

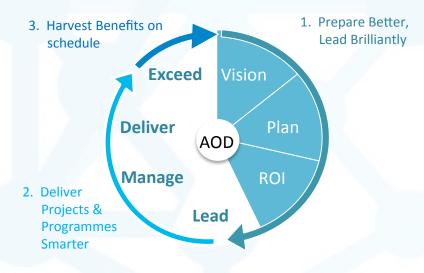


Accelerating Start-Up with Std. Reports



www.outcomedeliverynetwork.com

Learning from experience** and ODN's Implementing Smarter approach (incorporating ezPMO***)



* Assured Outcome Delivery

** Prepare Better!*** pronounced easyPMO

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How to Accelerate **PMO** Set up and increase control effectiveness with AOD * and

Accelerating Project and Programme Set-Up....

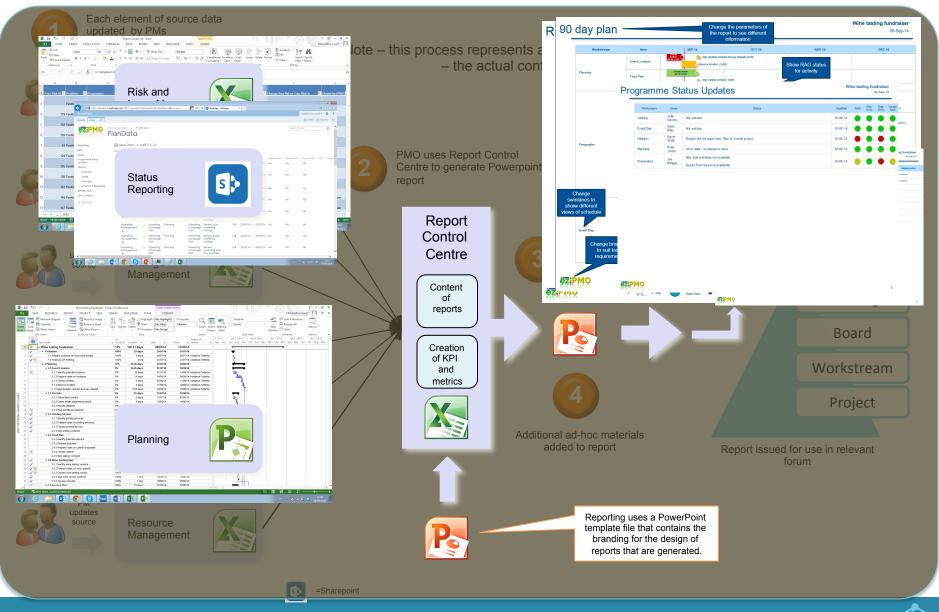
- Learn from ODN Members experience to address the set up issues we all know
- Spend enough time planning and preparing to increase confidence and capability in the outcomes we deliver with AOD
- Using 'standardised' reporting and governance templates developed by ODN Members



• Sharing the experience and lessons from all involved.....and adding this to the proven ezPMO toolset



ezPMO Set Up



Pre-built templates, incorporating SMEs Right to Left Plans, Tipping Points and reporting frameworks, resource schedules and PMO analytical tools.......How would you like to start change programmes with these and AOD on day1

How AOD and ezPMO will help improve your outcome delivery successes

- Benefit from tried and trusted project management artefacts, built around the AOD methodology.
- Turn-key solution that uses the technology in situ with simple configuration to provide the information and format needed.
- View information in the right context
 - what are the risks associated with a specific "Show Me"?
 - what plan activity contributes to CashPoints?
- Remove PMO set up cost and reduce report preparation time through automation.

AOD ezPMO Report Template : Contents

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AOD Reporting Overview

Using AOD's Sharepoint site, create Show Me Events, Tipping Points and Milestones, and set up inter-relationships:

WSE PAGE											🗘 SHARE 🟠	FOLLOW 💉 EDIT
Outcome Delivery O	DNL			_		ſ		→			Search this site	
1e	Selec	t a S	how Me Event (using the select colum	n), to see	related	Tipp	ing Points. Then select a Tipping Poir	nt (using the Sel	ect column) to see r	related Milestones.	
gramme Control	Show I	Me Ev	ents			Associ	iated 1	Tipping Points	Assoc	iated Milestones		
Workflow History	✓ Sel	out Parl	Area	Title				Tipping Point	× 10	Milestone		
ODNL Actions	e. F2		Business Improvement &				8 1	Challenge Workshops changes signed off.	1		dations arread	
ODNL Risks ODNL Issues	-	-	Innovations	and profitability.		5		Accurate estimates for Senior Stakeholders.	2			
Status Updates	5	2	Business Improvement & Innovations	Bright Ideas drives improvements.		5						
trol Tables	Б.	3	Lean	Back Office operations			8 6	Intelligent information provided for back office ops,	3			
Show Me Events			L. UT	improvements.					4	Workshop prep included costs of	of failure.	
Tipping Points	F2	4	Lean	Stage Gate Automated Workflow.								
Milestones	5	5	Lean	BMS improves performance.								
Tables	P20	6	Expert	Change Leadership and								
Show Me Events to Tipping Points				accountability for Delivering Change.								
Tipping Points to		7	Expert	AOD increases confidence.								
Milestones	5	8	Expert	Project Change Design Authority.								
uments	¹⁷ 2	9	Trusted	Full utilisation of BIM across all pprject phases.								
Contents	F2	10	Trusted	BIM reduces costs and duration.								
EDIT LINKS	5.	11	Trusted	Materials receipted (via mobile								
				devices).								
	P20	12	Safety	Safety record used as BB USP.								
	P2	13	Safety	Mobile devices used effectively by site engineers.								
					-	# o	ffice 3	55				
						VIEW						
						Aler						

Then, using the pre-prepared Sharepoint Status Updates / Risk / Issues / Action logs, tag an item to a Show Me Event, Tipping Point or Milestone as well as a Programme or Project:

	Office 365			
VIEW				
Edit Item	Alert Me Cose anage Close			
Home				
	nme Control rkflow History	та	le	le Resourcing
	NL Actions	Attachme	nts	nts
OD	NL Risks	Assigned To		Andy Thomas
	NL Issues	Risk Status		Active
	tus Updates	Impect		Medium
	I Tables rw Me Events	Probability		Medium
Tip	ping Points estones	Description		Risk: Increasing supplier cos
Link Ta		Category		(2) Category2
	w Me Events to ping Points	Due Date		9/16/2015
		Related Issues		
/ 10	TUNKS	Comments		
		Show Me Event		Stage Gate Automated Wor
		Tipping Point		MD PT&D personal endorse
		Milestone		SPM induction primer defin-

AOD Reporting Overview

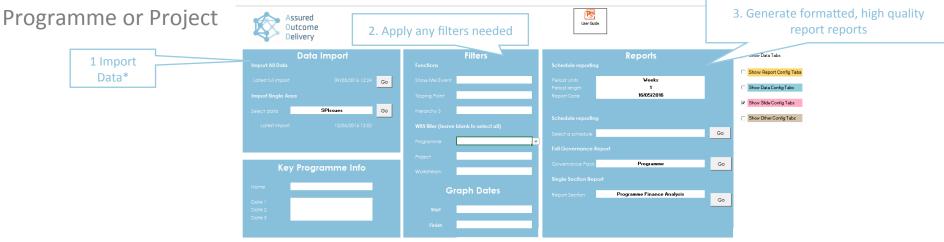
MS Project plan templates ensure the relevant fields are available to support reporting. Tasks can be associated with a Show Me Event Milestone:

FILE		TASK	RESOURCE REPORT PROJECT VIEW	FORMA	Г								
		- 6	Network Diagram Calendar Calendar	₽↓ Ŧ		ght: [No Highlight [No Filter]] • Timescale: • Months	Q 🗖		Timeline Details	Switch Windows		
Ganti Chart			Other Views * Planner * 🔂 Other Views *	Sort Outl	ine Tables ↓ ⊒t Group	by: [No Group]	-		t Tasks		New Window Hide -	Macros	
			Views Resource Views		Data			Zoom		Split view	Window	Macros	
				Milestone		Actual Milesto	ne						
		TaskRe	Task Name	RAG Status		Finish Level	SME-MS	Programme	ProjectTitle	Workstream		otes Jul	y August September Oc
	1	1	# HR Team Service and Policies		hily 2016 her 2016					1-Account Manag			
		1.01	Identify all HR services provided by corporate /	-	July 2016 July 2016		22	Programme 3		1-Account Manage	John Paul		♦ 21/07
	3	1.02	Identify all outsourced HR services in both busi	•	July 2016 just 2016	NA Level 1		Programme 3	Project 3.3	1-Account Manage	Mick J		Mick J
	4	1.03	Identify all HR services provided locally in both	•	just 2016 just 2016	NA Level 2		Programme 3	Project 3.3	1-Account Manage	Topper		Topper
	5	1.04	Review all HR Services and determine which ce	•	just 2016 1ber 2016	NA Level 3		Programme 3	Project 3.3	1-Account Manage	Charlie		Charlie
	6	2	▲ Payroll		July 2016 just 2016	NA		Programme	CProject 3.3	2-Bids			
	7	2.01	Identify the payroll processes in all businesses	•	July 2016 just 2016	NA Level 3		Programme 3	Project 3.3	2-Bids	Robert		Robert
	8	2.05	Determine and agree and changes to payment	•	July 2016 just 2016	NA Level 1		Programme 3	Project 3.3	2-Bids	Bill		Bill
	9	2.04	Identify which payroll system / process will be		July 2016 just 2016	NA Level 2		Programme 3	Project 3.3	2-Bids	Mick		Mick
	10	2.02	Evaluate capability of HR payroll processes to	•	July 2016 July 2016	NA Level 3		Programme 3	Project 3.3	2-Bids	John		John
	11	2.03	Notify any third party payroll service providers of	•	July 2016 09 Aug -	NA Level 2		Programme 3	Project 3.3	2-Bids	Ronnie		Ronnie
	12	3.02	Prepare a contacts list for all Trade unions that wi	•	July 2016 just 2016	NA Level 2		Programme 3	Project 3.3	3-Field Sales	Mick		Mick
	13	3	▲ Trade Unions		July 2016 just 2016	NA		Programme	Project 3.3	3-Field Sales			
	14	3.01	Identify all Trade Unions and employee forums	•	July 2016 just 2016	NA Level 1		Programme 3	Project 3.3	3-Field Sales	John Paul		John Paul
	15	3.05	Obtain list of all current industrial tribunal / disc	•	July 2016 just 2016	NA Level 2		Programme 3	Project 3.3	3-Field Sales	Joe		Joe
	16	3.03	Define position on any national/local trade unio	•	just 2016 just 2016	NA Level 2		Programme 3	Project 3.3	3-Field Sales	Jimmy		Jimmy
	17	3.04	Define engagement strategy for Unions and em	•	just 2016 just 2016	NA Level 3		Programme 3	Project 3.3	3-Field Sales	Paul S		Paul S
J	18	3.06	Evaluate and consider the position of all labour	•	just 2016 just 2016	NA Level 2		Programme 3	Project 3.3	3-Field Sales	John		John
NE	19	3.07	Establish external legal counsel team to advise	•	just 2016 just 2016	NA Level 1	23	Programme 3	Project 3.3	3-Field Sales			♦ 17/08
REPORTING	20	4	▲ HR Information Systems		just 2016 just 2016	NA		Programme	Project 3.3	4-Sales Agents			······
REF	21	4.03	Agree management and board reporting format	•	just 2016 just 2016	NA Level 1		Programme 3	Project 3.3	4-Sales Agents	Jimmy		Jimmy
	22	4.01	Obtain current HRIS report formats for both bus		just 2016 just 2016			Programme 3	Project 3.3	4-Sales Agents	Paul		Paul
	23	4.02	Define and business reporting requirements for	•	just 2016 just 2016	NA Level 1		Programme 3	Project 3.3	4-Sales Agents	George		George
	24	5	▲ HR Comms - General		ust 2016 ber 2016			Programme	Project 3.3	5-Billing	-		 ,
	25	5.01	Obtain organograms for all individuals in both c		, just 2016 just 2016			Programme 3		5-Billing	Ringo		Ringo
	26	5.02	Map all individuals in both businesses in to fun		just 2016 iber 2016			Programme 3	Project 3.3	5-Billing	Bill		Bill
			•	-									

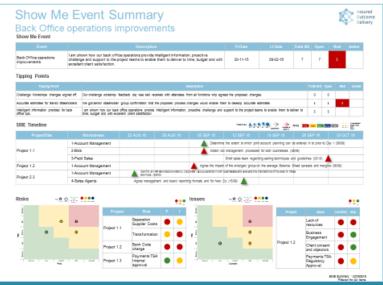


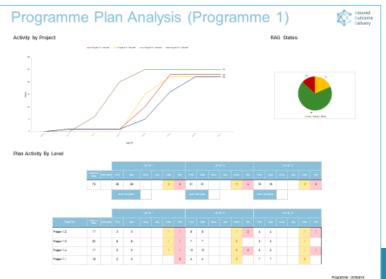
AOD Reporting Overview

ezPMO reporting provides a simple, easy to use , configurable tool that transforms disparate sources of data into meaningful intelligence that can provide an insight into a Show Me Event,



The reporting process takes minutes from a press of a button. Data is consolidated, enabling reports to be viewed through differing lenses, for example:

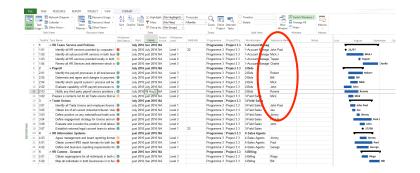




Programme 12016

AOD Resource Analytics

Assign resources to an MS Project plan using the standard functionality. Use the Group and Code resource fields to indicate the resource's resource type and source.



Standard pre-configured reports can be generated that aggregate resources and provide an insight into over-allocations or availability:

FILE	TASK	RESOURCE	REPORT	P	ROJECT	VIEW	FORMA'								Andy Thom	as *
Team Planner * View	Assign Resource	Resource s Pool *	Add I Resources *	inform	nation Notes	Details	Level Le Selection Reso	vel Level	E Leveling O Clear Level	ing						
		source Name	Type		Material	Initia	Group	Code	Max Units	Std Rate	Ovt. Rate	Cost/Use	Accrue At	Base Calendar	Add New Column	
1		John	Work			SIM	PM	Supplier 3		£25.00/hr				Standard		
2		Paul	Work			P	PM	Supplier 1	190%	£100.00/hr	£0.00/hr	£0.00	Prorated	Standard		1
3		George	Work			G	014	Internal	100%	£125.00/hr	£0.00/hr	£0.00	Prorated	Standard		
4		Ringo	Work			R	PM	Independe	n 100%	£50.00/hr	£0.00/hr	£0.00	Prorated	Standard		
5		Mick J	Work			M	PM	Internal	100%	£75.00/hr	£0.00/hr	£0.00	Prorated	Standard		
6		Ronnie	Work			R	PM	Internal	100%	£100.00/hr	£0.00/hr	£0.00	Prorated	Standard		
7		Charlie	Work			С	PM	Supplier 2		£25.00/hr				Standard		
8		Bill	Work			в	PM	Internal		£75.00/hr				Standard		
9		Topper	Work			т	PM	Internal		£75.00/hr				Standard		
10		Joe	Work			J	PM	Internal		£100.00/hr				Standard		
11		Mick	Work			M	PM	Internal		£25.00/hr				Standard		
12		Paul S	Work			Ρ	PM	Internal	100%	£100.00/hr	£0.00/hr	£0.00	Prorated	Standard		
13		Jimmy	Work			J	PM	Supplier 3		£125.00/hr				Standard		
14		John Paul	Work			J	PM	Supplier 3		£50.00/hr				Standard		
15 HEEL		Robert	Work			R	PM	Internal	100%	£75.00/hr	£0.00/hr	£0.00	Prorated	Standard		

Resource Availability (Singer)

Assured Outcome Delivery





Example : Back Office Operations Summary Report

Show Me Events:

Workstream				Total MS	Open		Amber
Back Office operations improvements.	I am shown how our back office operations provide intelligent information, proactive challenge and support to the project teams to enable them to deliver to time, budget and with excellent client satisfaction.	30-11-15	09-02-16	7	7	3	

Tipping Points:

Tipping Point					Amber
Challenge Workshops changes signed off.	Our challenge workshop feedback day was well received with attendees from all functions whp agreed the proposed changes	0	0		
Accurate estimates for Senior Stakeholders.	We got senior stakeholder group confirmation that the proposed process changes would enable them to develop accurate estimates	4	4	3	
Intelligent information provided for back office ops,	I am shown how our back office operations provide intelligent information, proactive challenge and support to the project teams to enable them to deliver to time, budget and with excellent client satisfaction.	3	3		

SME Timeline:

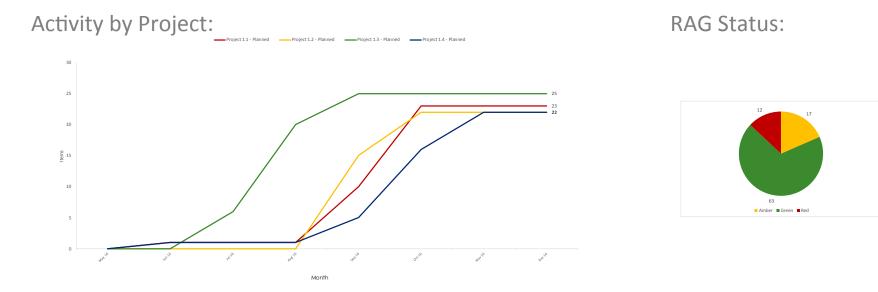
Milestones

Programme	ProjectTitle							
				Determine	e the extent to which join	t account planning can b	e entered in to prior to D	ay 1 (08/09)
Programme 1	Project 1.1			Obtain bio	a management processe	s for both businesses (08	3/09)	
					Brief sales team regard	ting selling techniques a	nd guidelines (03/10)	
	Project 1.2			Agree the impact	t of the enlarged group o	n the average Balance S	heet spreads and margi	ns (06/09)
Drogramma 2	Droiget 2.2	Identify all H services. (2		orate / group parents in both b	usinesses and evaluate the ir	mplications of the deal on the	se	
Programme 2	Project 2.3	Agree manage	ement and board reportin	ng formats and for New C	co. (16/09)			





Programme Plan Analysis (Programme 1)



Plan Activity By Level:

Total# of Tasks																	
72	23	23		3	5	31	31		9	4	18	18			5	2	
	Level	1% complete				Level 2 %	complete				Level 3 %	complete					

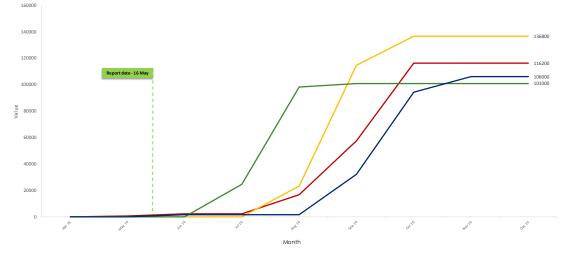
			Level 1							Level 2											
ProjectTitle		%Complete			Comp.		A mber	Red	Total		Comp.	Late			Total	Open	Comp.			R ed	
Project 1.2	17		5	5			1	1	8	8			1	2	4	4			1	1	
Project 1.3	20		8	8			1	1	7	7			3		5	5			1		
Project 1.4	17		5	5			1	1	10	10			2	2	2	2			1	1	
Project 1.1	18		5	5				2	6	6			3		7	7			2		



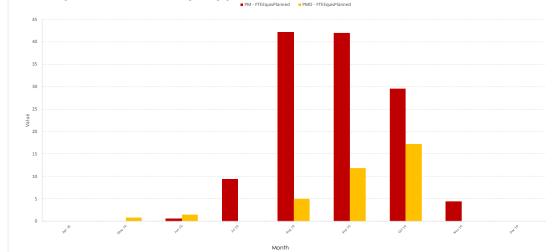
Programme Finance Analysis (Programme 1)

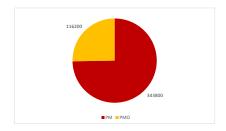
Finances by Project:

Finances by Type:

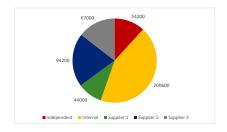




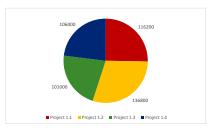




Finances by Source:

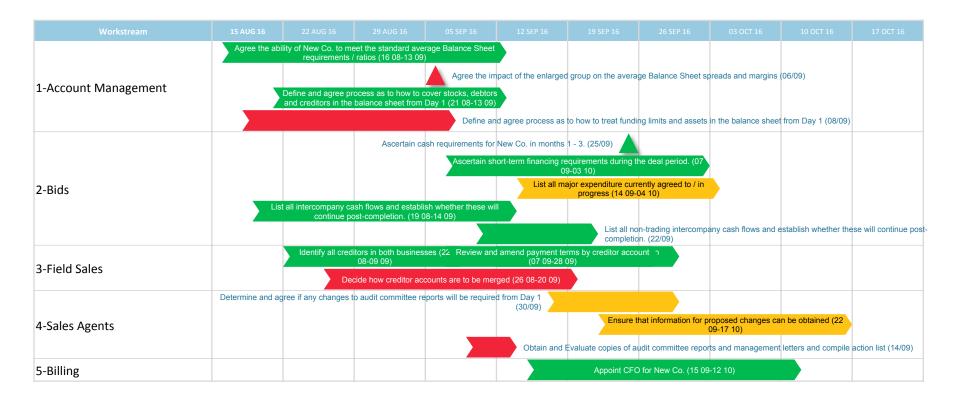


Finances by Project:





Project Timeline (Project 1.2)







Project Timeline (Project 1.3)

Workstream	11 JUL 16 18 JUL 16 25 JUL 16 01 AUG 16 08 AUG 16 15 AUG 16 22 AUG 16 29 AUG 16 05 SEP 16
	Identify all HR services provided by corporate / group parents in both businesses and evaluate the implications of the deal on these services. (16/07)
	Identify all outsourced HR services in both businesses and evaluate the implications of the deal on these services. (19/07)
1-Account Management	Identify all HR services provided locally in both businesses and evaluate the implications of the deal on these services. (22/08)
	Review all HR Services and determine which cervices are to be offered in New Co (12 08-06 09)
	Determine and agree and changes to payment date (20/07)
	Identify which payroll system / process will be used for New Co. (01/08)
2-Bids	Notify any third party payroll service providers of any changes to contracts (21/07)
	Identify the payroll processes in all businesses subject to the deal (20 07-15 08)
	Evaluate capability of HR payroll processes to cope with additional internal/ external requirements and volumes (13 07-08 08)
	Identify all Trade Unions and employee forums in all businesses subject to the deal. and ensure contact list is complete pre Day 1 (23/07)
	Establish external legal counsel team to advise on Trade union and employee relation matters (12/08)
	Obtain list of all current industrial tribunal / disciplinary matters identified as part of due diligence. (11/08)
3-Field Sales	Define position on any national/local trade union and staff representation agreements (02 08-25 08)
	Evaluate and consider the position of all labour contracts currently under negotiation. (19/08)
	Prepare a contacts list for all Trade unions that will be affected by the formation of New Co. (28/07)
	Define engagement strategy for Unions and employee forums (03/08)
	Obtain current HRIS report formats for both businesses (30 07-22 08)
4-Sales Agents	Agree management and board reporting formats and for New Co. (07 08-05 09)
	Define and business reporting requirements for New Co. (02 08-18 08)
5-Billing	Obtain organograms for all individuals in both companies (10 08-25 08)





Project Timeline (Project 1.4)

Workstream	JUN 16	JUL 16	AUG 16	SEP 16	OCT 16	NOV 16
		Agree new authori	ty levels and procedures for distrib	ution projects and purchases (31	/10)	
1 Account Management		A	gree distribution workstream spons	sor (04/10)		
1-Account Management		Establis	h organizational design for distribu	tion (16/09)		
		Disc	uss new roles and responsibilities	with staff. (29/09)		
				Improvement planning proces	ss (02/11)	
		Based upon test r	results develop contingency distribution	ution models (10/10)		
2-Bids		Obtain any other custom	ner demands currently realised by t	both businesses (27/09)		
		Draft new distrit	bution model for New Co. based or	n best practices (26/09) 🔶		
			Review all ongoing distribut	ition projects (14/10)		
			Agree optimun	n target stock levels for New Co.	(19/10)	
3-Field Sales		Obtai	in sign off to close warehouses tha	t are no longer required (07/10)		
5-Field Sales			Implement any changes to war	ehouse fixtures and fittings (20/1	0)	
	Ide	ntify all warehouses owned by all	businesses (27/06)			
			Identify and o	n site distributor training needs a	nd provide training (21/11)	
4-Sales Agents			Review current third party dist	tribution and logistics contracts (1	0/10) ★	
			Terminate distribution contracts wh	ich will not be required in New C	o. (24/10)	
5-Billing			Test IT systems to be used t	o support order fulfilment proces	ses in New Co. (08/11)	





Project Timeline (Project 1.1)

		Determine the extent to	which joint account planning can b	be entered in to prior to Day 1 (08)	(09)	
1-Account Management	l l			Develop Account tear	ns for New Co. (20/10)	
	l l	Obtain details of all cus	stomer accounts, segmentation pr	ocesses, KPIs and sales channels	s (14/09)	
	l l		Agree process and tem	plates for account reporting (27/0	9)	
2-Bids			Obtain bid management p	rocesses for both businesses (08)	(09)	
	l l	Identified and documented in scl	hedules any required Transitional	Services from seller to buyer or vi	ce versa (15/09)	
				Sign off bid pro	ocesses for New Co. (14/10)	
		Arrange senior sales	managers' meeting to maintain sa		rovide product, market riorities update (12/10)	
				Identify top 50 bids and bids with		
3-Field Sales			Brie	of sales team regarding selling tec	hniques and guidelines (03/10)	
		Define and Agree selling techniques	s and guidelines timetable and inp	uts for New Co. (15/09)		
			Review selling techniques a	nd guidelines (13/09)		
		Obtain sales te	echniques and guidelines for both	businesses (06/09)		
		Field Sales (14/0	6)			
4-Sales Agents			lf re	quired, re-appoint current sales a	gents for use in New Co. (19/10)	
			Asses any agents currently t	peing used by both businesses for	continuation in New Co. (13/10)	
				Decide if New	Co. will use sales agents (03/10)	
5-Billing			Receive notification from Fia	nce / IT confirming any changes to	billing systems for Day 1 (13/10	
			Produce explanatory note to cu	istomers concerning changes to b	illing systems / processes (28/10	





Report Date

Plan Activity Exceptions (Red/Amber)

ProjectTitle							Comment	Owner
Project 1.1	1-Account Management	1.02	Obtain details of all customer accounts, segmentation processes, KPIs and sales channels	10-09-16	14-09-16	•		George
	2-Bids	2.01	Obtain bid management processes for both businesses	08-09-16	08-09-16	•		
		2.03	Sign off bid processes for New Co.	28-09-16	14-10-16	•		Ronnie
	3-Field Sales	3.04	Brief sales team regarding selling techniques and guidelines	03-10-16	03-10-16	•		Joe
		3.03	Define and Agree selling techniques and guidelines timetable and inputs for New Co.	24-08-16	15-09-16	•		Topper
		3	Field Sales	31-05-16	14-06-16	•		Paul S
	4-Sales Agents	4.01	Decide if New Co. will use sales agents	02-10-16	03-10-16	•		Joe
	5-Billing	5.01	Receive notification from Fiance / IT confirming any changes to billing systems for Day 1	03-10-16	13-10-16	•		Paul
Project 1.2	1-Account Management	1.04	Agree the impact of the enlarged group on the average Balance Sheet spreads and margins	06-09-16	06-09-16	•		
		1.01	Define and agree process as to how to treat funding limits and assets in the balance sheet from Day 1		08-09-16	•		John
	2-Bids	2.03	List all major expenditure currently agreed to / in progress	14-09-16	04-10-16	•		Mick
	3-Field Sales	3.02	Decide how creditor accounts are to be merged	26-08-16	20-09-16			Mick J
	4-Sales Agents	4.02	Determine and agree if any changes to audit committee reports will be required from Day 1	17-09-16	30-09-16	•		Paul S
		4.03	Ensure that information for proposed changes can be obtained	22-09-16	17-10-16	•		George
		4.01	Obtain and Evaluate copies of audit committee reports and management letters and compile action list	09-09-16	14-09-16	•		Paul
Project 1.3	1-Account Management	1.02	Identify all outsourced HR services in both businesses and evaluate the implications of the deal on these services.	17-07-16	19-07-16	•		Jimmy



Activity Status:

Red Amber Green Complete

Plan Activity Exceptions (Red/Amber)

ProjectTitle							Comment	Owner
Project 1.3	3-Field Sales	3.05	Obtain list of all current industrial tribunal / disciplinary matters identified as part of due diligence.	26-07-16	11-08-16	•		Joe
		3.03	Define position on any national/local trade union and staff representation agreements	02-08-16	25-08-16	•		Bill
		3.06	Evaluate and consider the position of all labour contracts currently under negotiation.	07-08-16	19-08-16	•		Charlie
		3.04	Define engagement strategy for Unions and employee forums	28-07-16	03-08-16	•		George
	4-Sales Agents	4.01	Obtain current HRIS report formats for both businesses	30-07-16	22-08-16	•		Ringo
Project 1.4	1-Account Management	1.01	Agree distribution workstream sponsor	12-09-16	04-10-16	•		Ronnie
	2-Bids	2.05	Improvement planning process	11-10-16	02-11-16	•		Topper
		2.04	Based upon test results develop contingency distribution models	21-09-16	10-10-16	•		John
		2.03	Draft new distribution model for New Co. based on best practices	26-09-16	26-09-16	•		Charlie
		2.01	Review all ongoing distribution projects	21-09-16	14-10-16	•		John Paul
	3-Field Sales 3.	3.02	Obtain sign off to close warehouses that are no longer required	01-10-16	07-10-16	•		Paul
		3.03	Implement any changes to warehouse fixtures and fittings	04-10-16	20-10-16	•		Mick
		3.01	Identify all warehouses owned by all businesses	23-06-16	27-06-16	•		Robert

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Red Amber Green Complete

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