



regoUniversity 2019

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ITBM Ecosystem & Competitive Analysis

Your Guides: Wes McCoubrie and Jacob Cancelliere

Introductions

- Take 5 Minutes
- Turn to a Person Near You
- Introduce Yourself
- Business Cards



Agenda

- Analyst Reports
- What Are You Seeing?
- Vendors to Watch
- Summary

Analyst Reports

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Analyst Reports - Overview

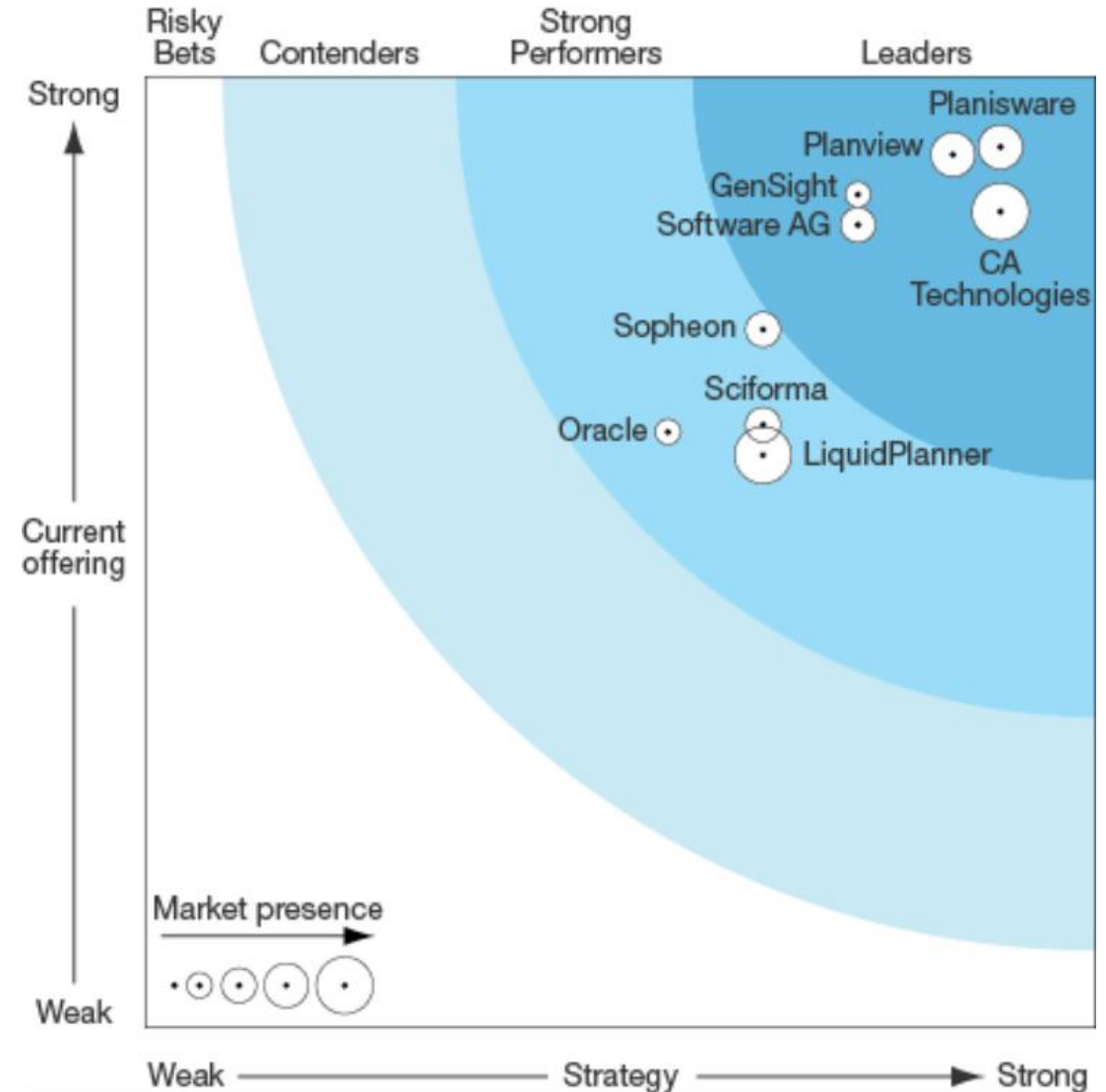
- When we look at ITBM – Financial Management, Application Management, Project Management, Portfolio Management, Agile Planning – There is no single analyst report
- Various Approaches by Vendors
 - Best of Breed Point solutions with Integrations (VersionOne, TFS, Decision Lens, Troux)
 - Aggregators with Integrations (Apptio/Agilecraft)
 - Single Tool with all (ServiceNow, Sciforma, Planisware)
 - Collection of tools with all with a single vendor (Planview, Broadcom)
 - Work management with Integrations (Workfront, Asana)

Forrester/Gartner – EA/Application Portfolio

Figure 1. Magic Quadrant for Enterprise Architecture Tools



Source: Gartner (October 2018)



Gartner – Agile Planning

Figure 1. Magic Quadrant for Enterprise Agile Planning Tools



Source: Gartner (April 2019)

Gartner – Agile Planning

Figure 1. Magic Quadrant for Enterprise Agile Planning Tools



Source: Gartner (April 2019)

Gartner - PPM



Forrester - PPM

Project & Portfolio Management

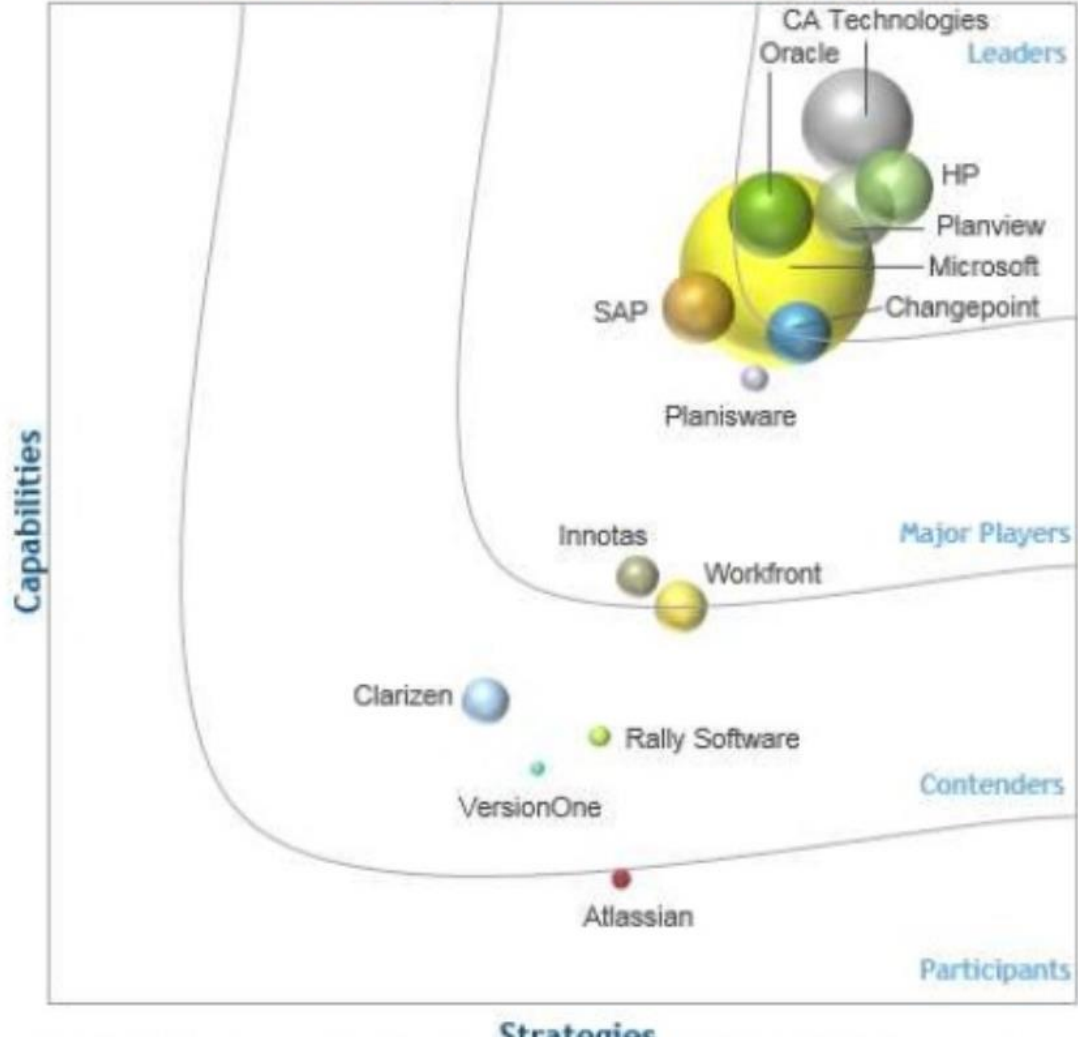


Strategic portfolio management



IDC - PPM

IDC MarketScape Worldwide Enterprise IT PPM



IDC MarketScape Worldwide Cloud PPM and PPM SaaS



What Are You Seeing?

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What Is Your Company Doing?

- Who Has only 1 Agile tool vs. Many? Why?
- Are you looking at TBM / ITFM? Why?
- Are you looking at APM? Why?
- Who thinks they will look at other options for PPM in the next year? Why?

Where is the Industry Going?

- Where do you think the industry is going? Why?
 - Best of Bread Point solutions with Integrations (VersionOne, TFS, Decision Lens, Troux)
 - Aggregators with Integrations (Apptio/Agilecraft)
 - Single Tool with all (ServiceNow, Sciforma, Planisware)
 - Collection of tools with all with a single vendor (Planview, Broadcom)
 - Work management with Integrations (Workfront, Asana)

- Rego's Thoughts.....

Vendors to Watch

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Vendors Rego is Watching

- **Broadcom**
 - Acquisitions, newUX, roadmaps
- **PlanView**
 - Integrated Products
- **ServiceNow**
 - Single Platform
- **Atlassian**
 - Agilecraft/JIRA
- **Apptio**
 - Financial Expansion
- **Microsoft**
 - Sleeping Giant
- **Workfront**
 - Heavy investment – all work?
- **Clarizen**
 - Moving from light to heavy

Summary

- No Crystal Ball
- Watch the Market
- No Silver Bullet (Switch to Switch?)
- Focus on Adding Value



Questions?



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Thank You For Attending regoUniversity

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- Class Name = **regoUniversity**
- Course Number = **Session Number**
- Date Started = **Today's Date**
- Date Completed = **Today's Date**
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