Introductions

- Take 5 Minutes

- Turn to a Person Near You

- Introduce Yourself

Agenda

- Differences Between NPD and IT

- NPD Typical Components

- NPD and…
    - Idea Management
    - Work Prioritization
    - Project Execution
    - Benefits Realization

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Premise of This Class

NPD ≠ IT

Typical Differences We See (NPD and IT)

1. Rarely Time Tracking in NPD

2. Most Robust Stage Gating in NPD

3. More Reliance on Financials – Cost, Budget, and Benefit

4. Projects Span Longer Time Periods – Years vs. Months

5. Project teams are much larger and more fluid in NPD

What Do You See As Differences Between IT and NPD Use of CA PPM?

Mingling IT and NPD - Survey
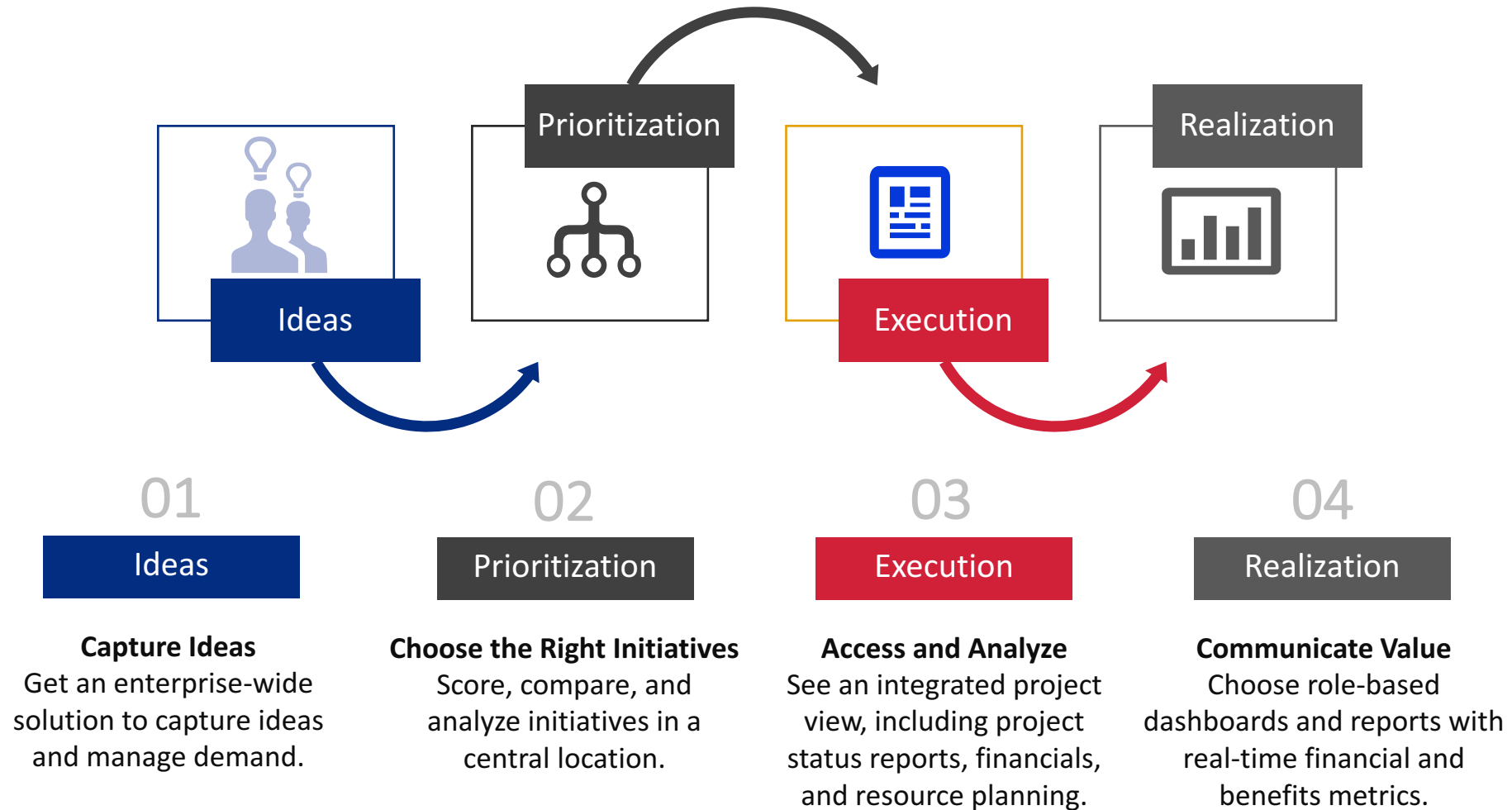
1. No IT – Just NPD

2. IT and NPD in Separate Instances
   - Pros?
   - Cons?

3. IT and NPD in Same Instance. Partitions?
   - Pros?
   - Cons?

How Has NPD and IT been implemented at your organization?

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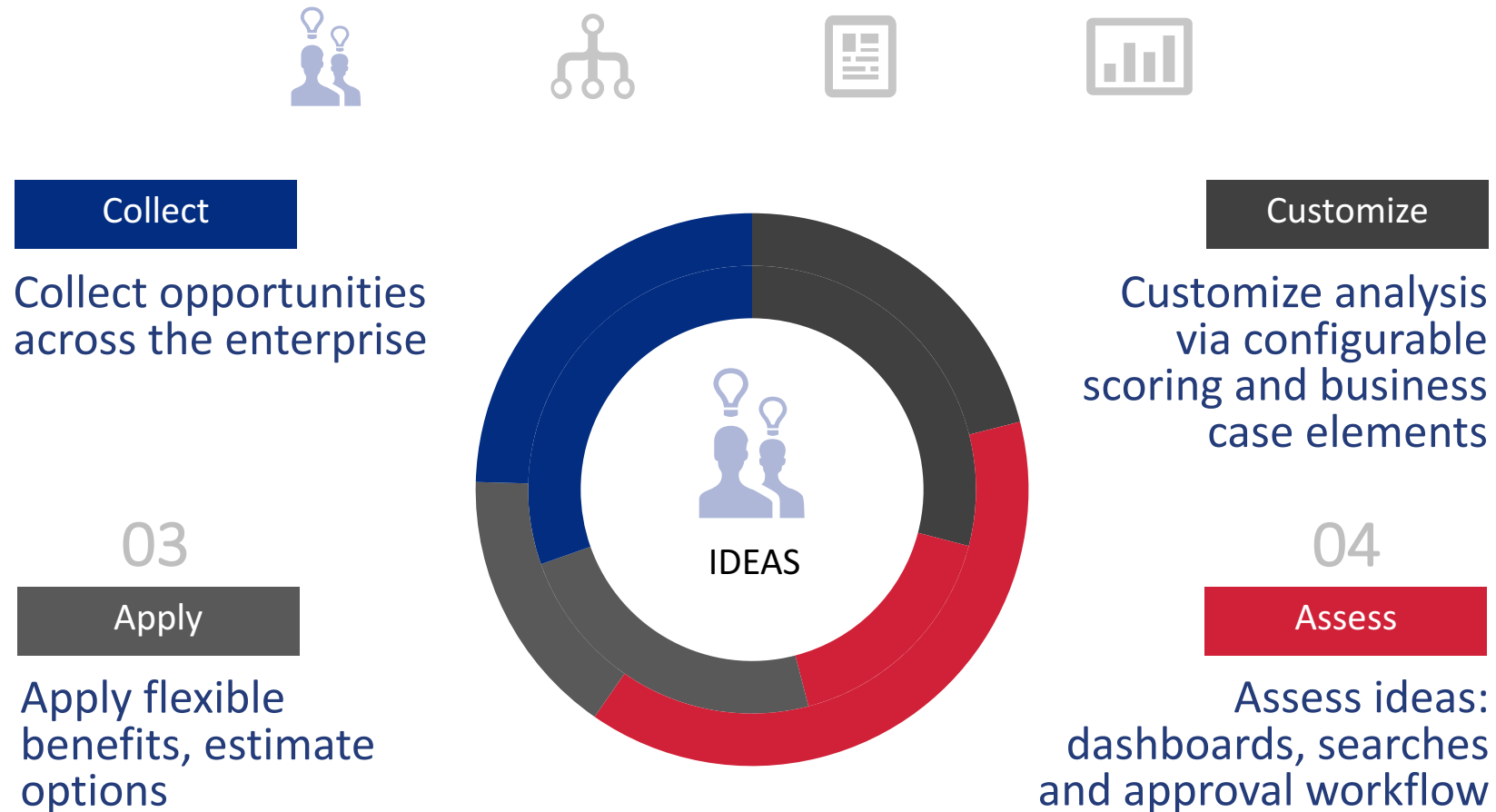
NPD Typical Components

01

Ideas

Capture Ideas
Get an enterprise-wide solution to capture ideas and manage demand.

02

Prioritization

Choose the Right Initiatives
Score, compare, and analyze initiatives in a central location.

03

Execution

Access and Analyze
See an integrated project view, including project status reports, financials, and resource planning.

04

Realization

Communicate Value
Choose role-based dashboards and reports with real-time financial and benefits metrics.

What is your biggest struggle with NPD and CA PPM?

Idea Management

Capture the Possible

Collect

Collect opportunities across the enterprise

Customize

Customize analysis via configurable scoring and business case elements

03

Apply

Apply flexible benefits, estimate options

IDEAS

04

Assess

Assess ideas: dashboards, searches and approval workflow

Idea Management
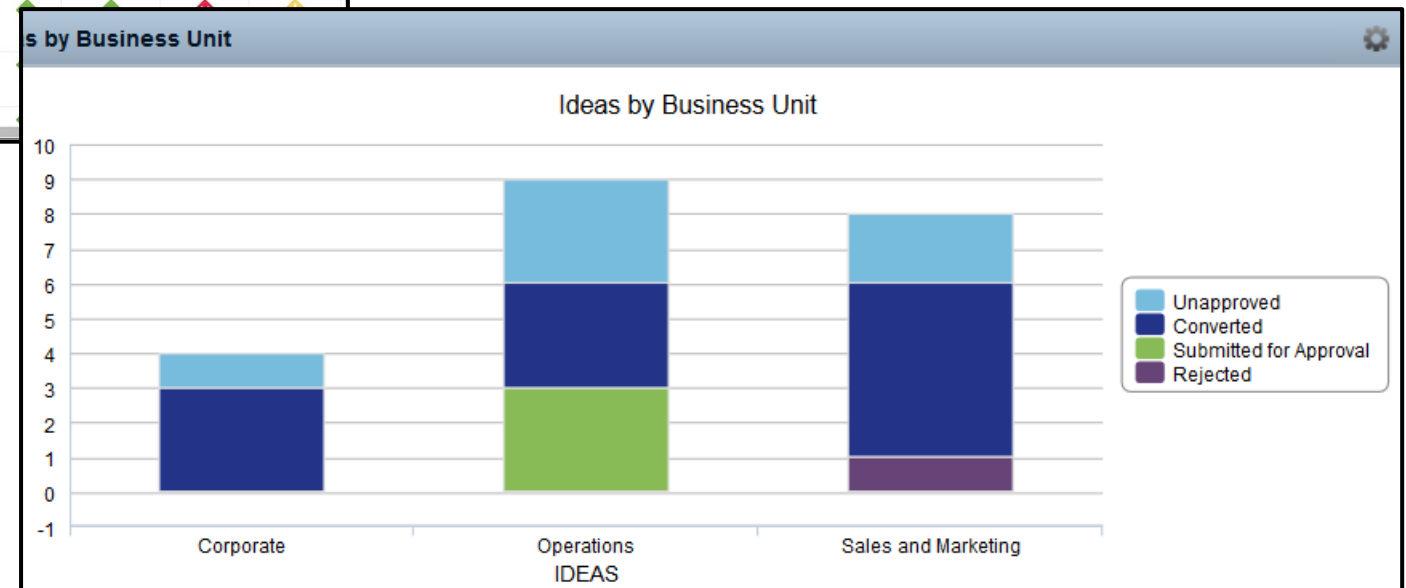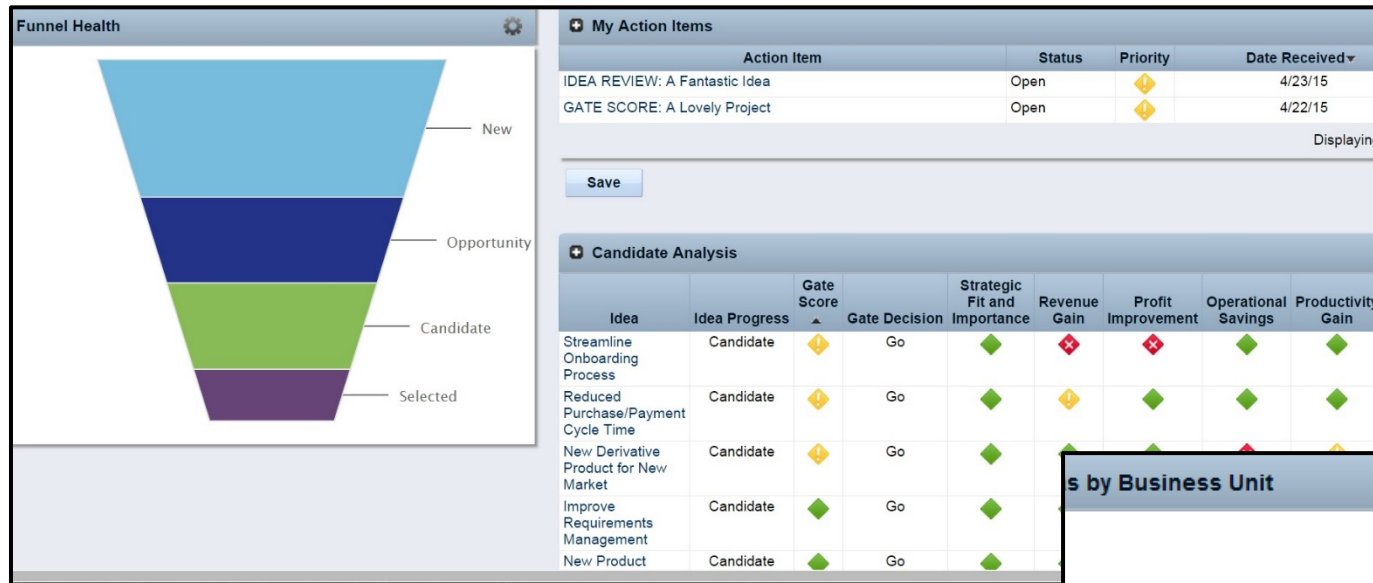
Cost/Benefit Upload

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

	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	2,464	2,240	2,464	2,464	2,352	2,464	2,576	2,352	2,464	2,464	2,352	2,576
					Actual Cost												
					Cost Variance	2,464	2,240	2,464	2,464	2,352	2,464	2,576	2,352	2,464	2,464	2,352	2,576
☐	Coach	58,576.00		58,576.00	Cost	2,464	2,240	2,464	2,464	2,352	2,464	2,576	2,352	2,464	2,464	2,352	2,576
					Actual Cost												
					Cost Variance		2,240	2,464	2,464	2,352	2,464	2,576	2,352	2,464	2,464	2,352	2,576
☐	Finance	58,576.00		58,576.00	Cost	2,464	2,240	2,464	2,464	2,352	2,464	2,576	2,352	2,464	2,464	2,352	2,576
					Actual Cost												
					Cost Variance	2,464	2,240	2,464	2,464	2,352	2,464	2,576	2,352	2,464	2,464	2,352	2,576
☐	Program Manager	58,576.00		58,576.00	Cost	2,464	2,240	2,464	2,464	2,352	2,464	2,576	2,352	2,464	2,464	2,352	2,576
					Actual Cost												
					Cost Variance	2,464	2,240	2,464	2,464	2,352	2,464	2,576	2,352	2,464	2,464	2,352	2,576
☐	Project Manager BT	175,728.00		175,728.00	Cost	7,392	6,720	7,392	7,392	7,056	7,392	7,728	7,056	7,392	7,392	7,056	7,728
					Actual Cost												
					Cost Variance	7,392	6,720	7,392	7,392	7,056	7,392	7,728	7,056	7,392	7,392	7,056	7,728
☐	SME	175,728.00		175,728.00	Cost	7,392	6,720	7,392	7,392	7,056	7,392	7,728	7,056	7,392	7,392	7,056	7,728
					Actual Cost												
					Cost Variance	7,392	6,720	7,392	7,392	7,056	7,392	7,728	7,056	7,392	7,392	7,056	7,728
☐	Team Lead	117,152.00		117,152.00	Cost	4,928	4,480	4,928	4,928	4,704	4,928	5,152	4,704	4,928	4,928	4,704	5,152
					Actual Cost												
					Cost Variance	4,928	4,480	4,928	4,928	4,704	4,928	5,152	4,704	4,928	4,928	4,704	5,152
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
Actual Cost																	
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

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NPD and Demand Management

1. Work intake and cost and benefit Elaboration – how robust do you need to get within CA PPM?

2. Resource planning – by role? Named resource? By "Group"?

3. Capture Demand in CA PPM?

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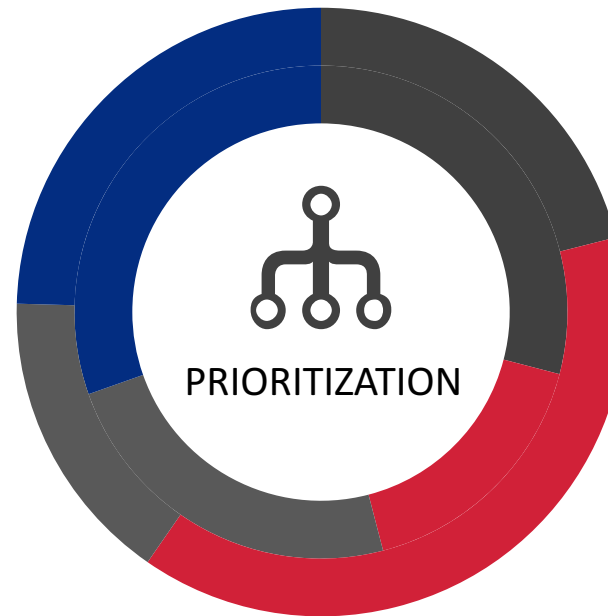
Prioritization

Accelerate Deployment and Speed Realization

Weigh

Weigh opportunity options to meet executive objectives

Balance

Balance investment mix to corporate targets

PRIORITIZATION

Model

Model "what if" scenarios for potential and inflight change initiatives

Automate

Automate annual planning and approvals

Prioritization

NPD and Portfolio Management

1. Do you leverage OOTB Portfolios?

2. How do you rank Investments? How do you Determine What to Do?

3. Do you prioritize annually? Quarterly? Monthly?

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Execution

Accelerate Deployment and Speed Realization

Task/Milestone

Standard WBS or Key milestone tracking

Monitor

Monitor status and forecasts with dashboards

EXECUTION

Stage Gates

Robust Tracking of Stage Gate approvals with data snapshots

Resources

Manage Resources as part of project delivery
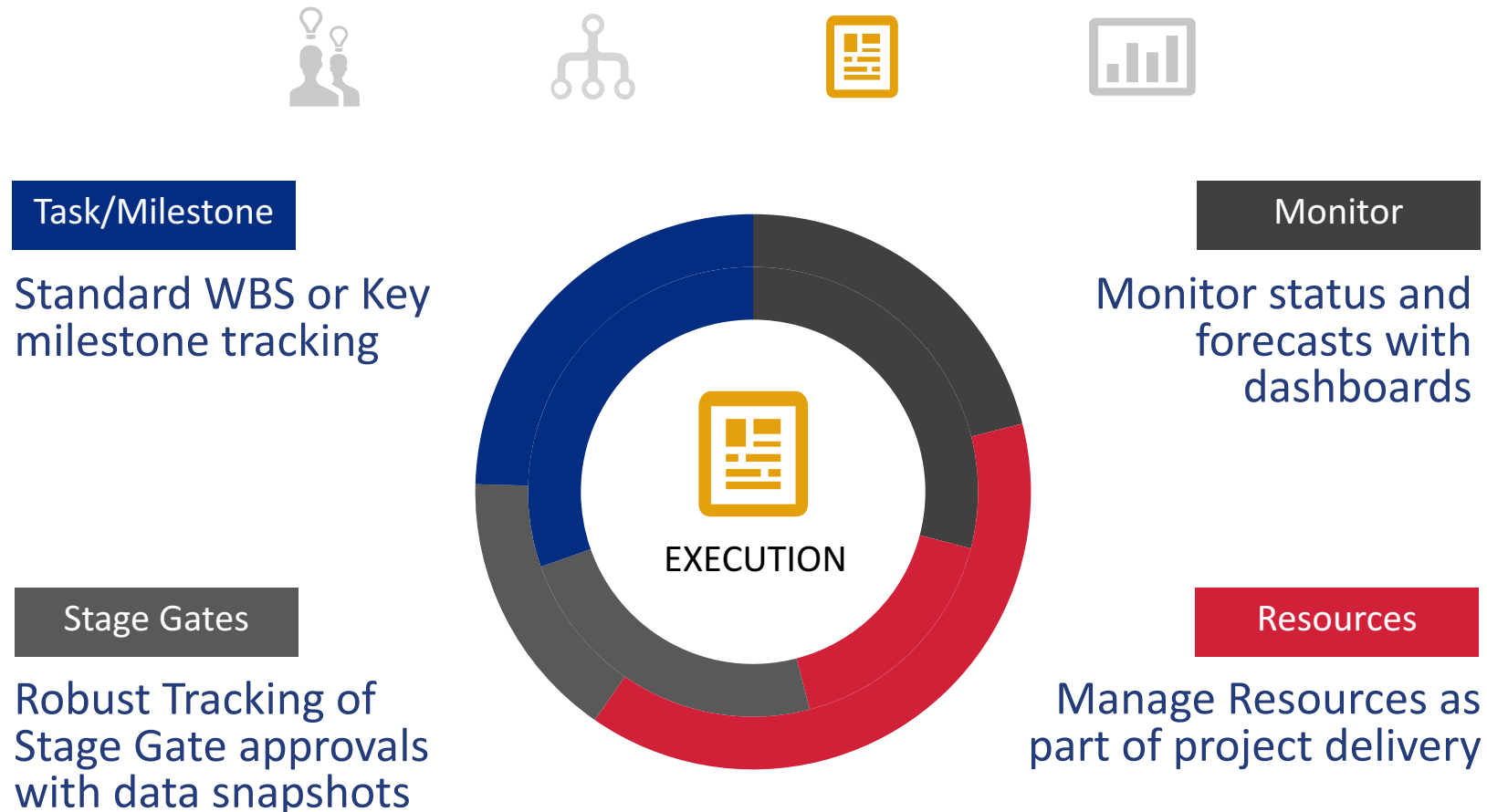
Task/Milestone - Launch Calendar

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Execution – Status Reporting
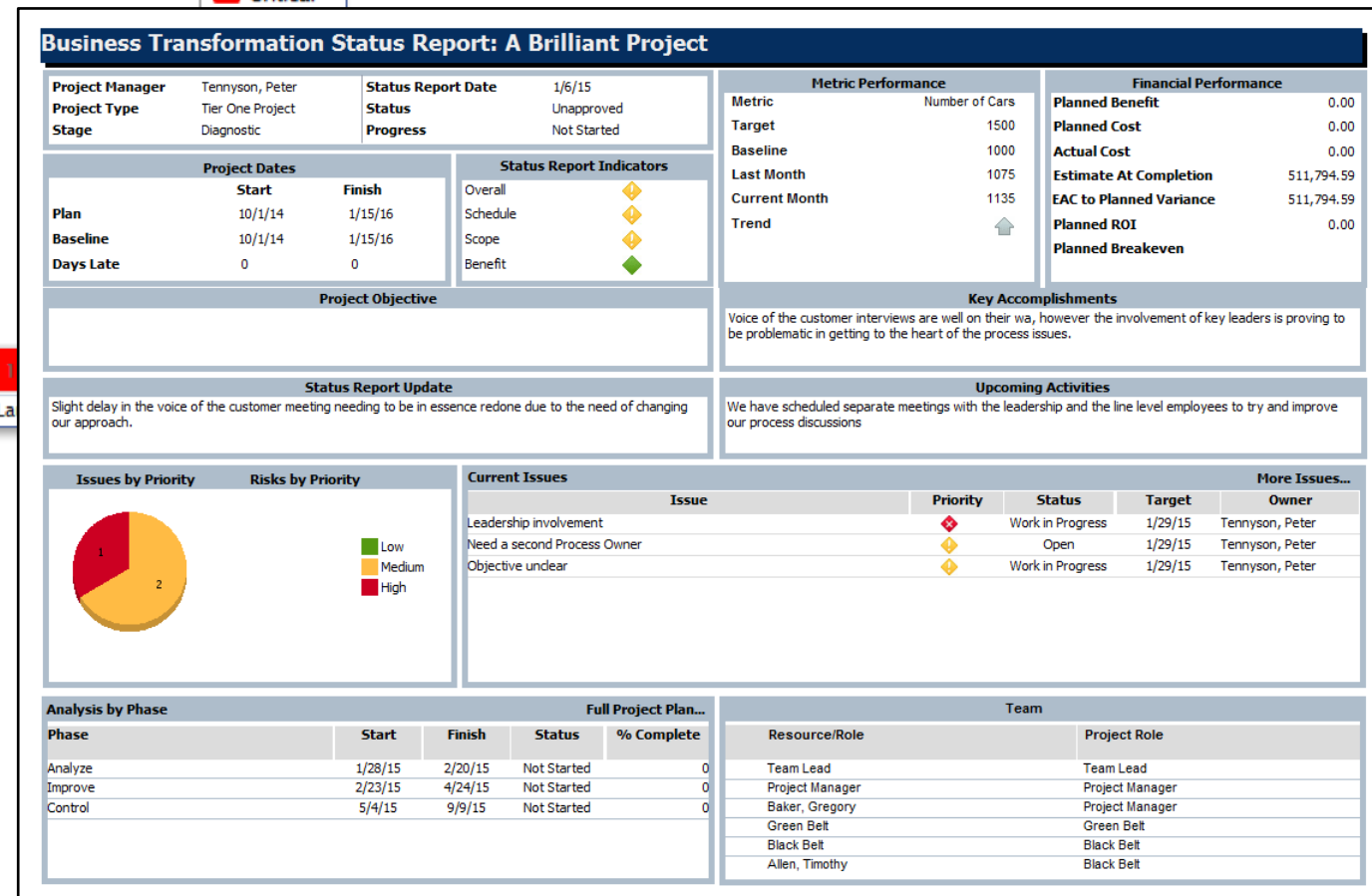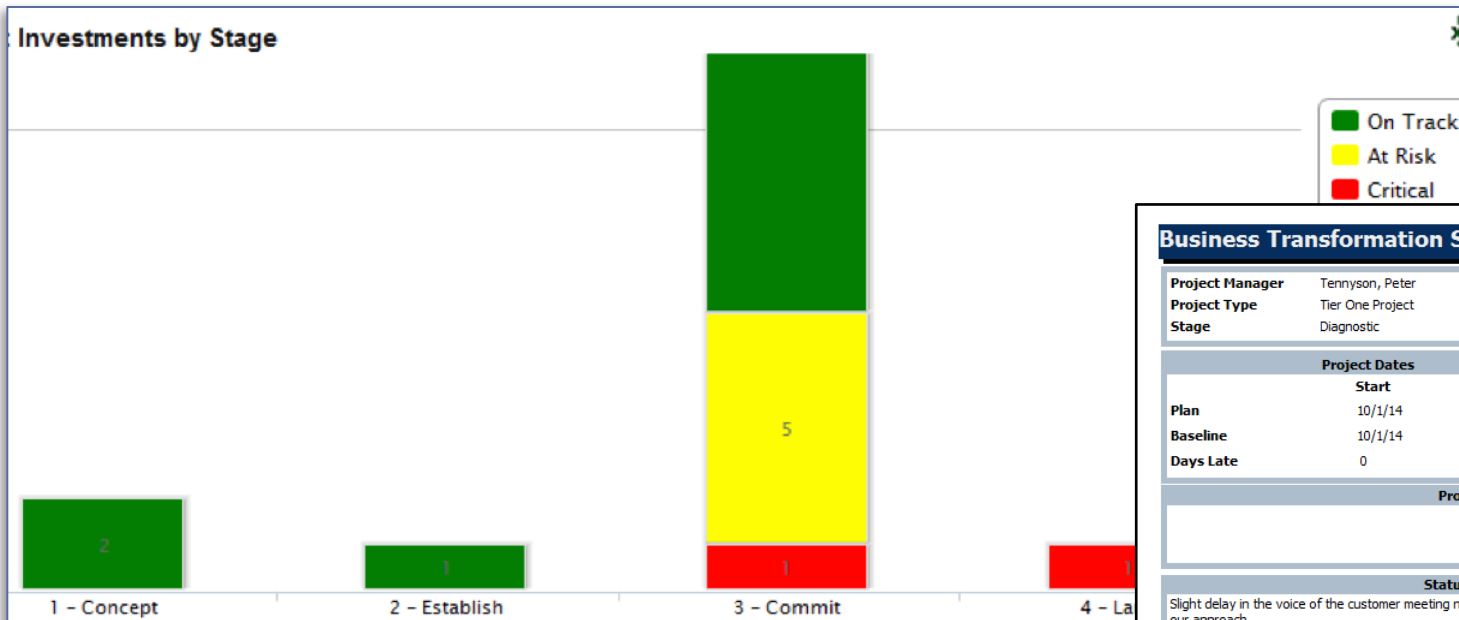
Execution – Stage Gating & Snapshots

Product Views: Pipeline

Pipeline Portlet ▼

Investment	Concept Gate Milestone		Establish Gate Milestone		Commit Gate Milestone		Dev Complete Milestone		Sell Milestone		Ship Milestone		Launch Gate Milestone	
Add Full GS1 Databar Support	X	⊗	X	⊗	X	⊗	X	⊗	X	⊗	X	⊗	X	⊗
Adobe Creative Suite	X	⊗	X	⊗	X	⊗	X	⊗	X	⊗	X	⊗	X	⊗
Afaria - Japan	X	⊗	X	⊗	X	⊗	X	⊗	X	⊗	X	⊗	X	⊗
AholdUSA - Campaign Management for Scan-IT!	X	⊗	X											
Alliance Enhancements Q213	X	⊗	X											
Application Cutover to CEDW 3.0	X	⊗	X											
Artisan Performance	X	⊗	X											
Artisan Scalability	X	⊗	X											

Gate Timing Analysis

Portfolio [　　　　　] ⊗ 🔍

[Filter] [Show All] [Save Filter] [Clear]

Project Name	Clarity ID	Last IMF Gate	Next IMF Gate	BFE Target	BFE Decision Date	BFE Decision	BFE - 1 Target	BFE - 1 Decision Date	BFE - 1 Decision	BFI Target	BFI Decision Date	BFI Decision	BFI - 1 Target	BFI - 1 Decision Date	BFI - 1 Decision	BFI - 2 Target	BFI - 2 Decision Date	BFI - 2 Decision
CAPOW	000221	BFC	BFL / LC	1/1/11		Approved				1/15/11	9/29/11	Approved						
Dan Test 1	000363		BFE			Not Yet Reviewed						Not Yet Reviewed			Not Yet Reviewed			Not Yet Reviewed
Dan Test 2	000364		BFE			Not Yet Reviewed						Not Yet Reviewed						
Data Collection Model Test	000358		BFE			Not Yet Reviewed						Not Yet Reviewed						
Demo - Core Project DJS	000295		BFE		5/30/12	Approved						Not Yet Reviewed			Not Applicable			
Demo - LIGHNING	000331		BFE															

Financial Projection by Gate

	BFE	BFI	BFD (Highly Regulated Projects)	Handoff (Global Programs Only)	BFC	BFL / LC	PEARL
Decision Gate	Approved	Approved	Not Applicable	Not Applicable	Approved	Not Yet Reviewed	Not Yet Reviewed
Volume (MSU)					-697.53	-843.84	
Net Sales (Total)					2,866	3,475	
Net Sales (Incremental)					2,500	3,475	
Incremental Gross Profit					4,993	6,139	
Incremental Operating Profit					4,717	5,790	
Gross Margin (%)					45.1%	45.1%	
Margin Impact to Base (bps)					50	50	

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NPD and Project Management

1. Do you track stage gates? How do you track stage gates?

2. What is the right detail level of a project plan inside CA PPM given the long durations of projects and many sub-projects of a Product?

3. Are tasks and ETC's necessary within CA PPM? If so, how much detail?
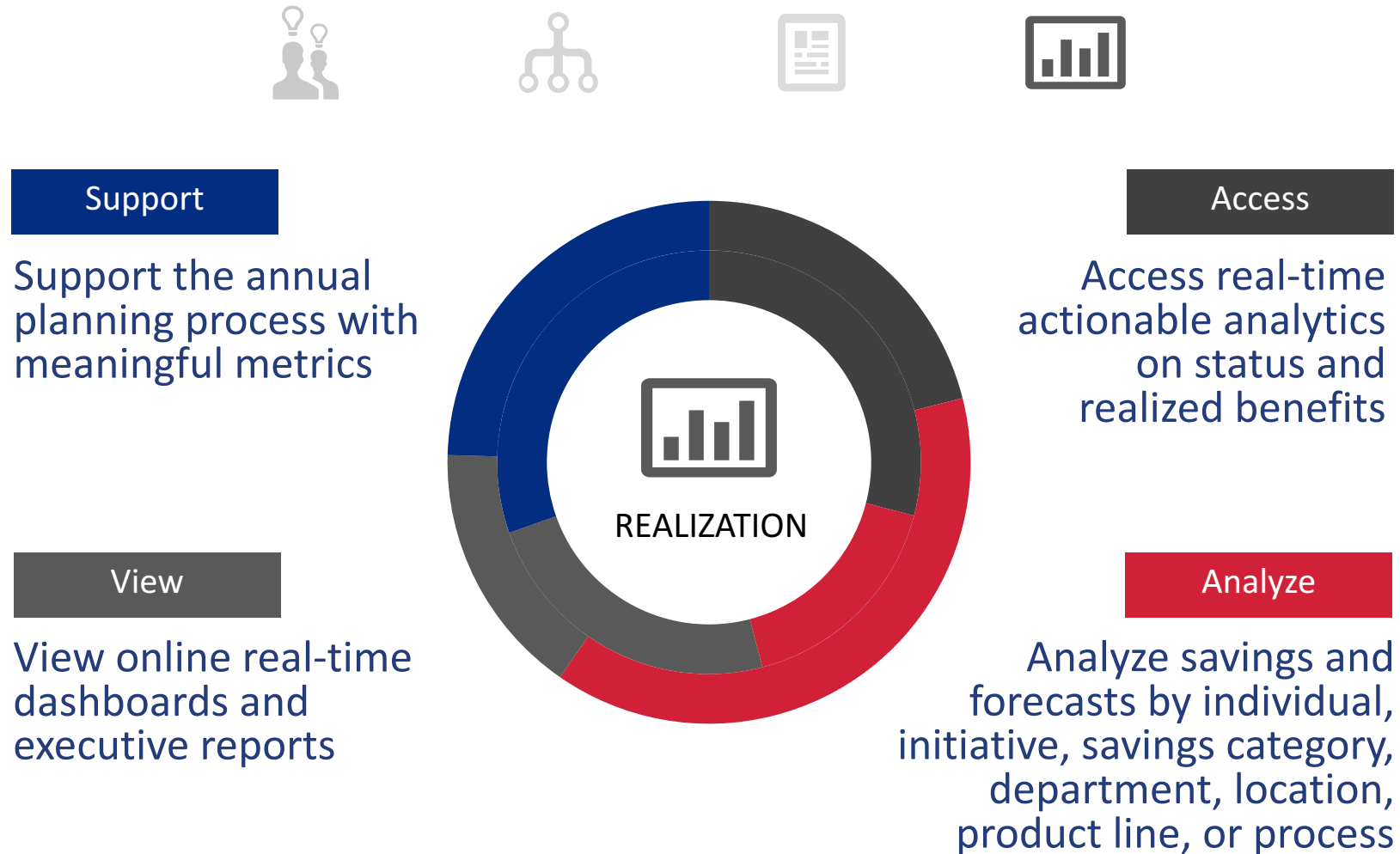
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NPD and Resource Management

1. How to handle resource forecasting – roles? Named resources? Both?

2. Due to the quantity of people who work on an NPD/R&D project, who does the allocation management and how often?

3. Is tracking time necessary? If so, at what level of detail? Are costs (rate matrix) required, or do hours suffice?
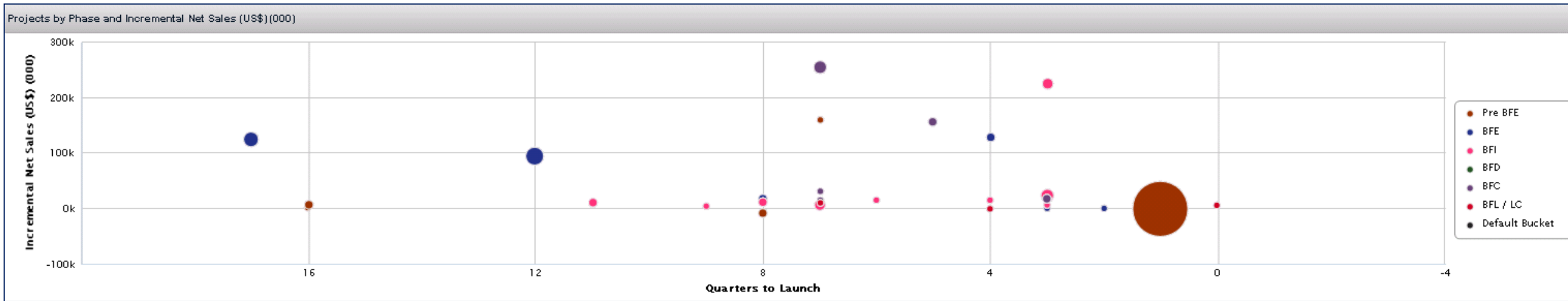
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Benefits Realization

Track the Success of Your Transformative Initiatives

Support

Support the annual planning process with meaningful metrics

Access

Access real-time actionable analytics on status and realized benefits

REALIZATION

View

View online real-time dashboards and executive reports

Analyze

Analyze savings and forecasts by individual, initiative, savings category, department, location, product line, or process

Remaining Spend Before Launch w/Stage

Projects by Phase and Incremental Net Sales (US$)(000)

Benefits Realization
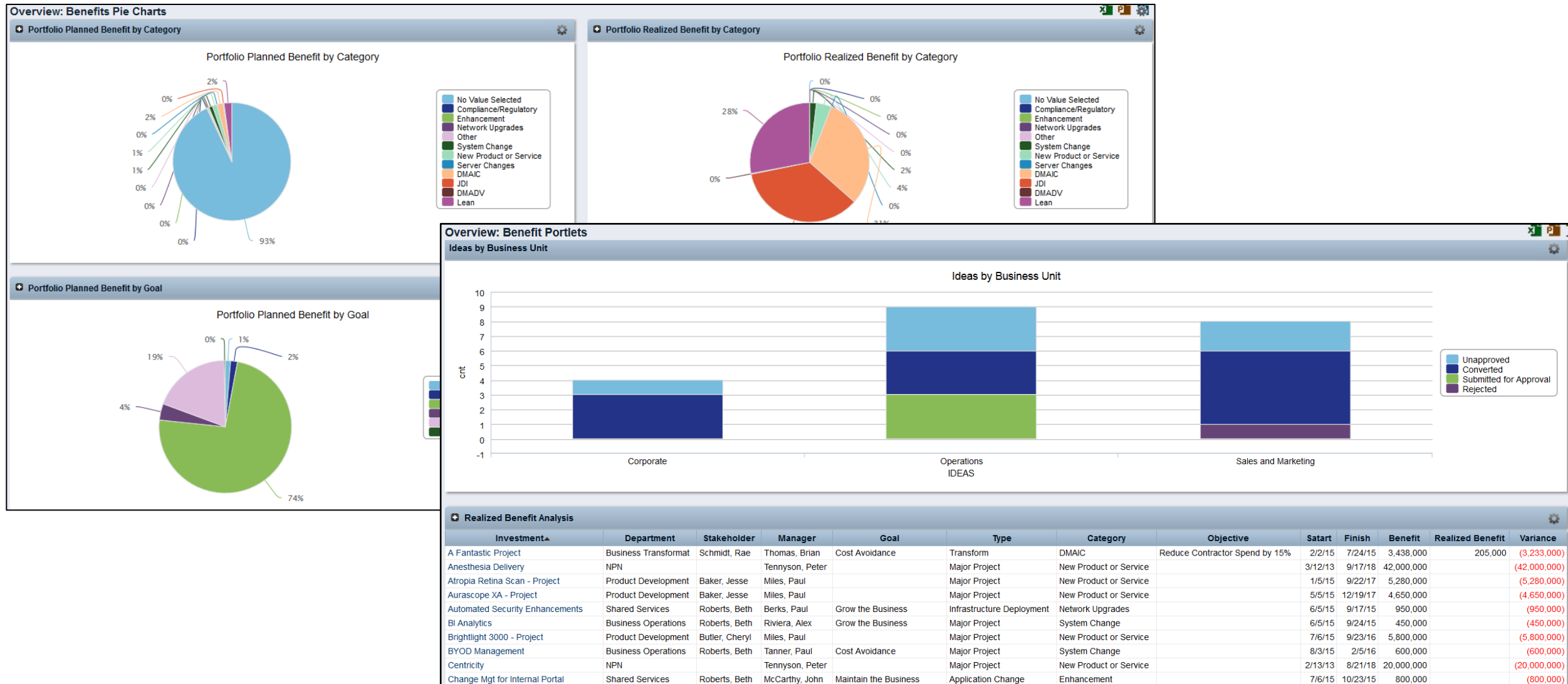
Questions?

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Let Rego be your guide.

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- Enter **Description**
- Enter **Date Started**
- Enter **Date Completed**
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