

Analytics and Big Data

Are Changing the World

ANALYTICS

Unlock value in data to solve some of the world's most pressing problems



Transform Communities
Using analytics and big data, U.N. officials will deliver energy to 1.3 billion people



Save Lives
Scientists protect consumers by pulling deadly medication off the market



Increase Public Safety
Police increase public safety by predicting crime "hot spots" and pre-deploying officers

CHANGE YOUR BUSINESS

Imagine what analytics can do for your business

3x

Top performers are 3x more likely to use analytics than low performers

53%

use analytics to drive strategy

50%

use analytics to transform daily operations

ORGANIZATIONS WHICH USE ANALYTICS GET

\$10.66

FOR EVERY

\$1

THEY SPEND ON ANALYTICS

ANALYTICS DRIVE BETTER BUSINESS OUTCOMES

Analytics help a major US city school district increase attendance revenue by more than \$8 million

\$8 MILLION
REVENUE

Analytics let a global computer manufacturer improve close rates by 19% across all channels

+19 PERCENT
CLOSE RATES

Analytics helped a large financial services company identify millions in new revenue and achieve 1000% ROI in 3 years

1,000 PERCENT
THREE YEAR ROI

THE RIGHT ANALYTICS SOLUTION: ORACLE BUSINESS ANALYTICS



Utilizes Any Data

Acquire, organize, integrate, analyze any data needed to better understand your business



Empowers Decision Makers

With real-time analytics integrated throughout your business processes

ANALYTICS **CHANGING THE WORLD; IMPROVING YOUR BUSINESS**

6 CRITICAL SUCCESS FACTORS FOR BUSINESS-DRIVEN PMO SUCCESS

SLEEP WELL AT NIGHT



SUCCESS
Ability to adapt to intensifying competition, business climate change, and customers constantly demanding more for less.

DON'T SLEEP WELL AT NIGHT



FAILURE
Inability to identify and address 6 critical business alignment success factors.

1 - BUSINESS POWER BASE ALIGNMENT

LEVEL OF SPONSORSHIP

Leadership support & sponsorship increases success rate.



Dept Mgmt



LOB Mgmt



C-Suite



CEO



PMO steering committee Who to include?
• C-level Execs
• LOB General Managers
• PMO Champion



Out of alignment warning signs
• Large projects without business sponsor
• No strong alliances with business leaders
• Key business execs not on steering committee

SYSTEM IMPLICATIONS

Your PPM system must be easy to use and generate executive-personalised reports and BI

2 - BUSINESS STRATEGY ALIGNMENT



Corporate strategy formulation influenced by PPM analytics

Project activity driven by top-down business priorities

'Bottom-up' line of sight between project activity and strategic priorities.

SYSTEM IMPLICATIONS

Your PPM system should support bottom-up strategy alignment, top-down strategy execution, and what-if decision analytics.

3 - BUSINESS METRICS ALIGNMENT

The key to business-driven PMO success is evolving from project-centric metrics to metrics based on business results.

Traditional PMO

Execution efficiency

Projects

Schedule, budget, scope

Business-Driven PMO

Business outcomes

Strategic initiatives, programmes, products

Benefits realisation, customer sat, ROI, TTM, TTV, business/investment risk

SYSTEM IMPLICATIONS

Your PPM system should support a rich portfolio of metrics and be able to cascade and roll up metrics in a strategy hierarchy.

4 - CUSTOMER ALIGNMENT

WIN THE HEARTS AND MINDS OF THE PPM COMMUNITY

3 Strategy Platforms

Motivation & Communications

Collaboration & Social PPM Support

Processes & Tools

The customer: The project management community.

SYSTEM IMPLICATIONS

Your PPM system should support project manager and team productivity and success with social PPM/collaboration, knowledge sharing and automated process workflow capabilities.

5 - MATURITY LEVEL ALIGNMENT

KEEP PEOPLE, PROCESS AND TECHNOLOGY MATURITY LEVELS IN BALANCE

People

Get the right information

Process
"Just Enough"

Technology
Does not dictate processes implemented and info people get

SYSTEM IMPLICATIONS

PPM systems should be flexible and configurable enough to provide a maturity level growth path for users/roles and process complexity for each individual PPM initiative type.

6 - BUSINESS CULTURE ALIGNMENT

FLEXIBILITY

Business-driven PMOs support the unique needs of diverse project-intensive environments.

	IT/TECHNICAL	PRODUCT DEV/ CREATIVE	OPERATIONS/ ANALYTICAL
Be flexible in terms of:			
In-Take	Demand, Request, Proposal	Ideas, Business Cases	Charters, VOC
Roles	PMs	Product Managers	Black Belts
Methods & Tools	WBS, PMBOOK, Agile	Stage Gate	Lean, Six Sigma, DMAIC
Metrics	Cost	TM, ROI	Benefits

Be consistent in terms of:

Strategy Alignment & Execution

Cross-function programme management

EPPM governance and capacity management

Technology strategy

SYSTEM IMPLICATIONS

Your PPM system requires extensive configurability to achieve cultural acceptance in a variety of project-intensive environments.

FOR MORE INSIGHTS ON ACHIEVING PMO EXCELLENCE



RESOURCE KIT
www.oracle.com/oms/eppm/info

VIEW NOW

Ready to play a more strategic role in the business and raise the stakes for your PMO? View Oracle's resource kit for all you need to know to achieve business-driven PMO success.

ORACLE