 65,500 |
| Cannibalization | 100 | 0 | 0 | 0 | 0 | 0 | 100 |
| Other Income/Cost Savings | 30 | 0 | 0 | 0 | 0 | 0 | 30 |
| Incremental Revenue | 12,630 | 12,500 | 11,250 | 8,000 | 10,000 | 11,250 | 65,630 |
| Margin Contribution | 7,780 | 8,000 | 7,500 | 5,000 | 10,000 | 11,250 | 49,530 |
| Expense Impact | 15,950 | 11,500 | 3,750 | 3,000 | 0 | 0 | 34,200 |
| COGS per Unit | 0.02 | 0.02 | 0.02 | 0.02 | 0.00 | 0.00 | 0.01 |
| Total COGS | 4,750 | 4,500 | 3,750 | 3,000 | 0 | 0 | 16,000 |
| Direct Marketing Expenses | 120 | 0 | 0 | 0 | 0 | 0 | 120 |
| Facilities | 5,000 | 5,000 | 0 | 0 | 0 | 0 | 10,000 |
| Equipment | 6,000 | 2,000 | 0 | 0 | 0 | 0 | 8,000 |
| Ongoing Licenses | 40 | 0 | 0 | 0 | 0 | 0 | 40 |
| Project Costs | 20 | 0 | 0 | 0 | 0 | 0 | 20 |
| Project Operating Expenses | 20 | 0 | 0 | 0 | 0 | 0 | 20 |
| Operating Net Impact | -3,420 | 1,000 | 7,500 | 5,000 | 10,000 | 11,250 | 31,330 |
| Capital Expenditures | 70 | 0 | 0 | 0 | 0 | 0 | 70 |

Figure 14: Forecast the financial benefits and cost of your project or proposal to help build your quantitative business case.

Microsoft Excel Integration

Forecasts initiated in Planisware can be exported and edited in Excel. The exported spreadsheet includes a dynamic link to Planisware, so you can easily test assumptions and quickly create new variations locally before sending the results back into Planisware.

PORTFOLIO LEVEL RESOURCE PLANNING

CAPACITY PLANNING

Planisware provides resource forecasting tools to help your organization effectively maximize the time and value of key resources.

The Resource Bottleneck and Supply vs. Demand vs. Capacity views allow users to not only immediately identify over-allocations and underutilized resources, but also ensure the most important projects have the resources they need at the right time.

Easy access to information like project priorities help resource managers make trade-off and project timing decisions quickly. You can use what-if analysis tools to simulate resourcing changes and see the impact across the project portfolio before making difficult decisions.

RESOURCE CONSOLIDATION

As with project information, you can roll up resource load along a variety of dimensions. You can also view the resource load statuses (committed, tentative, actual time expended) at the portfolio level. The capacity, supply, demand, and actuals framework of resource schedules provides visibility into the organization's resource commitments, project progress, resource consumption, and future work.

Users can go further and evaluate resources against a variety of metrics. For instance, you can display financial performance per resource by assessing both the cost and value of a resource, role, or department, after taking into account constraints like geography, work time, etc.

Key Resource Management Benefits

- Planisware provides short and long-term tactical resource load and capacity information.
- Resources can be managed by department, by individual, by skill, or by a combination of the three at all levels of the organization.
- Visualize critical resource bottlenecks to make proper go/no-go decisions at the portfolio level and better handle project priorities at the operational level.
- Planisware is a role-based solution that enables different departments to take ownership of various project

work packages.

- Coordination of resource assignments can be facilitated through standardized supplydemand models. Workflows streamline resource assignments.
- Planisware allows you to organize resource contracting so that you can efficiently plan contracted work and report current contracting levels in the organization.
- As resourcing issues arise, Planisware's simulation tools allow users to play out what-if scenarios and assess potential solutions.

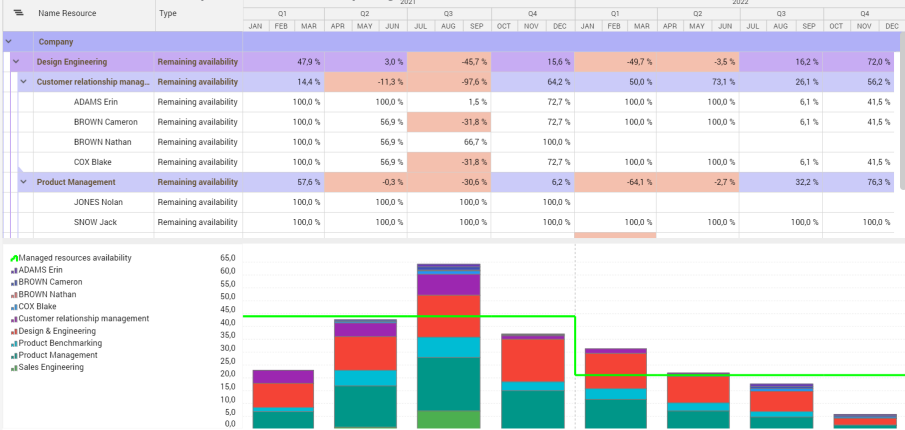


Figure 15: Where are my resources allocated and where are there bottlenecks in the next few months?

03

WORK WITH YOUR TEAM



RESOURCE MANAGEMENT

ESTIMATING DEMAND

Planisware facilitates the collection of resource estimates with demand templates which help establish a baseline of consistency across projects.

Estimates can be collected in a variety of ways, for instance subject matter experts / expert judgement, and a familiar spreadsheet interface.

Planisware also features advanced tools such as parametric estimation, estimation by analogy or even AI-based estimation with Planisware’s predictive analysis module.

ASSIGNING RESOURCES

Planisware resource allocation processes capitalize on role-based workflows and named resource reports to manage workforces quickly and efficiently. Planisware’s resource assignment system caters to various processes and allows users to manage both internal and external resources by department, individual, skills, and more.

TIME-TRACKING

Users track time directly in Planisware using a flexible and user-friendly Timecard, either over the web or on mobile.

After time has been captured, compare the actual hours against the originally forecasted estimates to identify discrepancies between resource capacity, estimations and the work performed.

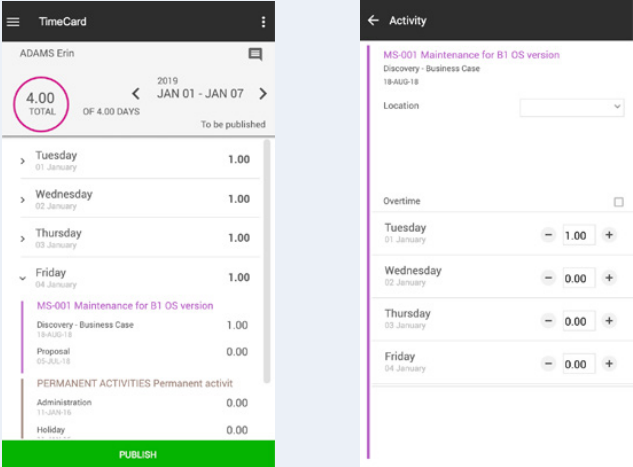


Figure 16: Planisware mobile app lets team members report their time on the fly.

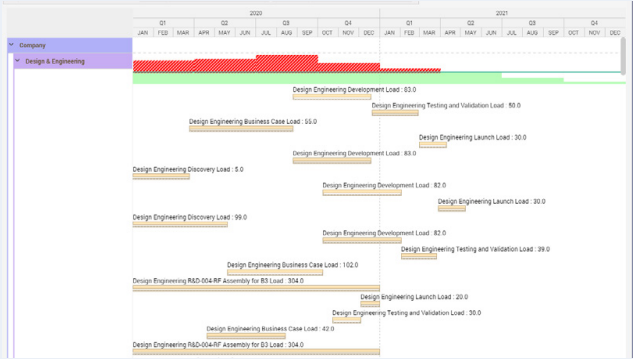


Figure 17: Resource conflict views highlight issues with individual resource commitments.

AGILE PORTFOLIO TO TEAMS

AGILE AT ENTERPRISE LEVEL

Adoption of Agile principles at the Enterprise level is one of the key trends of the past few years. With Planisware Enterprise, apply funding to your **strategic themes**, prioritize your portfolio on both Agile and non-Agile work, and organize activities into streams.

Organize major initiatives or work into **Agile programs** (or **Trains** in the SAFe framework). Prioritize features using the **Weighted Shortest Job First** (WSJF) method and follow progress with the Portfolio Kanban.

AGILE FOR PROJECTS AND TEAMS

With Planisware, adopt the Agile methodology to manage your projects through features, stories, sprints, and kanbans.

For larger initiatives, Planisware provides the ability to organize **large teams** (or **Release Train** in the SAFe Agile Framework), and apply cadence and synchronicity to the work (e.g.: the Program Increment and **Program Increment** Planning also known as **Scrum Agile**).

Planisware tracks dependencies between features/stories carried out by different teams and provide a consolidated vision of the backlog and progress.

At team and team member level, Planisware provides a complete Agile work environment with the ability to manage teams, allocate **stories**, deliver continuously (**Agile Kanban**) and track progress of **sprints**. In addition to Planisware's own capabilities, standard connectors are available with Jira, Aha!, and Azure DevOps.

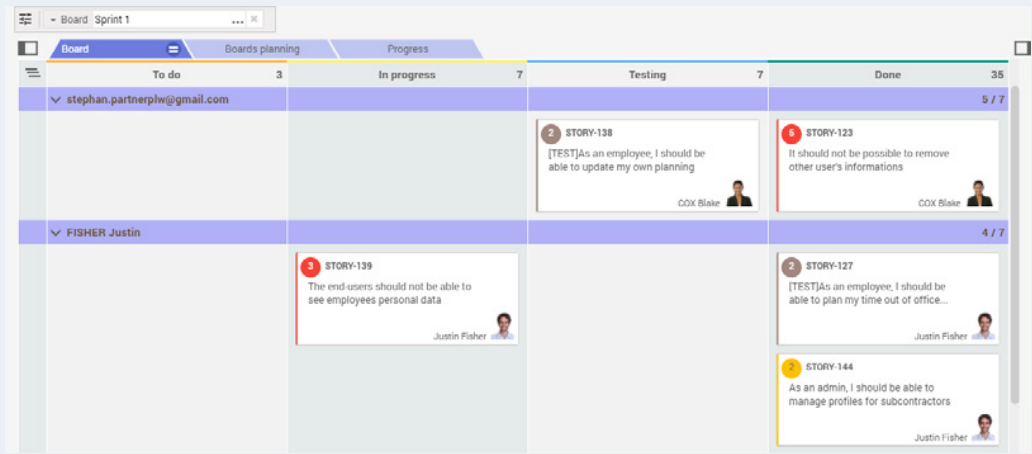


Figure 18: Team Kanban view

Key Project Management Benefits

- Planisware is designed to be intuitive and user-friendly. Inexperienced users can transition easily to Planisware's web-based user interface.
- Predefined views with key performance indicators make it simple to review changes, risks, proposals, and trends in the schedule or resource/cost consumption.
- As a comprehensive, integrated solution, Planisware serves as the single source of truth for planning data. All project stakeholders use the same tool, work with the same methodologies, and view the same data. Trust around the system increases frequency of use and improves data accuracy.
- Flexible processes: follow Lean/Agile principles, use more established methods such as PMBOK®, PACE® from PRTM®, and Stage-Gate® from Stage-Gate Inc., or mix methodologies
- Enforce corporate standards for project forecasting, tracking progress, and measuring risks.
- Advanced tools, such as Monte-Carlo simulation, are provided out-of-the-box.

PROJECT SCHEDULING

A NETWORK OF PROJECTS

- Projects are structured around four key concepts:
- The project/function matrix structure allows work to be owned by and distributed across departments while project management remains cross-functional.
 - Materialize relationships between projects through deliverables and producers/consumers projects.
 - Create hard or soft dependencies between projects at any level of the Work Breakdown Structure (WBS).
 - Delegate any part of a project to sub-projects through the creation of workpackages. Delegated work, while independent, inherits objectives and reports back to the master project.

PROJECTS: SCHEDULE, COSTS, REPORTING AND ANALYSIS

For scheduling, Planisware Enterprise provides an advanced **Gantt chart** engine, as well as traditional tools such as **PERT diagram** and the means to construct the **WBS** through a graphical interface.

Costs can be tracked or consolidated according to work, resource, cost account, and organizational breakdown structures. Currencies and labor rates can

be defined and updated as needed to reflect current market rates. Historical rates can be preserved for the time period in which they were effective.

Planisware supports the **Earned Value** methodology for tracking costs and measuring progress and meet all ANSI/ EIA 748 requirements.

Planisware was the first solution to achieve **Stage-Gate® Ready** certification, and one of the first and few to be certified in the **Innovation Team Agility** category.

Users can create multiple copies of a live project to play out different scenarios and then compare them against each other to weigh different selection, scheduling, and resourcing options. You can also track different paths of undos and redos.

Planisware’s integrated **Monte-Carlo** Simulation engine lets users perform simulations over tasks, resources or costs at any level of granularity to study risk management options and mitigation. Results of Monte-Carlo simulation enable users to take into account probability of occurrence before making critical decisions, and to assess the effectiveness of risk mitigation plans.

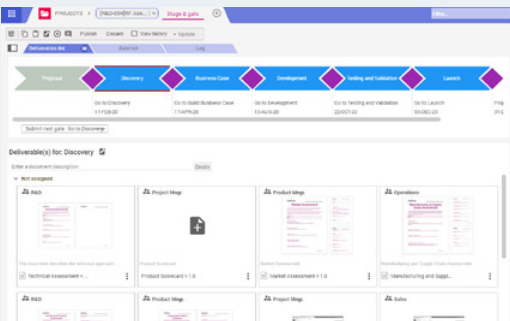


Figure 19: Stage-Gate and deliverables by gate.

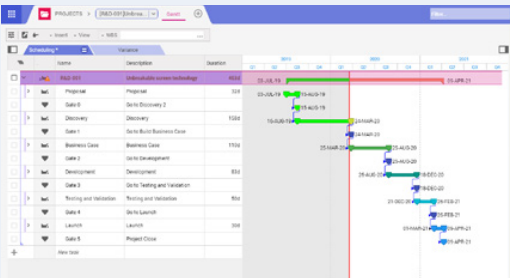


Figure 20: Planisware Enterprise scheduling engine.

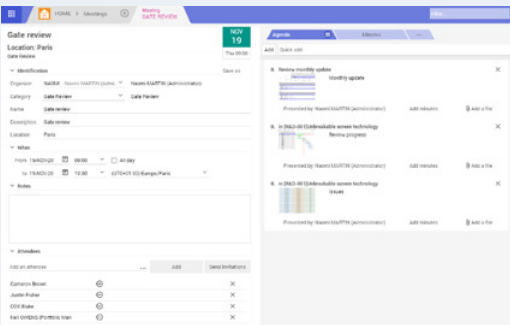


Figure 21: Schedule gate reviews with live data.

COLLABORATION

WORK MANAGEMENT

When users connect, they land in their workbox: a smart “to-do list” view that aggregates each user’s notifications regarding gates, projects, posts, issues, risks, deliverables, published dashboards, ideas, and resource requests.

Planisware workbox promotes system adoption and reduces reliance on emails. Information is shared between current and future project stakeholders, as knowledge is no longer trapped in personal emails, and remains accessible at any time.

Planisware’s social networking features provides communication capabilities at the project, program, or contributor level. Posts can be anything from simple messages to deliverables, ideas, or issues - with screens and reports attached.

To ensure timely receipt of critical updates even when logged out of the system, any Workbox notification can be propagated to email. Users define their own preferences for email notifications.

DOCUMENT MANAGEMENT

Planisware features advanced documentation management capabilities. Documents can be uploaded, stored, and versioned within the solution. In addition, Planisware offers productized integrations with document management systems, including Sharepoint and Documentum.

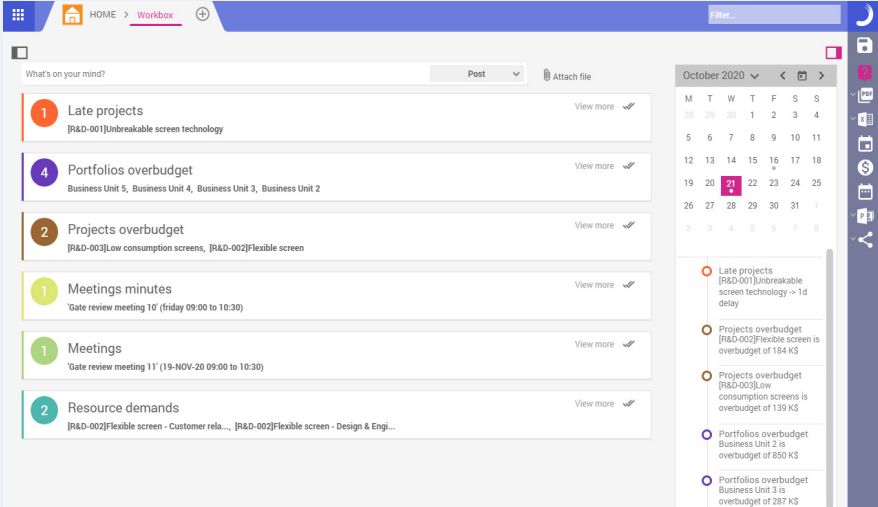


Figure 22: Each user’s workbox view lists their action items including issues, risks, deliverables, and more.



Figure 23: Manage project documents directly in Planisware.

04

PLANISWARE ENTERPRISE FOR ENGINEERING



PLANISWARE ENTERPRISE FOR ENGINEERING

CAPITAL PLANNING

Due to their complex and long-term nature, major engineering contracts necessitate a certain level of assumption and risk. Planisware Enterprise helps Engineering organizations build a strong and resilient portfolio by:

- Providing a holistic view of planned and in-progress work;
- Establishing a consistent framework for evaluating and building the portfolio;
- Stress testing business plans against a range of scenarios;
- Supporting interventions that minimize risk while maximizing ROI;
- Providing analytics and simulations to help you respond to market change

With end-to-end support for Capital Planning, Planisware Enterprise ensures that funding is allocated in a transparent way that both maximizes ROI and builds agility into your portfolio.

CONTRACT MANAGEMENT

Large contracts can be tricky to organize. Planisware Enterprise lets you manage all aspects of your contracts in a single solution.

- Build and manage bids, track customer and supplier contracts, and connect contracts directly to projects
- Organize contractual documents, and pull employee cost and workpackage definitions from a single, definitive source
- Get instant insight into key information like milestone payments and cash flow

AGILE & EARNED VALUE MANAGEMENT

Large, complex programs frequently involve a combination of software, services, and hardware that necessitates the use of both Agile development methods and Earned Value management to ensure an ontime, on-budget delivery.

With Planisware Enterprise:

- Schedule the way you work, with built-in support for Agile, waterfall, and hybrid approaches
- Track project performance with high accuracy for better-informed decisions and forecasts
- Compare the monetary value of work planned, earned, and consumed at any point in the project lifecycle

Planisware Enterprise’s engineering capabilities are described in more detail in our Project Control & Engineering brochure (visit planisware.com/engineering).

ARCHITECTURE & DELIVERY OPTIONS

WEB ARCHITECTURE

Planisware’s technical architecture follows a 3-tiered web model with a server running the application, a database, and web clients connecting to the system.

Planisware leverages technologies such as SMP (symmetric multiprocessing) and IMC (in-memory computing) to provide scalability and performance.

Planisware has significant experience with deployments in critical, 24/7 availability environments that can serve up to several tens of thousands of users.

OS-agnostic, Planisware is deployed in Windows, Mac and Linux environments, both on the server and client sides.

On the client side, Planisware’s “zero footprint” architecture uses HTML5/Ajax to deliver a fast and reliable graphical experience.

Planisware can be easily configured and features:

- User-definable alerts, configurable workflows, and updatable user profiles.

- An integrated Business Intelligence suite to create and modify reports, dashboards, and analytics.
- Unlimited breakdown structures that can be tailored and revised to meet organizational changes.
- Ability to add new tables, fields, and relations within the data model.

ON-PREMISE & CLOUD DELIVERY OPTIONS

Planisware can be delivered on-premise (where the client purchases licenses and hosts the solution), or, as a service, in the cloud, (where Planisware provides the hosting platform and maintains the solution).

Planisware SaaS is a private cloud with dedicated hosting for each customer.

Planisware’s cloud hosting centers are located in the United States, Europe, and Asia. Planisware is certified SOC1 type 2 and SOC2 type 2 for its cloud operations and procedures.

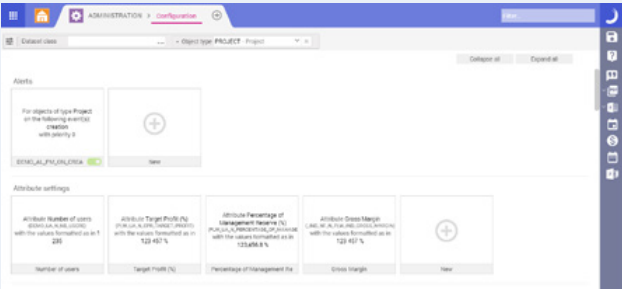


Figure 24: Low-code configuration puts you in control of your system, increasing business agility.

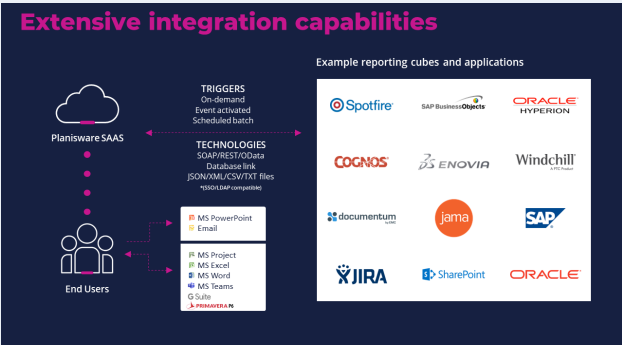


Figure 25: Planisware Live offers proactive server and application services while reducing burden on your IT resources.



Figure 26: Planisware Live offers extensive integration options.

BEYOND THE SOFTWARE

CONSULTING SERVICES AND MORE

Planisware provides consulting and customer success management services that facilitate effective project follow-up, methodological support, and training. Planisware's consulting service may be complemented by our network of partners and distributors.

THE PLANISWARE COMMUNITY

Planisware offers multiple resources for our customers to share best practices with peers and learn from industry experts.

- Planisware hosts annual user events in the United States, Germany, and France. These events feature peer networking opportunities, expert-led Planisware workshops, customer case study presentations, round table discussions, and keynotes.

- Several user-led best practice working groups – both cross-industry and specialized – meet regularly throughout the year.
- Planisware holds open regional PPM best practice networking sessions featuring experienced customers as well as guest speakers.
- A dedicated customer portal allows the user community to access hundreds of documents: user guides and best practice documents, use cases, customer testimonials, and more.
- The online community forum offers a virtual space for the Planisware community to connect, learn, and share through discussions, events, 1-on-1 networking, product tips and tricks, and more.

Built-In Best Practices

From the very beginning, we've partnered with our customers to solve their key business issues. Years of experience working with leaders at the forefront of innovation have provided an understanding of industry-specific business processes, giving us the insight to better address key issues.

Best Practice Accelerators

We share the lessons we've learned through our extensive experience with our customers by embedding them directly in our solution through core functionalities that support leading practices and business processes. We align with institutional standards, including those defined by Stage-Gate, Inc, the Project Management Institute, Six Sigma, Agile, and the Product Development and Management Association.

Industry-Specific Process Maps

We offer industry-specific best practice reference models that include governance and team process maps as well as project templates, profit & loss (P&L) templates, data model structures, scorecard templates, deliverable templates, and industry-specific key performance indicators (KPI) and dashboards where applicable.

Best-practice-infused core functionalities and industry reference models allow you to adopt best practices as you deploy the system, reduce implementation time, and accelerate time-to-value. You can take our recommended reference models as they are, use them to benchmark your own processes, or evaluate them as an opportunity to enhance current processes and collateral.

05

PLANISWARE FACT SHEET



STRATEGIC PLANNING

Strategic Roadmapping

- Roadmap definition & synchronization
- Technology, IT, and product roadmaps in a single view
- Management of strategic domains
- Scenario creation
- Resource capacity and simulation; bottleneck analysis
- Financial forecasting and simulation

Budget Management

- Management of strategic buckets (i.e. budget envelopes)
- Top-down and bottom-up budgeting processes
- Financial budget distribution across multiple sponsors
- Long-term capacity planning

Program Management

- Program roadmap
- Definition & objectives tracking
- Project selection
- Cost consolidation / budget reconciliation
- Bid / change management
- Product breakdown structures
- Multi-level planning & resource scheduling
- Program-wide critical path computation
- Management of contractor resources

PROJECT PORTFOLIO

Idea, Demand, and Proposal Management

- Idea collection, sorting and tracking
- Multi-user scoring
- Proposal selection & prioritization
- Product approval process
- ROI, NPV, IRR

Portfolio Management

- Health and ROI monitoring
- What-if simulations
- Scenario definition and comparison
- Version management
- Portfolio optimization under constraints (efficient frontier, sensitivity analysis)
- Built-in parametric estimation and analogy estimation
- Performance indicator metrics (KPIs): cost, quality, risks, health, etc.

Deliverables Management

- Critical technology / project follow-ups
- Management of shared platforms and developments
- Integration of OEM/contractor schedules
- Flexible planning synchronization
- Dedicated reporting

BUSINESS INTELLIGENCE

- Intuitive, dynamic Business Intelligence module
- Scorecards, performance analysis, bubble charts, matrices
- Single-click dynamic queries for end users
- Dashboards mixing Gantt summaries and scorecards
- Funnel charts, radar views, gauges
- Built-in PDF generator: no Acrobat authoring license needed
- One-click Excel exports for reports
- Exports to PowerPoint
- Reporting by exception: alerts based on differences between objectives and actual results

FINANCE

- Labor, procurement and expense estimation and tracking
- Project billing from actuals, deliverables, procurements and expenses
- Cross-charging with variable charge rates and multiple funding by contract work packages and sponsors
- Profit & loss: trends, attrition, cashflow, cannibalization,
- BOM-driven product cost computation, dynamic equations
- Multiple currencies
- Hierarchical structures for consolidation
- Internal and external invoicing module
- Interfaces with several financial s/w packages & ERPs
- SAP-Ready certified integration
- Complete support of Earned Value Management (EVM)

PROJECT MANAGEMENT

Methodology

- Project templates
- Key milestones and gate management
- Standardization of WBS based on activity templates
- Management of multiple scheduling levels
- Timeline view to communicate key project dates and milestones
- Issue management for scope, integration, quality, risks, etc.
- Version control and baselines
- Workflow for project validation and scope changes
- Management of trend indicators
- Risk management via the risk register, contingency/mitigation planning, Monte-Carlo risk assessment

Schedule Management

- Native scheduling engine with graphical functions and interactive features: Gantt, load charts, PERT network
- Agile with requirement management, sprints, kanban, stories, burn-down charts, productivity reports
- Comprehensive scheduling model supporting CPM and effort-driven scheduling
- Bi-directional integration with MS Project, Oracle Primavera, single-click browser interface

Stage-Gate Product Development

- Stage-Gate Ready certified
- Idea-to-Launch process support
- Financial (NPV, IRR) and non-financial (scorecards) metrics

RESOURCE MANAGEMENT

Resource Management

- Work request management with resource search engine
- Time-tracking for all types of activities including admin
- Multi-level configurable workflows for resource allocation and time tracking approval
- Short/mid/long-term capacity and bottleneck analysis
- Management of internal and contractor resources
- Integration of actual hours with schedule and resources

Skills management

- Multiple and variable rates for resource valorization
- Matrix organization for shared resources from different departments. Multiple viewpoints for resource effort consolidation: departments, skills...

COLLABORATION

- Enterprise-social network with walls, messages & discussions
- Messages by categories: issues, status updates, requests...
- Configurable messages, emails & issues alerts
- Meeting management and decision tracking

Document Management

- Mandatory documents can be associated with processes
- Documents can be stored in Planisware or externally
- Incoming and external dynamic URL links for any page and all types of external applications
- Spell-checker, full-text search engine

ARCHITECTURE

General Architecture

- Integrated 3-tiered web solution, all-in-one product
- Languages: English, French, German, Dutch, Italian, Spanish, Japanese, Korean
- Role-based, intuitive GUI including multiple undo/redo
- Access to simple configuration and master data administration for functional administrators
- Publication feeds (RSS format)
- Interfaces using either RESTful APIs (XML & JSON), webservices as a client or server to any third party application/service, ERP, EAI.
- Certified SAP WebServices connector
- Built-in connectors with Jira, Aha!, Azure DevOps, MS Excel, MS Office, MS Project, Primavera, documentation systems including Documentum, & XML Export
- Complete API to all Planisware objects
- XML exchange across heterogeneous Planisware instances
- Workflow editor to add new integrated workflows
- Web authoring builder with adaptable pages and data model
- Upward compatibility of adaptations

Compatibility list

- Web client: Zero footprint HTML5-compatible browsers
- (Chrome, Edge, Firefox, Safari)
- Authentication: OpenLDAP, ActiveDirectory, SiteMinder, ...



ABOUT US

Planisware is an independent software vendor with two product offerings: Planisware Enterprise and Planisware Orchestra.

Privately owned, Planisware has achieved double-digit year-over-year growth since 1996. Planisware offices are located in Paris, Nice, Toulouse, Lyon, San Francisco, Denver, Philadelphia, Manchester, Montreal, Munich, Tokyo, Singapore, Dubai and Tunis.

You'll have a solid partner in Planisware. We've been around for decades, and we'll be around for decades more.



600+

employees

dedicated to your success

800.000+

users

in 40 countries worldwide

\$130M+

annual revenue

with strong finances

14

offices

for local and expert services

**Available in
8 languages
and multiple
currencies**



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