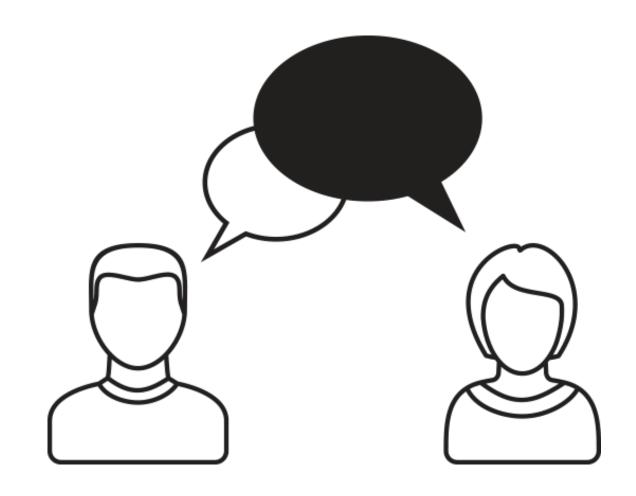


Introductions

• Take 5 Minutes

Turn to a Person Near You

• Introduce Yourself



Agenda

- Questions & Value of Financial Management
- Components & Best Practices
- Common Integrations
- Financial Management Outputs
- Implementation Best Practices

Starting Questions

Using Financials?

- How are you using?
- Why did you implement?
- What do you want out of the session?

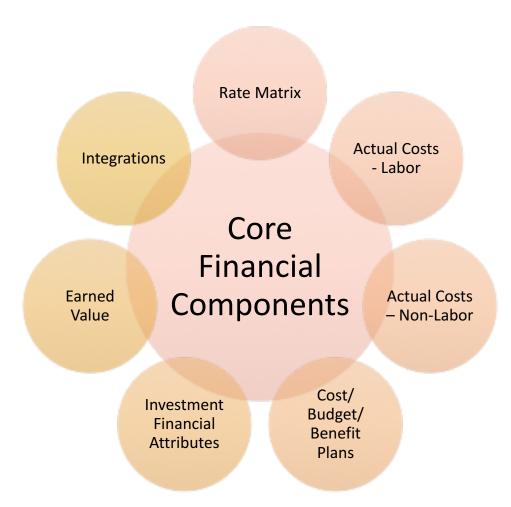
Not Using Financials?

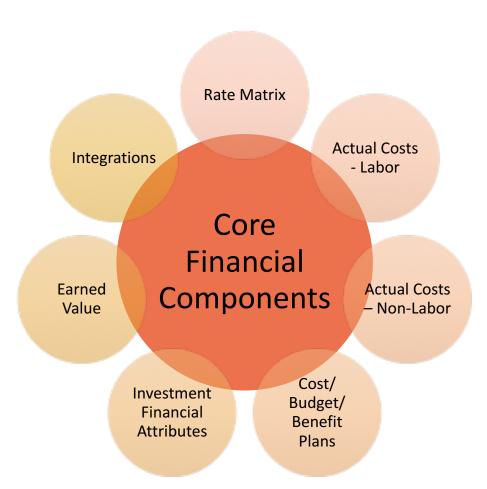
- What are your goals for implementing?
- What do you want out of the session?

Value of Implementing Financial Management

- Financial Health is a Critical Aspect of Project Management
- Allow the Project Managers to Use One Tool, avoiding multiple Sources for Health of a Project
- Financial Forecasting allows for Robust Strategic Planning
- Financial Reporting has "Gravitas"
 - We were 200 hours under estimate vs. We were \$25,000 under estimate

Financial Management Components



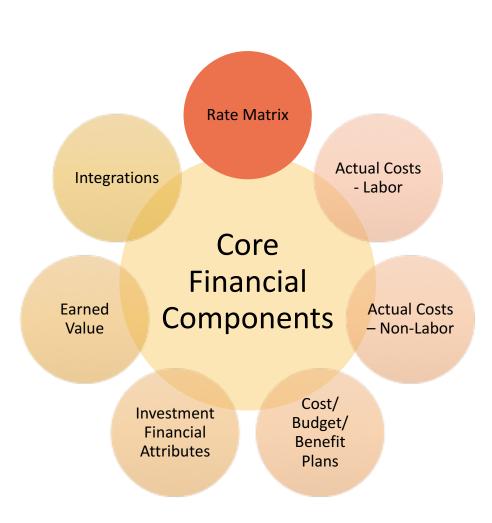


Core Financial Components

Core Financial Components

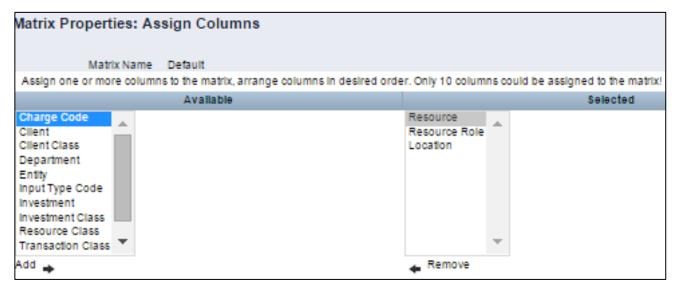
- Financial OBS
 - Department (Object and OBS)
 - Location (Object and OBS) Linked to a Department
- Fiscal Periods
 - Used within datamart jobs
 - Used on Financial Plans-Cost Plans and Budgets
 - Be Aware Not in Resource Planning / Portfolios
- Currencies
 - Home & Billing Currency
 - Exchange Rates

- One Entity if Possible
- Only use Department and Location if needed for rates, otherwise – just one of each

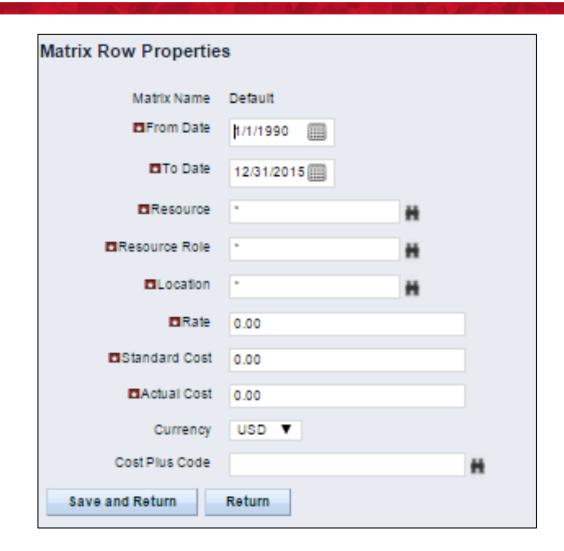




Overview of the Rate Matrix



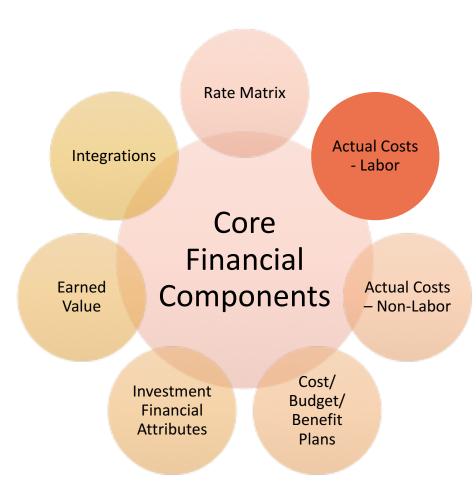
| | From Date - | To Date | Resource | Resource Role | Location | Rate | Standard Cost | Actual Cost |
|---|-------------|----------|----------|---------------|----------|-----------|---------------|-------------|
| П | 1/1/90 | 12/31/14 | | | | 0.00 USD | 0.00 USD | 0.00 USD |
| | 1/1/90 | 12/31/15 | | csk.developer | India | 25.00 USD | 25.00 USD | 25.00 USD |
| | 1/1/90 | 12/31/20 | | csk.developer | US | 50.00 USD | 50.00 USD | 50.00 USD |
| | | | | | | | | |



Calculating Rates

- Define Columns to Derive Rates
 - Exact Rates
 - Aggregate Rates
- Non-Labor
 - \$1 Defaults
- End Dating

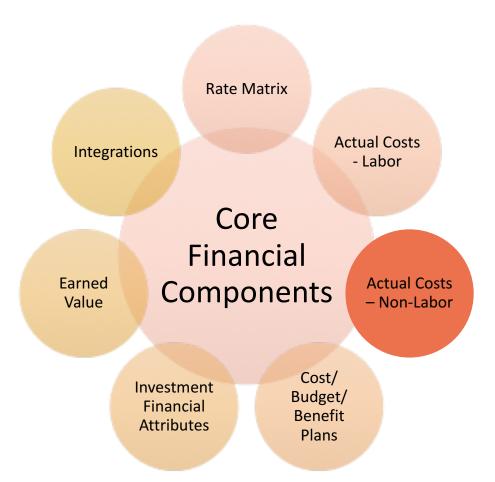
- End Dating-Minimum of current year +1
- Exact Rates for Contractors
- Aggregate Rates for Internal Resources



Actual Labor Costs

- Base Setup
 - Determine Posting Cadence
 - Adjustment Postings?
- Approval Policy
 - Auto-approval? RM? PM?
- Timesheet Adjustment Policy
 - Number of Open Time Periods
- Capitalize More Than 40 Hours?
 - Timesheet smoothing

- Whatever your posting cadence is, make sure it is communicated - postings modify project dates and financials
- People often rubber stamp approvals –
 be realistic and keep simple
- Bake overtime into the rate if possible

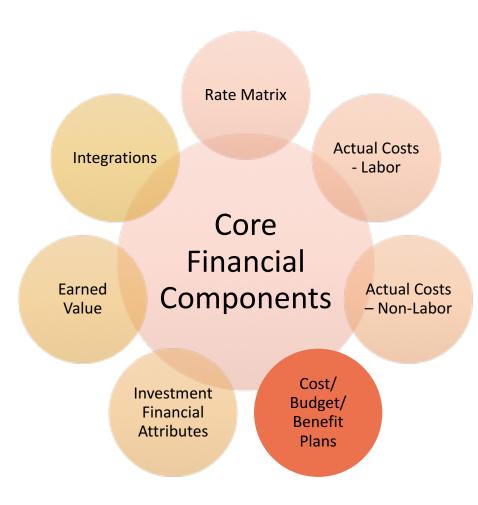


Actual Non-Labor Costs – Transactions

- In the create entry section on the application side, you:
 - Create a voucher "expense" or "other"
 - Within the voucher, you can create multiple transactions
 - Create the transaction with date, amounts, and various financial fields
- Run the Jobs
 - Run Post Transactions to Financial, Post to WIP, and Import Fin Actuals
 - Check for invalid transactions, then fix
- Run the investment allocation job

Best Practice

 Build a better user interface for entering these costs, or build application integration from your financial system of record.



Overview of Financial Plans

Cost Plans:

Time scaled view of the forecasted cost of the investment, but it
will also show the actual costs as they are incurred. Forecast can
be grouped by financial fields like resource class, cost type,
transaction class, etc.

Budget Plans:

 A cost plan becomes a budget plan when approved - the "baseline" for financials

• Benefit Plans:

 Time scaled view of the forecasted and realized benefits of the investment. Benefits are listed individually, but categorized into type

Financial Plans - Cost

- How to Create a Cost Plan
 - Manual
 - New From Investment Team
 - New from Task Assignments
- Can Choose the Classes Used For Grouping
- Actual costs will display in the cost plan

- Set Cost Plan Update Policy
- Pick a method for how cost plans are to be created.
- Default Cost Plans to show key financial metrics

| | | | | | | | < | |
|----------|------------|-------------------|--------------|-----------|--------------|-------------------------------|--------------------------|----------------------------|
| | Cost Type▲ | Transaction Class | Planned | Actual | Variance | | Jan 1, 2014-Jan 31, 2014 | Feb 1, 2014-Feb 28, 2014 |
| | Capital | Hardware | 40,000.00 | | 40,000.00 | Planned Actual Variance | 0 | 40,000 40,000 |
| | Capital | Labor | 473,600.00 | 4,000.00 | 469,600.00 | | 2,400 | 92,700 4,000 |
| | Capital | Software | 60,000.00 | | 60,000.00 | Planned Actual Variance | 0 | 60,000 |
| | Operating | Hardware | 38,000.00 | 28,000.00 | 10,000.00 | Planned Actual Variance | 0 0 0 | 38,000 28,000 10,000 |
| | Operating | Labor | 2,485,600.00 | | 2,485,600.00 | Planned Actual Variance | 9,600 9,600 | |
| | Operating | Software | 12,000.00 | | 12,000.00 | Planned Actual Variance | 0 | 12,00 |
| Planned | | | 3,109,200.00 | | | | 12,000 | |
| Actual | | | | 32,000.00 | | | 0 | 32,000 |
| Variance | | | | | 3,077,200.00 | | 12,000 | 415,009 |

Financial Plans - Budget

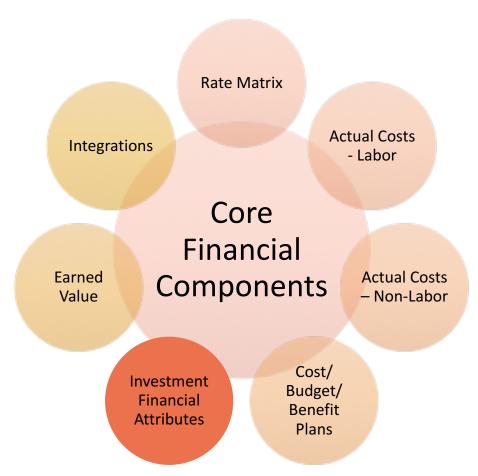
- How to Create a Budget Plan
 - Submit a Cost Plan for Approval, then Approve
- Same structure and view as a cost plan a saved/static version = "Financial Baseline"

- Align Budget and Baseline processes
- Control Budget Plan rights or have an approval workflow

Financial Plans - Benefit

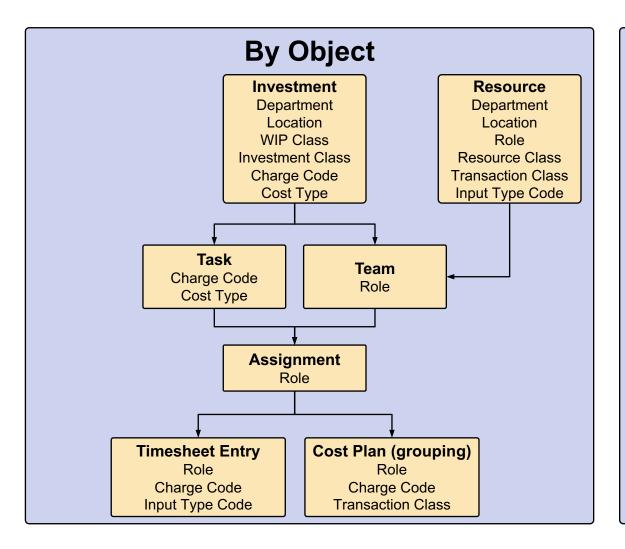
- How to Create a Benefit Plan
 - Manual
 - Link to Cost Plan
- The Benefit Plan Has Type and Subtype
- The Benefit Plan Is Not an Aggregation It Contains Detailed Lines
- The Benefit Plan Can Have Realized Benefits

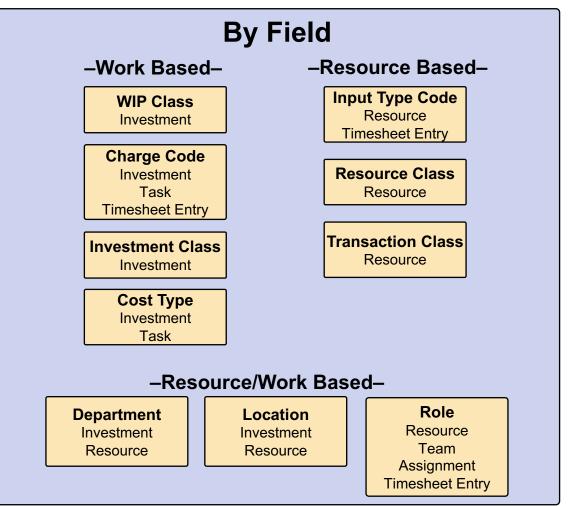
- Include Hard and Soft Benefits
 soft with \$0
- Only use if you are okay with system NPV, etc. – otherwise attach company business case document



Investment Financial Attributes

Field Architecture

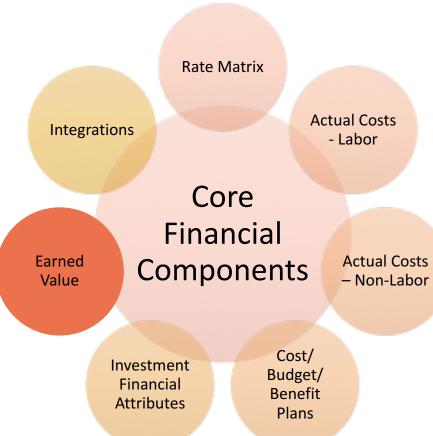




Common Field Uses

| Field | Common Uses | Common Use Area |
|-------------------|--|--------------------------------|
| Location | Country/Region | Rates |
| Department | Cost Center or Business Unit | Rates, Financial Plan Grouping |
| WIP Class | Rarely Used | Rates |
| Investment Class | Rarely Used | Rates |
| Charge Code | Billable/Non-Billable or Project Phase | Rates |
| Cost Type | Capital/Operating | Financial Plan Grouping |
| Role | Resource Planning Roles | Rates, Financial Plan Grouping |
| Resource Class | Salary Grade | Rates |
| Transaction Class | Cost Type – HW/SW/Labor/Consulting | Financial Plan Grouping |
| Input Type Code | Billable/Non-Billable or Overtime/Regular Time | Rates |





Earned Value

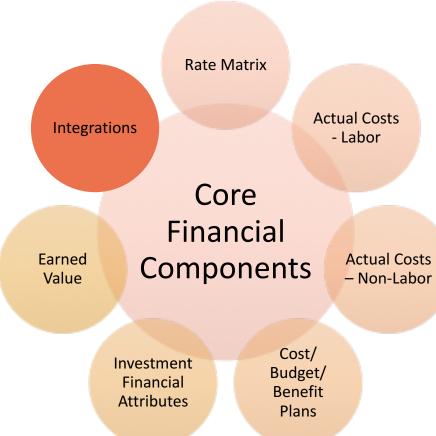
Using Earned Value

• Run jobs to populate the earned value fields on projects and tasks

Key Metrics

- Actual Cost Of Work Performed (ACWP) = Actual costs based on posted actuals.
- Budgeted Cost of Work Performed (BCWP) or Earned Value (EV) =
 Baselined Costs based on the earned value calculation method
- Budgeted Cost of Work Scheduled (BCWS) or Planned Value (PV) =
 Baselined amount to be spent on the project through a point in time
- Schedule Performance Index (SPI) = BCWP / BCWS (A value less than one indicates the work is behind schedule)
- Cost Performance Index (CPI) = BCWP / ACWP (A value greater than one indicates the costs are running over budget)
- Others: SV, CV, BAC, EAC, EAC (T), EAC (AT), ETC (Cost), ETC (T), ETC (AT)





Common Integrations

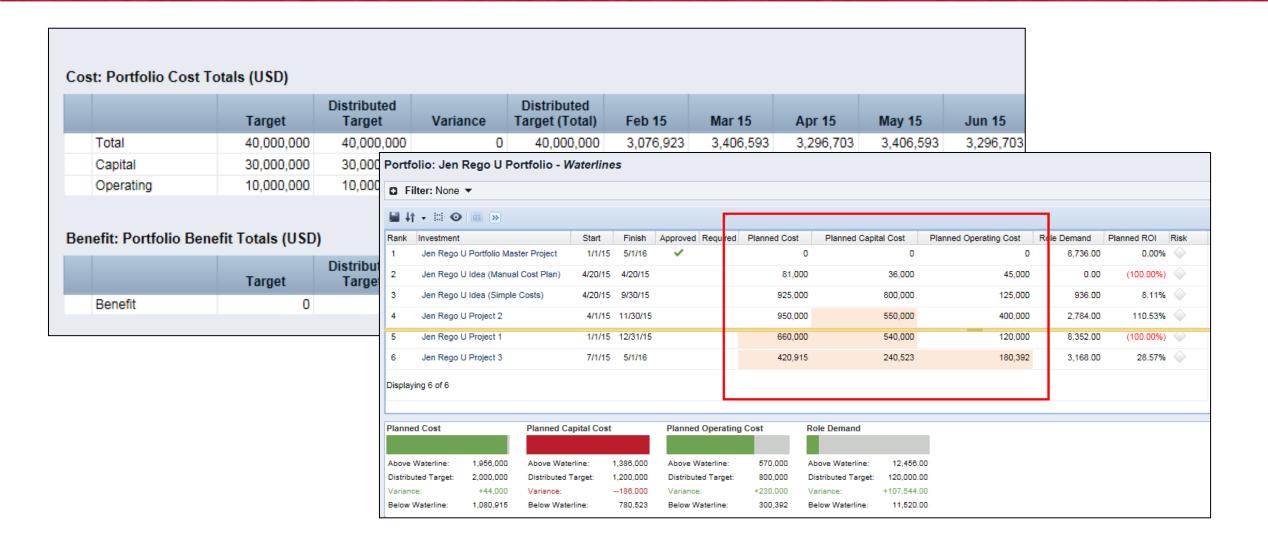
| In/Out-Bound | TITLE | Typical Type |
|--------------|---|--------------|
| Both | Create CA PPM to Financial System Connection: Link a CA PPM Project ID(s) to the Financial System ID(s) | Web Services |
| Inbound | Import Actuals: Send non-labor actuals from the financial system to CA PPM | Flat File |
| Outbound | Export Capitalization Data: Send labor capitalization figures to finance to allow them to capitalize labor based on time tracked on capital tasks on capital projects | Flat File |
| Outbound | Forecast Data: Send financial forecast or budget to the financial system of record for future month financial projections | Flat File |
| Outbound | Contractor Data: Send actual hours worked to VMS system | Flat File |
| Inbound | Import Rates: Pull contractor rates from the VMS system into the rate matrix | Flat File |

Portfolio Financial Analysis

- Financial constraints can be set on a portfolio, which indicate what the targeted planned costs are for the enterprise to execute the investments that are contained within it
- Investments can be measured against the portfolio's targeted costs. The costs within the waterline view are derived directly from the cost plans on an investment. This allows the investments within the portfolio to be balanced and prioritized with visibility into the cost to deliver the investments.



Portfolio Financial Analysis



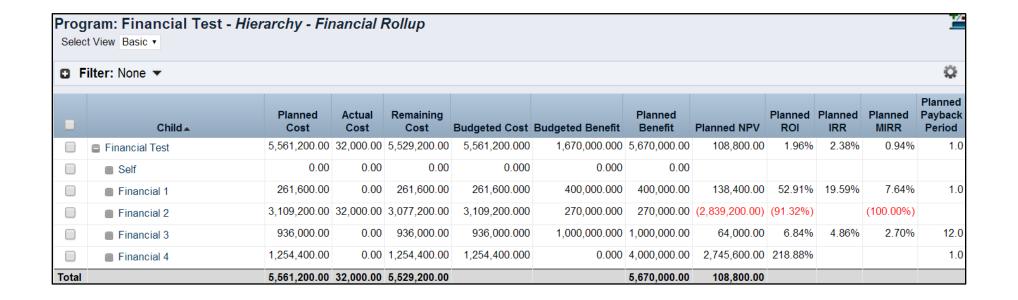
Actuals by Transaction Type – On Project Dashboard

| ■ Actuals by Transaction Type | | | | | | | | | |
|-------------------------------|-----------|----------|--------|--|--|--|--|--|--|
| Transaction / Resource / Date | Task | Quantity | Cost | | | | | | |
| ■ Equipment | | 28,000 | 28,000 | | | | | | |
| Hardware-Buy | | 28,000 | 28,000 | | | | | | |
| 02/05/2014 | Discovery | 28,000 | 28,000 | | | | | | |
| ■ Labor | | 40 | 4,000 | | | | | | |
| Attia, Jasmin | | 40 | 4,000 | | | | | | |
| 02/03/2014 | Training | 8 | 800 | | | | | | |
| 02/04/2014 | Training | 8 | 800 | | | | | | |
| 02/05/2014 | Training | 8 | 800 | | | | | | |
| 02/06/2014 | Training | 8 | 800 | | | | | | |
| 02/07/2014 | Training | 8 | 800 | | | | | | |

Project Cost/Budget Plan View – Plan vs. Actuals

| | | | | | | | < € | |
|----------|------------|-------------------|--------------|-----------|--------------|-------------------------------|--------------------------|--------------------------|
| | Cost Type▲ | Transaction Class | Planned | Actual | Variance | | Jan 1, 2014-Jan 31, 2014 | Feb 1, 2014-Feb 28, 2014 |
| | Capital | Hardware | 40,000.00 | | 40,000.00 | Planned Actual Variance | 0 | , |
| | Capital | Labor | 473,600.00 | 4,000.00 | 469,600.00 | | 2,400 | 92,700 4,000 |
| | Capital | Software | 60,000.00 | | 60,000.00 | Planned Actual Variance | 0 | 33,333 |
| | Operating | Hardware | 38,000.00 | 28,000.00 | 10,000.00 | Planned Actual Variance | 0 0 0 | 28,000 |
| | Operating | Labor | 2,485,600.00 | | 2,485,600.00 | Planned Actual Variance | 9,600 9,600 | |
| | Operating | Software | 12,000.00 | | 12,000.00 | Planned Actual Variance | 0 | 72,222 |
| Planned | | | 3,109,200.00 | | | | 12,000 | |
| Actual | | | | 32,000.00 | | | 0 | 32,000 |
| Variance | | | | | 3,077,200.00 | | 12,000 | 415,009 |

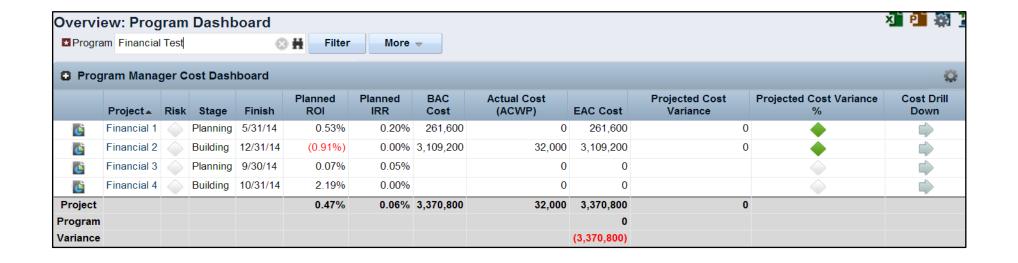
OOTB Hierarchy Tab



Posted Transaction Review

| Transaction Date | Investment▲ | Task | Charge Code | Resource | Transaction Class | Input Type Code | Cost Type | Investment Department | Investment Location | Resource Location | Quantity | Transaction Cost | Transaction Amount |
|---------------------|-------------|-----------------|----------------|---------------|----------------------|-----------------------|-----------|--------------------------|---------------------|----------------------|-----------|---------------------|-----------------------|
| 2/3/14 | Financial 2 | Training | Expense | Attia, Jasmin | Labor | billable | Capital | IT | Western US | Western US | 8.00 | 800.00 | 800.00 |
| 2/4/14 | Financial 2 | Training | Expense | Attia, Jasmin | Labor | billable | Capital | IT | Western US | Western US | 8.00 | 800.00 | 800.00 |
| 2/5/14 | Financial 2 | Training | Expense | Attia, Jasmin | Labor | billable | Capital | IT | Western US | Western US | 8.00 | 800.00 | 800.00 |
| 2/6/14 | Financial 2 | Training | Expense | Attia, Jasmin | Labor | billable | Capital | IT | Western US | Western US | 8.00 | 800.00 | 800.00 |
| 2/7/14 | Financial 2 | Training | Expense | Attia, Jasmin | Labor | billable | Capital | IT | Western US | Western US | 8.00 | 800.00 | 800.00 |
| 2/5/14 | Financial 2 | Server Purchase | Capital | Hardware-Buy | Hardware | billable | Capital | IT | Western US | | 28,000.00 | 28,000.00 | 28,000.00 |
| Total | | | | | | | | | | | 28,040.00 | 32,000.00 | 32,000.00 |

Project/Program Cost Dashboard



Project Cost By Task / Resource

| Project | ect Costs by | Task | | | | | | | | | | - 0 | | | | |
|----------------|------------------------|----------------------|-------------|----------------|----------------|------------------|----------------------|-------------|------------------|----------------------------|-------------|-----------------------|-------------|----------|-------------------------------|----------------------------|
| Project | Phase | Task | Status | Start | Finish | | ctual Cost (ACWP) | ETC Cost | EAC Cost | Projected Cost Variance | | ed Cost nce % | | | | |
| Financial 2 | Financial 2 Project | Discovery | Started | 1/31/14 | 12/31/14 | 1,748,800 | 28,000 | 1,720,80 | 0 1,748,800 | 0 | | | | | | |
| Financial 2 | Financial 2 Project | Design | Not Started | 1/31/14 | 12/31/14 | 764,800 | 0 | 764,80 | 0 764,800 | 0 | 4 | | | | | |
| Financial 2 | Financial 2 Project | Development | Not Started | Progra | m Mar | nager Cost I | Dashboard | d Drill | Down: | Project Costs | By Res | ource | | | | XII PII |
| Financial 2 | Financial 2 Project | Training | Started | Project | Team | Resource/Role - | Project F | | Resource Type | Employment Type | BAC Cost | Actual Cost (ACWP) | ETC Cost | EAC Cost | Projected Cost Variance | Projected Cost Variance |
| Financial 2 | Financial 2 Project | Server Purchase | Started | Financial | | Hardware-Buy | Hardware-B | | Equipment | Employment Type | 68,000 | 28,000 | 12,000 | | (28,000) | - |
| Financial 2 | Financial 2 Project | Software Purchase | Not Started | 2 Financial | <u>&</u> 1 | Hardware-Suppor | Hardware-S | Support I | Equipment | | 10,000 | 0 | 10,000 | 10,000 | 0 | • |
| Financial 2 | Financial 2 Project | Hardware Support | Not Started | Financial | A I | Hensel, Ross | Test Engine | er l | Labor | Employee | 451,200 | 0 | 68,800 | 68,800 | (382,400) | • |
| Financial 2 | Financial 2 Project | Software Support | Not Started | Financial 2 | 28 (| Software-Buy | Software-Bu | ıy I | Equipment | | 60,000 | 0 | 60,000 | 60,000 | 0 | • |
| Total | | | | Financial 2 | & | Software-Support | Software-Su | upport I | Equipment | | 12,000 | 0 | 12,000 | 12,000 | 0 | • |
| | | | | Financial 2 | & | Test Engineer | Test Engine | er l | Labor | | 191,200 | 0 | 0 | 0 | (191,200) | • |
| | | | | Financial 2 | & \ | Wachsmann, Dav | id Architect | l | Labor | Employee | 260,000 | 0 | 68,800 | 68,800 | (191,200) | • |
| | | | | Financial 2 | & \ | Wuenstel, Chris | DBA | I | Labor | Employee | 260,000 | 0 | 68,800 | 68,800 | (191,200) | • |
| | | | | Total | | | | | | | 3,109,200 | 32,000 | 563,600 | 595,600 | (2,513,600) | |

Financial Capitalization by Investment

| Investment | Start Date | Finish Date | Planned | Capital Planned | Capital Actual | Capital Planned Remaining | Capital % Spent | Operating Planned | Operating Actual | Operating Planned Remaining | Operating % Spent |
|---|------------|--------------|--------------|--------------------|----------------|---------------------------------|--------------------|----------------------|---------------------|-----------------------------------|-------------------|
| Quinn, Randy | | 101100111111 | | | | | | 1112811111 | | | |
| Client Services Datamart | 3/1/15 | 7/13/15 | 218,800.00 | 121,600.00 | 0.00 | 121,600.00 | 0.00 | 97,200.00 | 0.00 | 97,200.00 | 0.0 |
| eCommerce Portal | 12/1/14 | 8/13/15 | 402,200.00 | 279,800.00 | 34,900.00 | 244,900.00 | 12.47 | 122,400.00 | 135,987.00 | -13,587.00 | 111.1 |
| Global HR Application Maintenance | 2/2/15 | 3/31/15 | 11,776.00 | 0.00 | 0.00 | 0.00 | 0.00 | 11,776.00 | 4,270.00 | 7,506.00 | 36.2 |
| Security Compliance | 3/1/15 | 3/31/15 | 349,200.00 | 349,200.00 | 360,188.00 | -10,988.00 | 103.15 | 0.00 | 0.00 | 0.00 | 0.0 |
| Total (Quinn, Randy) | | | 981,976.00 | 750,600.00 | 395,088.00 | 355,512.00 | 52.63 | 231,376.00 | 140,257.00 | 91,119.00 | 60.6 |
| Roberts, Beth | | | | | | | | | | | |
| 4G Upgrade Readiness | 4/1/15 | 7/14/15 | 179,960.00 | 0.00 | 0.00 | 0.00 | 0.00 | 179,960.00 | 0.00 | 179,960.00 | 0.0 |
| Automated Security Enhancements | 4/1/15 | 7/16/15 | 294,400.00 | 197,200.00 | 0.00 | 197,200.00 | 0.00 | 97,200.00 | 0.00 | 97,200.00 | 0.0 |
| Credit Card Security Improvements | 4/1/15 | 7/23/15 | 267,500.00 | 193,000.00 | 0.00 | 193,000.00 | 0.00 | 74,500.00 | 0.00 | 74,500.00 | 0.0 |
| CRM Contact Center Development | 12/1/14 | 4/26/15 | 347,600.00 | 339,600.00 | 223,659.00 | 115,941.00 | 65.86 | 8,000.00 | 1,023.00 | 6,977.00 | 12.7 |
| CRM Enhancements | 11/24/14 | 7/14/15 | 495,100.00 | 423,100.00 | 128,923.00 | 294,177.00 | 30.47 | 72,000.00 | 78,100.00 | -6,100.00 | 108.4 |
| eBusiness Mobile Network | 11/3/14 | 2/4/16 | 467,520.00 | 467,520.00 | 275,300.00 | 192,220.00 | 58.89 | 0.00 | 0.00 | 0.00 | 0.0 |
| Email SAN Storage Implementation | 4/1/15 | 7/23/15 | 168,400.00 | 96,800.00 | 0.00 | 96,800.00 | 0.00 | 71,600.00 | 0.00 | 71,600.00 | 0.0 |
| HR Online Benefits Security Upgrade | 4/1/15 | 11/30/15 | 584,800.00 | 342,000.00 | 0.00 | 342,000.00 | 0.00 | 242,800.00 | 0.00 | 242,800.00 | 0.0 |
| Mobile Advertising | 3/1/15 | 3/16/16 | 264,400.00 | 167,200.00 | 3,950.00 | 163,250.00 | 2.36 | 97,200.00 | 6,458.00 | 90,742.00 | 6.6 |
| Online Order Entry | 4/1/15 | 10/29/15 | 397,500.00 | 246,900.00 | 0.00 | 246,900.00 | 0.00 | 150,600.00 | 0.00 | 150,600.00 | 0.0 |
| XPL Translations | 6/2/14 | 11/30/15 | 2,474,260.00 | 49,000.00 | 22,784.00 | 26,216.00 | 46.50 | 2,425,260.00 | 171,768.00 | 2,253,492.00 | 7.0 |
| Total (Roberts, Beth) | | | 5,941,440.00 | 2,522,320.00 | 654,616.00 | 1,867,704.00 | 25.95 | 3,419,120.00 | 257,349.00 | 3,161,771.00 | 7.5 |
| Tanner, Paul | | | | | | | | | | | |
| Altus Online Order Application | 8/1/14 | 7/31/16 | 210,992.00 | 140,000.00 | 44,772.00 | 95,228.00 | 31.98 | 70,992.00 | 14,688.00 | 56,304.00 | 20.6 |
| BrightStor Storage Resource Manager for MS Exchange | 10/1/14 | 9/30/16 | 62,270.00 | 44,000.00 | 0.00 | 44,000.00 | 0.00 | 18,270.00 | 0.00 | 18,270.00 | 0.0 |
| Regulatory Compliance Service | 10/1/14 | 9/30/16 | 200,000.00 | 0.00 | 0.00 | 0.00 | 0.00 | 200,000.00 | 0.00 | 200,000.00 | 0.0 |
| SAP R/3 Financial Accounting | 9/1/14 | 8/30/16 | 217,584.00 | 180,000.00 | 23,820.00 | 156,180.00 | 13.23 | 37,584.00 | 41,910.00 | -4,326.00 | 111.5 |
| Supply Chain Datamart Application | 12/1/14 | 11/30/16 | 114,564.00 | 30,000.00 | 0.00 | 30,000.00 | 0.00 | 84,564.00 | 0.00 | 84,564.00 | 0.0 |
| Total (Tanner, Paul) | | | 805,410.00 | 394,000.00 | 68,592.00 | 325,408.00 | 17.41 | 411,410.00 | 56,598.00 | 354,812.00 | 13.7 |

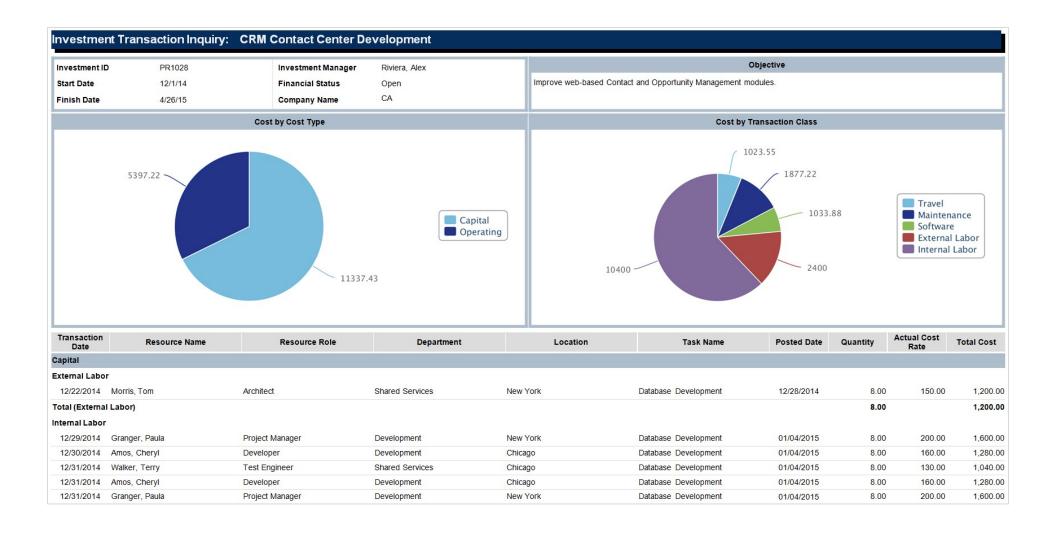
Financial Capitalization Detail

| Transaction Type | 2015-01 | 2015-02 | 2015-03 | 2015-04 | 2015-05 | 2015-06 | 2015-07 | 2015-08 | 2015-09 | 2015-10 | 2015-11 | 2015-12 | Total |
|--------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|---------|---------|---------|---------|---------|-----------|
| 4G Upgrade Readiness | | | | | | | | | | | | | |
| Operating | | | | | | | | | | | | | |
| Planned | 0.00 | 0.00 | 0.00 | 33,480.00 | 65,360.00 | 60,800.00 | 20,320.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 179,960.0 |
| Actual | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.0 |
| Remaining | 0.00 | 0.00 | 0.00 | 33,480.00 | 65,360.00 | 60,800.00 | 20,320.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 179,960.0 |
| Labor | | | | | | | | | | | | | |
| Planned | 0.00 | 0.00 | 0.00 | 33,480.00 | 65,360.00 | 60,800.00 | 20,320.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 179,960.0 |
| Actual | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.0 |
| Remaining | 0.00 | 0.00 | 0.00 | 33,480.00 | 65,360.00 | 60,800.00 | 20,320.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 179,960.0 |
| Altus Online Order Application | | | | | | | | | | | | | |
| Capital | | | | | | | | | | | | | |
| Planned | 20,000.00 | 20,000.00 | 20,000.00 | 20,000.00 | 20,000.00 | 20,000.00 | 20,000.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 140,000.0 |
| Actual | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.0 |
| Remaining | 20,000.00 | 20,000.00 | 20,000.00 | 20,000.00 | 20,000.00 | 20,000.00 | 20,000.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 140,000.0 |
| Labor | | | | | | | | | | | | | |
| Planned | 20,000.00 | 20,000.00 | 20,000.00 | 20,000.00 | 20,000.00 | 20,000.00 | 20,000.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 140,000.0 |
| Actual | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.0 |
| Remaining | 20,000.00 | 20,000.00 | 20,000.00 | 20,000.00 | 20,000.00 | 20,000.00 | 20,000.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 140,000.0 |
| Operating | | | | | | | | | | | | | |
| Planned | 4,107.00 | 11,687.00 | 12,499.00 | 15,842.00 | 9,920.00 | 8,454.00 | 8,483.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 70,992.0 |
| Actual | 5,984.00 | 5,440.00 | 3,264.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 14,688.0 |
| Remaining | -1,877.00 | 6,247.00 | 9,235.00 | 15,842.00 | 9,920.00 | 8,454.00 | 8,483.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 56,304.0 |
| Labor | | | | | | | | | | | | | |
| Planned | 4,107.00 | 11,687.00 | 12,499.00 | 15,842.00 | 9,920.00 | 8,454.00 | 8,483.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 70,992.0 |
| Actual | 5,984.00 | 5,440.00 | 3,264.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 14,688.0 |
| Remaining | -1,877.00 | 6,247.00 | 9,235.00 | 15,842.00 | 9,920.00 | 8,454.00 | 8,483.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 56,304.0 |
| Sauer, Jason | 2,904.00 | 2,640.00 | 1,584.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 7,128.0 |
| Stewart, Diane | 3,080.00 | 2,800.00 | 1,680.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 7,560.0 |
| Total | 5,984.00 | 5,440.00 | 3,264.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 14,688.0 |

Financial Forecast Review by Investment

| Investment | Start Date | Finish Date | Budget | Actual To Date | Budget Remaining | % Spent | Forecast (Calculated) | Forecast Remaining | Budget To Forecast Variance | % of Budget |
|---|------------|-------------|--------------|----------------|---------------------|---------|--------------------------|-----------------------|-----------------------------------|-------------|
| Quinn, Randy | | | | | | | | | | |
| Client Services Datamart | 3/1/15 | 7/13/15 | 218,800.00 | 0.00 | 218,800.00 | 0.00 | 128,560.00 | 128,560.00 | 90,240.00 | 58.7 |
| eCommerce Portal | 12/1/14 | 8/13/15 | 414,200.00 | 125,987.00 | 288,213.00 | 30.42 | 511,031.14 | 385,044.14 | -96,831.14 | 123.3 |
| Global HR Application Maintenance | 2/2/15 | 3/31/15 | 11,776.00 | 0.00 | 11,776.00 | 0.00 | 11,776.00 | 11,776.00 | 0.00 | 100.0 |
| Online Order Performance Improvements | 12/1/14 | 7/13/15 | 236,400.00 | 19,700.00 | 216,700.00 | 8.33 | 132,160.00 | 112,460.00 | 104,240.00 | 55.9 |
| Security Compliance | 1/1/15 | 3/31/15 | 349,200.00 | 126,780.00 | 222,420.00 | 36.31 | 349,010.00 | 222,230.00 | 190.00 | 99.9 |
| Total (Quinn, Randy) | | | 1,230,376.00 | 272,467.00 | 957,909.00 | 22.15 | 1,132,537.14 | 860,070.14 | 97,838.86 | 92.0 |
| Roberts, Beth | | | | | | | | | | |
| 4G Upgrade Readiness | 4/1/15 | 7/14/15 | 179,960.00 | 0.00 | 179,960.00 | 0.00 | 149,960.00 | 149,960.00 | 30,000.00 | 83.3 |
| Automated Security Enhancements | 4/1/15 | 7/16/15 | 294,400.00 | 0.00 | 294,400.00 | 0.00 | 294,400.00 | 294,400.00 | 0.00 | 100.0 |
| CRM Contact Center Development | 12/1/14 | 4/26/15 | 347,600.00 | 223,659.00 | 123,941.00 | 64.34 | 377,558.00 | 153,899.00 | -29,958.00 | 108.6 |
| CRM Enhancements | 12/29/14 | 7/13/15 | 495,100.00 | 256,923.00 | 238,177.00 | 51.89 | 621,266.00 | 364,343.00 | -126,166.00 | 125.4 |
| Mobile Commerce | 5/1/15 | 8/20/15 | 264,400.00 | 0.00 | 264,400.00 | 0.00 | 264,400.00 | 264,400.00 | 0.00 | 100.0 |
| MyLearning Mobile Pilot | 5/1/15 | 11/5/15 | 343,020.00 | 0.00 | 343,020.00 | 0.00 | 343,020.00 | 343,020.00 | 0.00 | 100.0 |
| Office Upgrade | 12/15/14 | 12/14/15 | 625,460.00 | 52,121.00 | 573,339.00 | 8.33 | 468,560.00 | 416,439.00 | 156,900.00 | 74.9 |
| Online Order Entry | 4/1/15 | 10/29/15 | 397,500.00 | 0.00 | 397,500.00 | 0.00 | 372,140.00 | 372,140.00 | 25,360.00 | 93.6 |
| Social Networking Security Upgrade | 2/1/15 | 9/4/15 | 134,040.00 | 19,148.10 | 114,891.90 | 14.29 | 124,040.00 | 104,891.90 | 10,000.00 | 92.5 |
| XPL Translations | 6/2/14 | 11/30/15 | 2,474,260.00 | 71,768.00 | 2,402,492.00 | 2.90 | 2,498,996.00 | 2,427,228.00 | -24,736.00 | 101.0 |
| Total (Roberts, Beth) | | | 5,555,740.00 | 623,619.10 | 4,932,120.90 | 11.22 | 5,514,340.00 | 4,890,720.90 | 41,400.00 | 99.2 |
| Tanner, Paul | | | | | | | | | | |
| Altus Online Order Application | 8/1/14 | 7/31/16 | 210,992.00 | 14,688.80 | 196,303.20 | 6.96 | 162,416.00 | 147,727.20 | 48,576.00 | 76.9 |
| BrightStor Storage Resource Manager for MS Exchange | 10/1/14 | 9/30/16 | 62,270.00 | 3,420.00 | 58,850.00 | 5.49 | 65,650.00 | 62,230.00 | -3,380.00 | 105.4 |
| Regulatory Compliance Service | 10/1/15 | 9/30/16 | 200,000.00 | 0.00 | 200,000.00 | 0.00 | 110,000.00 | 110,000.00 | 90,000.00 | 55.0 |
| Security Infrastructure Service | 11/1/14 | 10/31/16 | 50,000.00 | 2,083.00 | 47,917.00 | 4.17 | 20,000.00 | 17,917.00 | 30,000.00 | 40.0 |
| Supply Chain Datamart Application | 12/1/15 | 11/30/16 | 114,564.00 | 0.00 | 114,564.00 | 0.00 | 88,180.00 | 88,180.00 | 26,384.00 | 76.9 |
| Total (Tanner, Paul) | | | 637,826.00 | 20,191.80 | 617,634.20 | 3.17 | 446,246.00 | 426,054.20 | 191,580.00 | 69.9 |
| Grand Total | | | 7,423,942.00 | 916,277.90 | 6,507,664.10 | 12.34 | 7,093,123,14 | 6,176,845.24 | 330,818.86 | 95.5 |

Investment Transaction Inquiry



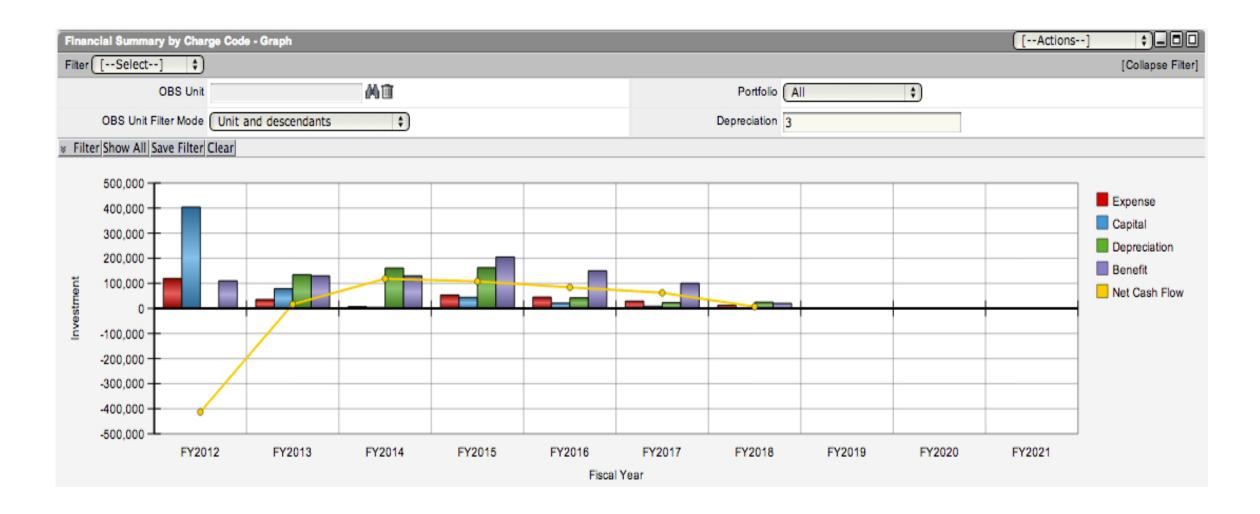
Financial Budget vs. Forecast by Period

| Cost Type / Transaction Class | Total | 2015-01 | 2015-02 | 2015-03 | 2015-04 | 2015-05 | 2015-06 | 2015-07 | 2015-08 | 2015-09 | 2015-10 | 2015-11 | 2015-12 |
|-------------------------------|-----------|---------|---------|---------|---------|---------|---------|---------|---------|-----------|-----------|-----------|-----------|
| Capital | | | | | | | | | | | | | |
| External Labor | | | | | | | | | | | | | |
| Budget | 1,215,139 | 3,644 | 20,800 | 19,245 | 17,990 | 21,340 | 13,200 | 20,800 | 40,000 | 151,960 | 194,320 | 296,520 | 415,32 |
| Forecast | 1,190,339 | 3,644 | 20,800 | 19,245 | 17,990 | 21,340 | 1,200 | 15,300 | 32,700 | 151,960 | 194,320 | 296,520 | 415,320 |
| Variance | 24,800 | 0 | 0 | 0 | 0 | 0 | 12,000 | 5,500 | 7,300 | 0 | 0 | 0 | |
| Internal Labor | | | | | | | | | | | | | |
| Budget | 2,932,000 | 201,099 | 188,302 | 168,260 | 172,448 | 197,771 | 157,200 | 105,920 | 154,000 | 444,680 | 297,800 | 467,080 | 377,440 |
| Forecast | 2,933,787 | 201,099 | 188,302 | 199,260 | 196,435 | 197,771 | 155,200 | 82,300 | 126,420 | 444,680 | 297,800 | 467,080 | 377,440 |
| Variance | -1,787 | 0 | 0 | -31,000 | -23,987 | 0 | 2,000 | 23,620 | 27,580 | 0 | 0 | 0 | (|
| Budget | 4,147,139 | 204,743 | 209,102 | 187,505 | 190,438 | 219,111 | 170,400 | 126,720 | 194,000 | 596,640 | 492,120 | 763,600 | 792,76 |
| Forecast | 4,124,126 | 204,743 | 209,102 | 218,505 | 214,425 | 219,111 | 156,400 | 97,600 | 159,120 | 596,640 | 492,120 | 763,600 | 792,76 |
| Variance | 23,013 | 0 | 0 | -31,000 | -23,987 | 0 | 14,000 | 29,120 | 34,880 | 0 | 0 | 0 | |
| perating | | | | | | | | | | | | | |
| External Labor | | | | | | | | | | | | | |
| Budget | 326,280 | 1,940 | 9,022 | 8,753 | 6,465 | 11,180 | 2,400 | 12,800 | 0 | 13,600 | 65,600 | 112,600 | 81,92 |
| Forecast | 351,096 | 1,940 | 9,022 | 8,753 | 6,465 | 11,180 | 14,400 | 19,216 | 6,400 | 13,600 | 65,600 | 112,600 | 81,92 |
| Variance | -24,816 | 0 | 0 | 0 | 0 | 0 | -12,000 | -6,416 | -6,400 | 0 | 0 | 0 | |
| Internal Labor | | | | | | | | | | | | | |
| Budget | 2,743,611 | 156,720 | 110,833 | 98,431 | 106,500 | 77,927 | 31,200 | 134,400 | 94,480 | 471,660 | 586,220 | 482,480 | 392,760 |
| Forecast | 2,646,302 | 156,720 | 110,833 | 98,431 | 106,500 | 77,927 | 62,400 | 75,291 | 25,080 | 471,660 | 586,220 | 482,480 | 392,76 |
| Variance | 97,309 | 0 | 0 | 0 | 0 | 0 | -31,200 | 59,109 | 69,400 | 0 | 0 | 0 | |
| Budget | 2,482,120 | 158,660 | 119,855 | 107,184 | 112,965 | 89,107 | 33,600 | 147,200 | 94,480 | 485,260 | 651,820 | 595,080 | 474,68 |
| Forecast | 2,409,627 | 158,660 | 119,855 | 107,184 | 112,965 | 89,107 | 76,800 | 94,507 | 31,480 | 485,260 | 651,820 | 595,080 | 474,680 |
| Variance | 72,493 | 0 | 0 | 0 | 0 | 0 | -43,200 | 52,693 | 63,000 | 0 | 0 | 0 | |
| Grand Total | | | | | | | | | | | | | |
| Budget | 7,217,030 | 363,403 | 328,957 | 294,689 | 303,403 | 308,218 | 204,000 | 273,920 | 288,480 | 1,081,900 | 1,143,940 | 1,358,680 | 1,267,44 |
| Forecast | 7,121,524 | 363,403 | 328.957 | 325,689 | 327,390 | 308,218 | 233,200 | 192,107 | 190,600 | 1,081,900 | 1,143,940 | 1,358,680 | 1,267,440 |
| Variance | 95,506 | 0 | 0 | -31,000 | -23,987 | 0 | -29,200 | 81,813 | 97,880 | 0 | 0 | 0 | (|

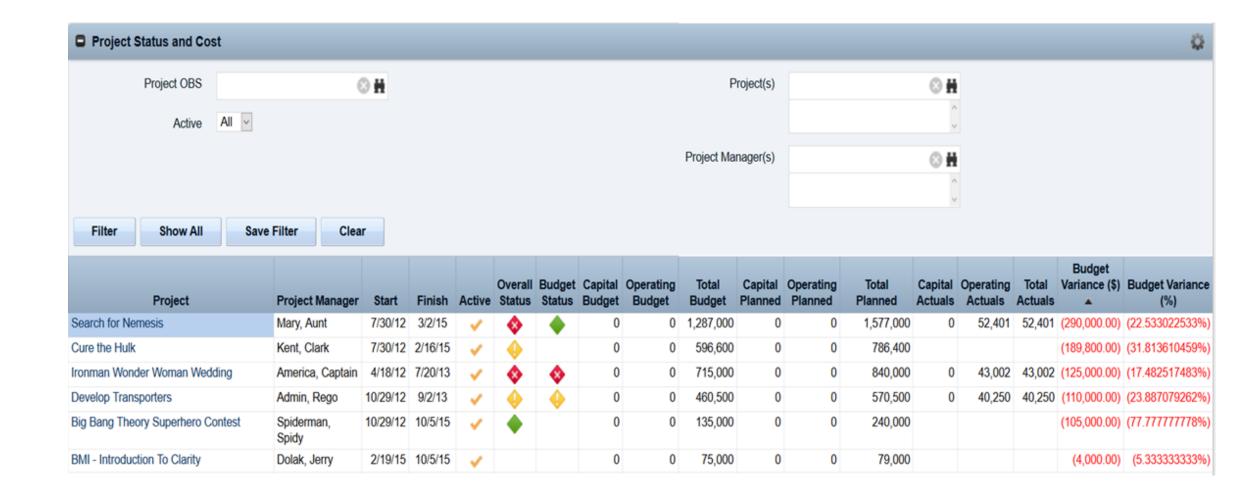
Financial Summary by Charge Code



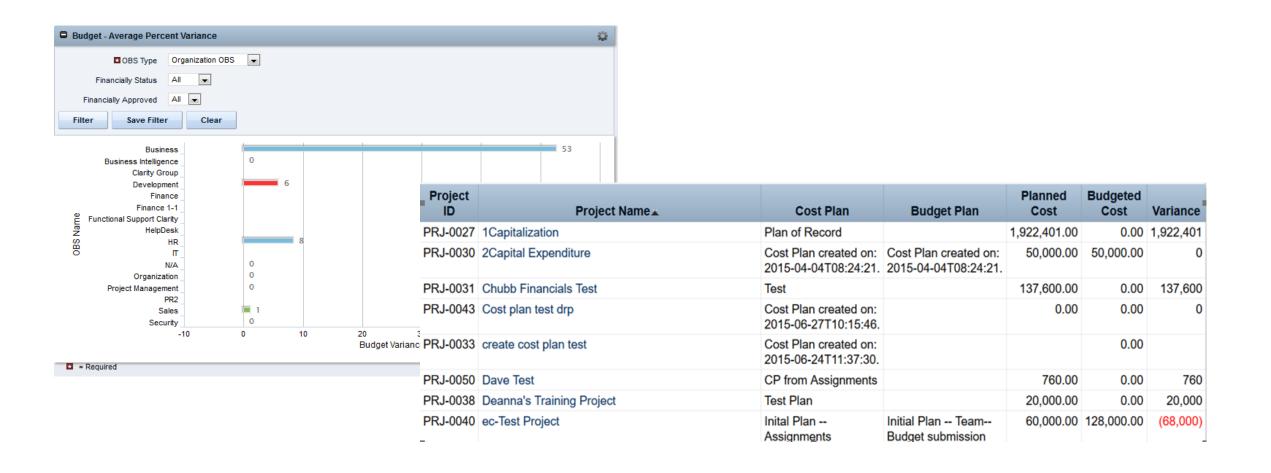
Costs by Transaction Class



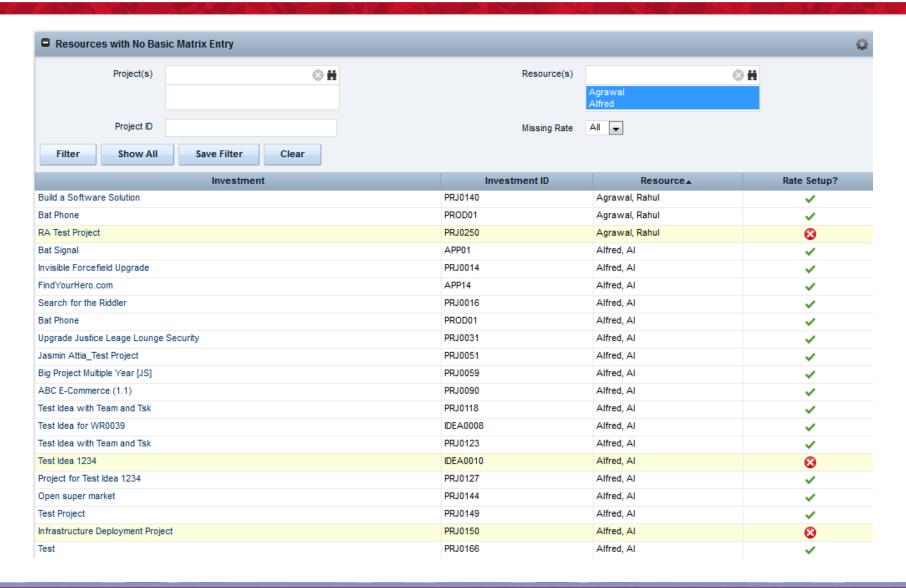
Project Financial Health



Budget Variance With Drill

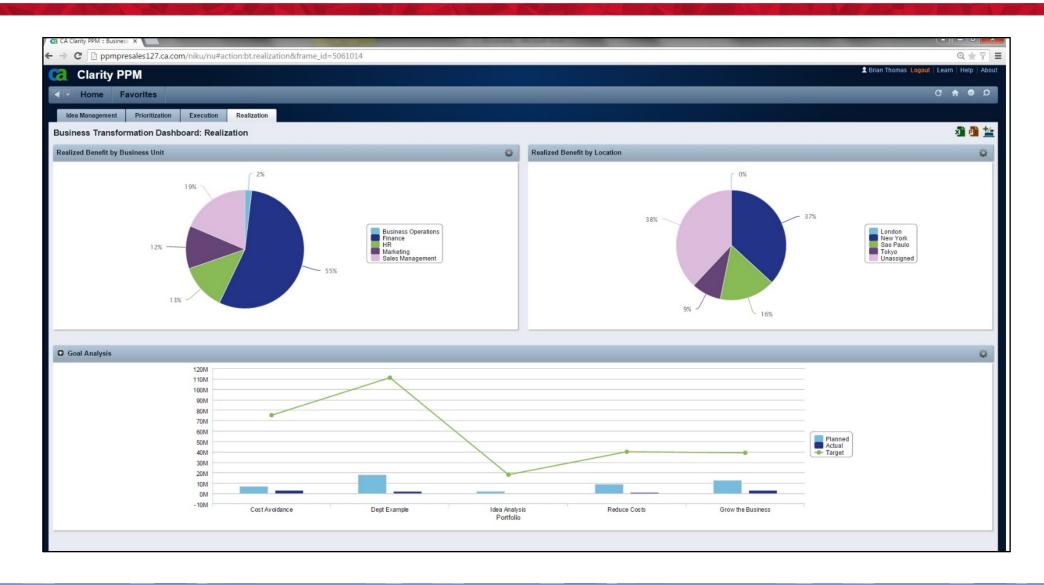


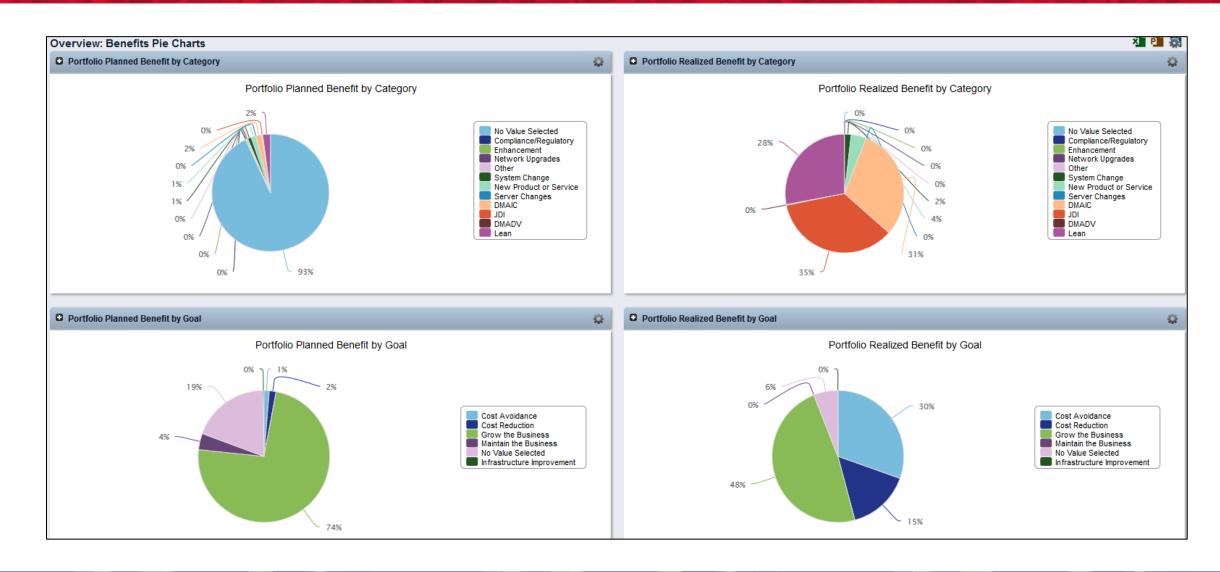
Resources Without Rate Matrix Entry

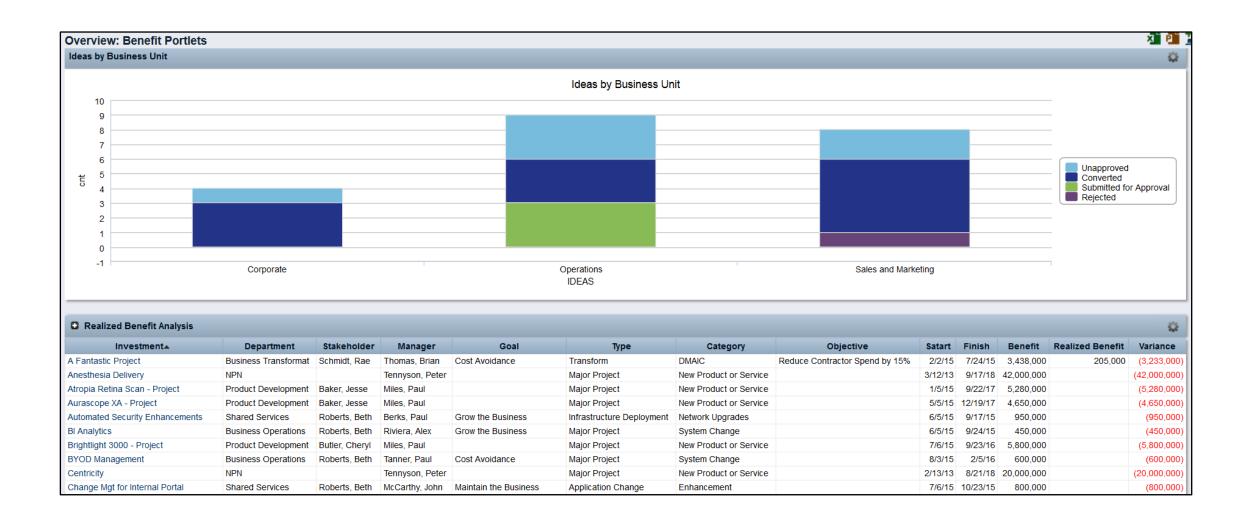


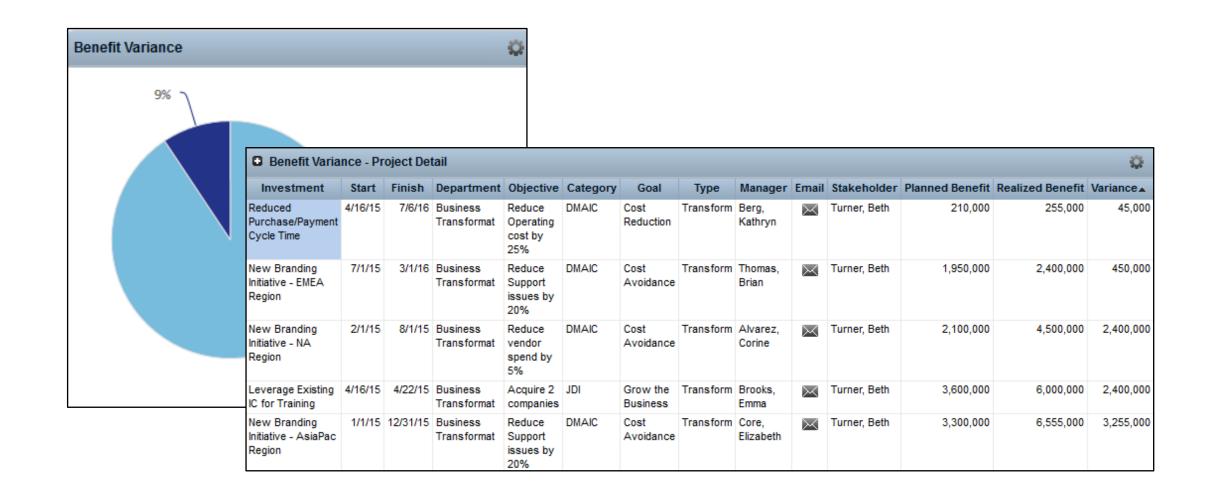
Planned Benefits by Project Status

| Planned Revenue | | | | | Q |
|--------------------|-------|-----------|-----------|------------|-------------------------|
| Project Manager | Count | Critical | At Risk | On Track | Total |
| Granger, Paula | 1 | | | 1,120,000 | 1,120,000 |
| Martin, Paul | 2 | | 1,620,000 | 500,000 | 2,120,000 |
| McCarthy, John | 2 | 450,000 | | 600,000 | 1,050,000 |
| Reed, Henry | 2 | | | 3,412,000 | 3,412,000 |
| Riviera, Alex | 3 | | | 2,300,000 | 2,300,000 |
| Sutherland, Joy | 3 | | | 2,790,000 | 2,790,000 |
| Tanner, Paul | 4 | | 500,000 | 2,050,000 | 2,550,000 |
| Berks, Paul | 3 | | | 6,620,000 | 6,620,000 |
| Paxton, Robyn | 4 | | 300,000 | 2,403,000 | 2,703,000 |
| Thomas, Brian | 1 | | 4,500,000 | | 4,500,000 |
| Alvarez, Corine | 1 | 2,100,000 | | | 2,100,000 |
| Beck, Jackson | 1 | | | 4,500,000 | 4,500,000 |
| Brooks, Emma | 1 | | | 1,200,000 | 1,200,000 |
| DeCeglia, ∀irginia | 1 | | | 600,000 | 600,000 |
| Total | 29 | 2,550,000 | 6,920,000 | 28,095,000 | 37,565,000 |
| | | | | | Displaying 1 - 14 of 14 |

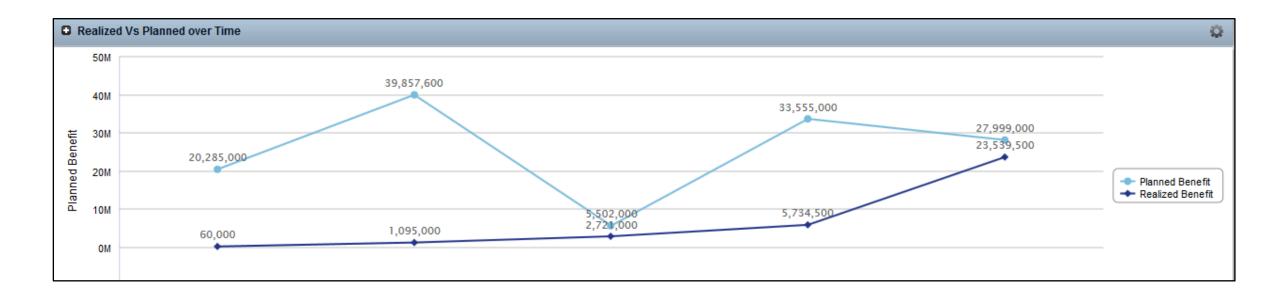








| Project Name | Status | Work Status | Alignment | Risk | Planned Benefit | Actual Benefit | Variance | % Variance |
|-------------------------------|------------|-------------|-----------|------|-----------------|----------------|----------------|------------|
| Improve Business Outcomes | | | | | | | | |
| A Fantastic Initiative | Unapproved | Requested | • | • | 3,920,000.00 | 170,000.00 | 3,750,000.00 | 4.3 |
| A Process Improvement Project | Unapproved | Requested | • | • | 3,050,000.00 | 2,150,000.00 | 900,000.00 | 70. |
| Business Unit C Initiative | Approved | Requested | • | • | 50,000,000.00 | 10,000,000.00 | 40,000,000.00 | 20. |
| Business Unit D Initiative | Approved | Requested | • | • | 3,675,000.00 | 2,000,000.00 | 1,675,000.00 | 54. |
| Department B Initiative | Approved | Requested | • | • | 5,280,000.00 | 3,500,000.00 | 1,780,000.00 | 66. |
| Department D Initiative | Approved | Requested | • | • | 74,400,000.00 | 102,000,000.00 | -27,600,000.00 | 137. |
| OOM Process Change | Unapproved | Requested | 4 | • | 3,050,000.00 | 4,607,000.00 | -1,557,000.00 | 151. |
| Mobile App Enhancement | Approved | Requested | • | • | 1,825,000.00 | 6,000,000.00 | -4,175,000.00 | 328. |
| Project XYZ | Approved | Requested | • | • | 1,330,000.00 | 2,350,000.00 | -1,020,000.00 | 176. |
| Reorganize File Cabinets | Unapproved | Requested | • | • | 3,050,000.00 | 2,608,000.00 | 442,000.00 | 85. |
| Total | | | | | 149,580,000.00 | 135,385,000.00 | 14,195,000.00 | 90. |
| CEO Goal | | | | | | | | |
| BRAVO Initiative | Approved | Active | • | | 51,100,000.00 | 0.00 | 51,100,000.00 | 0. |
| Department A Initiative | Unapproved | Active | • | • | 42,000,000.00 | 0.00 | 42,000,000.00 | 0. |
| RIS Initiative | Unapproved | Requested | • | • | 264,570,000.00 | 0.00 | 264,570,000.00 | 0. |
| Process Enhancement | Approved | Requested | • | • | 3,300,000.00 | 0.00 | 3,300,000.00 | 0. |
| Total | | | | | 360,970,000.00 | 0.00 | 360,970,000.00 | 0. |
| Cost Avoidance and Reduction | | | | 144 | | | | |
| A Brilliant Project | Unapproved | Requested | • | • | 0.00 | 0.00 | 0.00 | 0. |
| A New Initiative | Unapproved | Requested | • | • | 0.00 | 0.00 | 0.00 | 0. |
| Order Approval Process | Approved | Requested | • | • | 1,750,000.00 | 0.00 | 1,750,000.00 | 0. |
| RQS Enhancement | Approved | Requested | • | 4 | 1,950,000.00 | 0.00 | 1,950,000.00 | 0. |
| Time Approval Process | Approved | Requested | • | • | 2,200,000.00 | 0.00 | 2,200,000.00 | 0. |
| Workstation Consolidation | Approved | Requested | • | • | 1,230,000.00 | 0.00 | 1,230,000.00 | 0. |
| MPG Enhancement | Approved | Requested | • | • | 3,900,000.00 | 0.00 | 3,900,000.00 | 0. |
| otal | | | | | 11,030,000.00 | 0.00 | 11,030,000.00 | 0. |



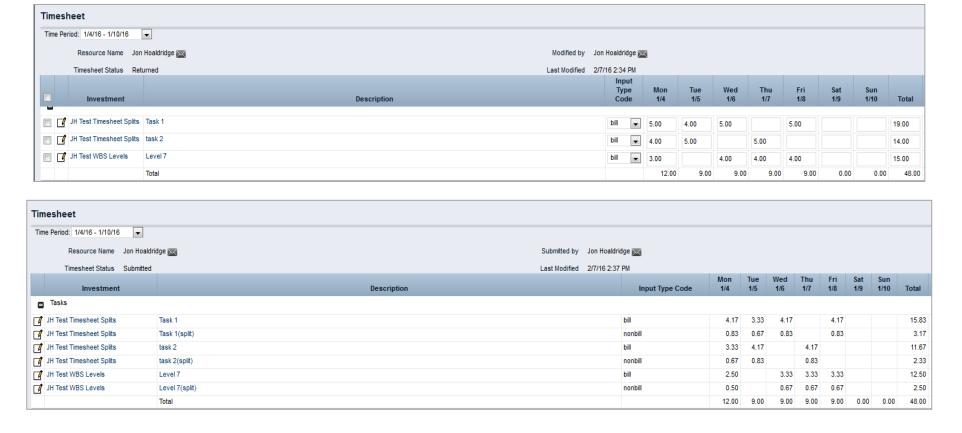
Cost/Benefit Excel Upload

| Benefit Plan Name | Benefit Plan ID | Description | Benefit Class | Benefit Subclass | 2013 | 2014 | 2015 | 2016 |
|--------------------------|------------------------|-------------|----------------------|-------------------------|------|------|------|------|
| Benefit Plan 1 | | Line Item 1 | Increase Revenue | Headcount | 10 | 20 | 30 | 40 |
| Benefit Plan 1 | | Line Item 2 | Reduce Cost | Infrastructure | 15 | 25 | 35 | 45 |

| | | | | | | < | | | | A | mounts | By Period | i | | | | D |
|------------------------|--------------------|------------|-------------|---------------|--------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| | Resource Role | Cost Total | Actual Cost | Cost Variance | | 2015-01 | 2015-02 | 2015-03 | 2015-04 | 2015-05 | 2015-06 | 2015-07 | 2015-08 | 2015-09 | 2015-10 | 2015-11 | 2015-12 |
| | Champion | 58,576.00 | | 58,576.00 | Cost Actual Cost Cost Variance | 2,464 2,464 | 2,240 2,240 | 2,464 2,464 | 2,464 2,464 | 2,352 2,352 | 2,464 2,464 | 2,576 2,576 | 2,352 2,352 | 2,464 2,464 | 2,464 2,464 | 2,352 2,352 | 2,576 2,576 |
| | Coach | 58,576.00 | | 58,576.00 | Cost Actual Cost Cost Variance | 2,464 | 2,240 2,240 | 2,464 2,464 | 2,464 2,464 | 2,352 2,352 | 2,464 2,464 | 2,576 2,576 | 2,352 2,352 | 2,464 2,464 | 2,464 2,464 | 2,352 2,352 | 2,576 2,576 |
| | Finance | 58,576.00 | | 58,576.00 | Cost Actual Cost Cost Variance | 2,464 2,464 | 2,240 2,240 | 2,464 2,464 | 2,464 2,464 | 2,352 2,352 | 2,464 2,464 | 2,576 2,576 | 2,352 2,352 | 2,464 2,464 | 2,464 2,464 | 2,352 2,352 | 2,576 2,576 |
| | Program Manager | 58,576.00 | | 58,576.00 | Cost Actual Cost Cost Variance | 2,464 2,464 | 2,240 2,240 | 2,464 2,464 | 2,464 2,464 | 2,352 2,352 | 2,464 2,464 | 2,576 2,576 | 2,352 2,352 | 2,464 2,464 | 2,464 2,464 | 2,352 2,352 | 2,576 2,576 |
| | Project Manager BT | 175,728.00 | | 175,728.00 | Cost Actual Cost Cost Variance | 7,392 7,392 | 6,720 6,720 | 7,392 7,392 | 7,392 7,392 | 7,056 7,056 | 7,392 7,392 | 7,728 7,728 | 7,056 7,056 | 7,392 7,392 | 7,392 7,392 | 7,056 7,056 | 7,728 7,728 |
| | SME | 175,728.00 | | 175,728.00 | Cost Actual Cost Cost Variance | 7,392 7,392 | 6,720 6,720 | 7,392 7,392 | 7,392 7,392 | 7,056 7,056 | 7,392 7,392 | 7,728 7,728 | 7,056 7,056 | 7,392 7,392 | 7,392 7,392 | 7,056 7,056 | 7,728 7,728 |
| | Team Lead | 117,152.00 | | 117,152.00 | Cost Actual Cost Cost Variance | 4,928 4,928 | 4,480 4,480 | 4,928 4,928 | 4,928 4,928 | 4,704 4,704 | 4,928 4,928 | 5,152 5,152 | 4,704 4,704 | 4,928 4,928 | 4,928 4,928 | 4,704 4,704 | 5,152 5,152 |
| Cost Actual Cost | | 702,912.00 | | | | 29,568 | 26,880 | 29,568 | 29,568 | 28,224 | 29,568 | 30,912 | 28,224 | 29,568 | 29,568 | 28,224 | 30,912 |
| Cost Variance | | | | 702,912.00 | | 29,568 | 26,880 | 29,568 | 29,568 | 28,224 | 29,568 | 30,912 | 28,224 | 29,568 | 29,568 | 28,224 | 30,912 |

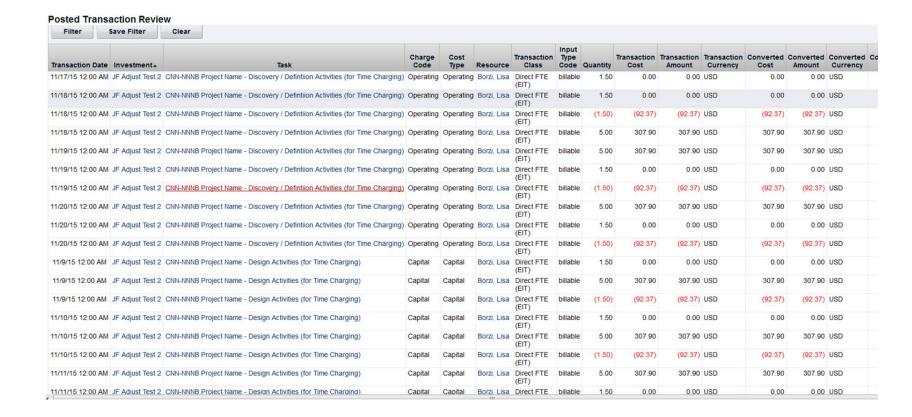
Timesheet Smoothing

• Split Timesheet rows to billable and non-billable input type codes – so only the standard weekly hours (40) are billable



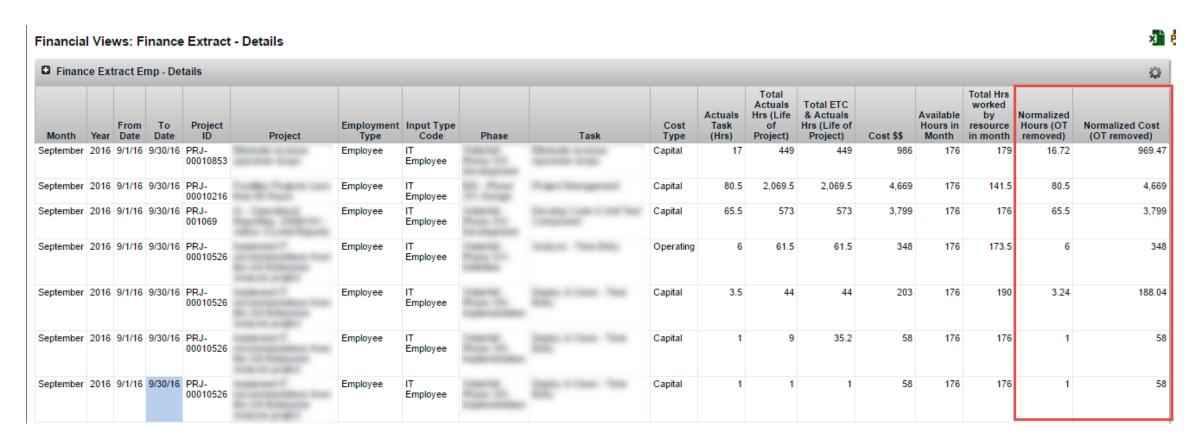
Timesheet WIP Adjustments

 Create WIP adjustments so only the standard weekly hours (40) have costs



Timesheet Smoothing – Portlet View for Finance

 Create a portlet that does not adjust the CA PPM financials, but displays normalized hours for finance



Implementation Best Practices

- Keep Things as Simple as Possible
- Spend Time on the Full Architecture Now and Future
- CA PPM is Not the Company Financial System of Record it is a Management System
 - CA PPM may never match general ledger 100%
- Start With Required Outputs and Work Backward
- Involve the Finance Team
- Integrate to Avoid Duplicate Entry





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- Enter **Description**
- Enter Date Started
- Enter Date Completed
- Provide Contact Person Name of Person to Contact
- Provide Contact E-Mail E-Mail of Person to Contact
- Enter Number of PDU's Claimed (1 PDU per course hour)
- Click on the I agree this claim is accurate box
- Click Submit button



Let us know how we can improve!

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