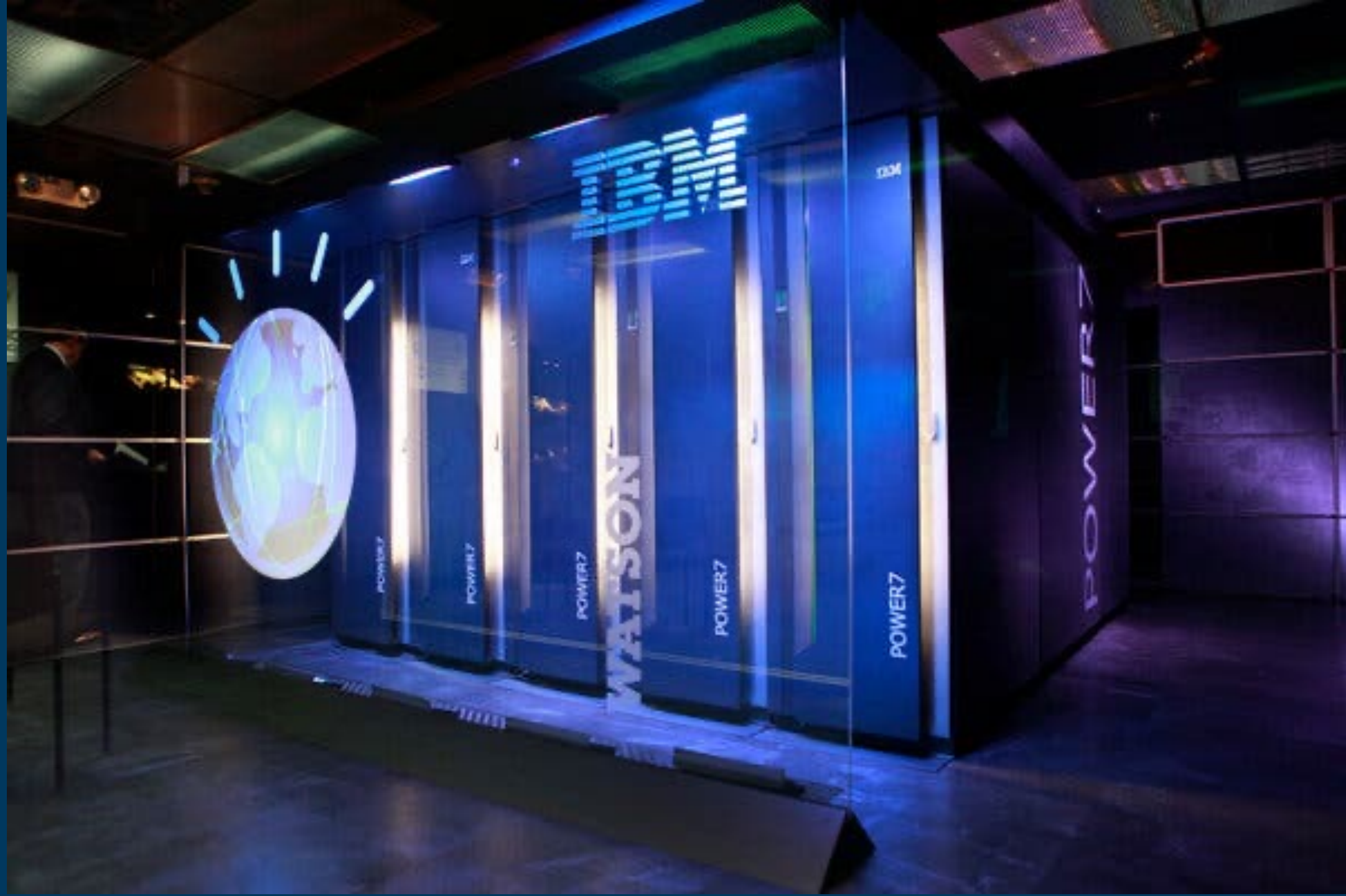




Apptio One and Targetprocess
working together





Why are companies scaling agile? “*Manage and optimize the portfolio*”



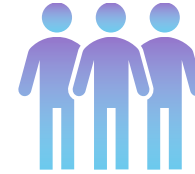
Most Common Challenges



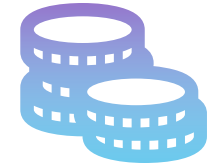
Struggling with capacity planning



No visibility into work across the portfolio or organization

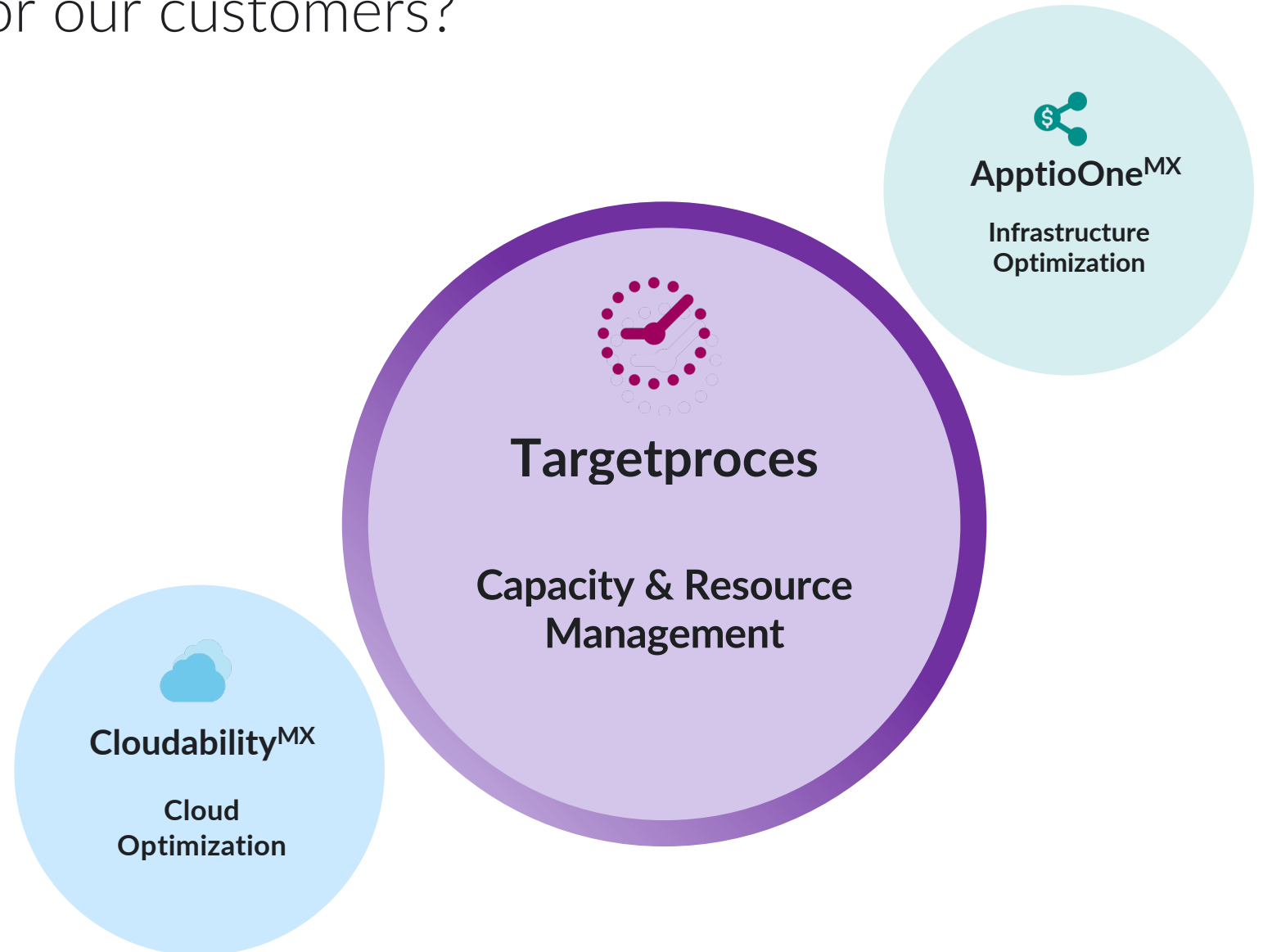


A lack of collaboration between the business side and the technology side

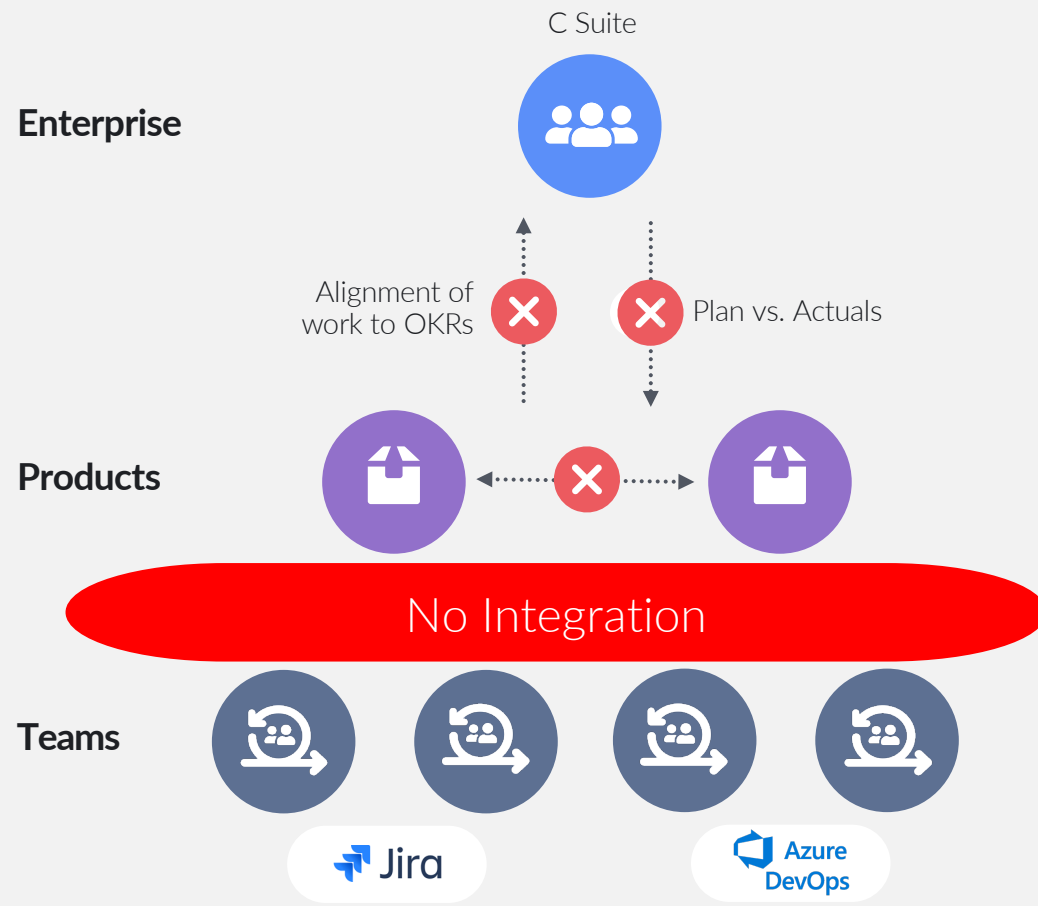


Cost overrun from spending money and resources on the wrong things

How do we solve this for our customers?



Challenges Scaling Agile



1

Disconnected Tooling

Teams using Jira, Azure DevOps and other project management tools that do not roll up to the C-suite

2

Measuring & Tracking Value

All efforts need to be defined by outcome-oriented value definitions that can be measured and tracked

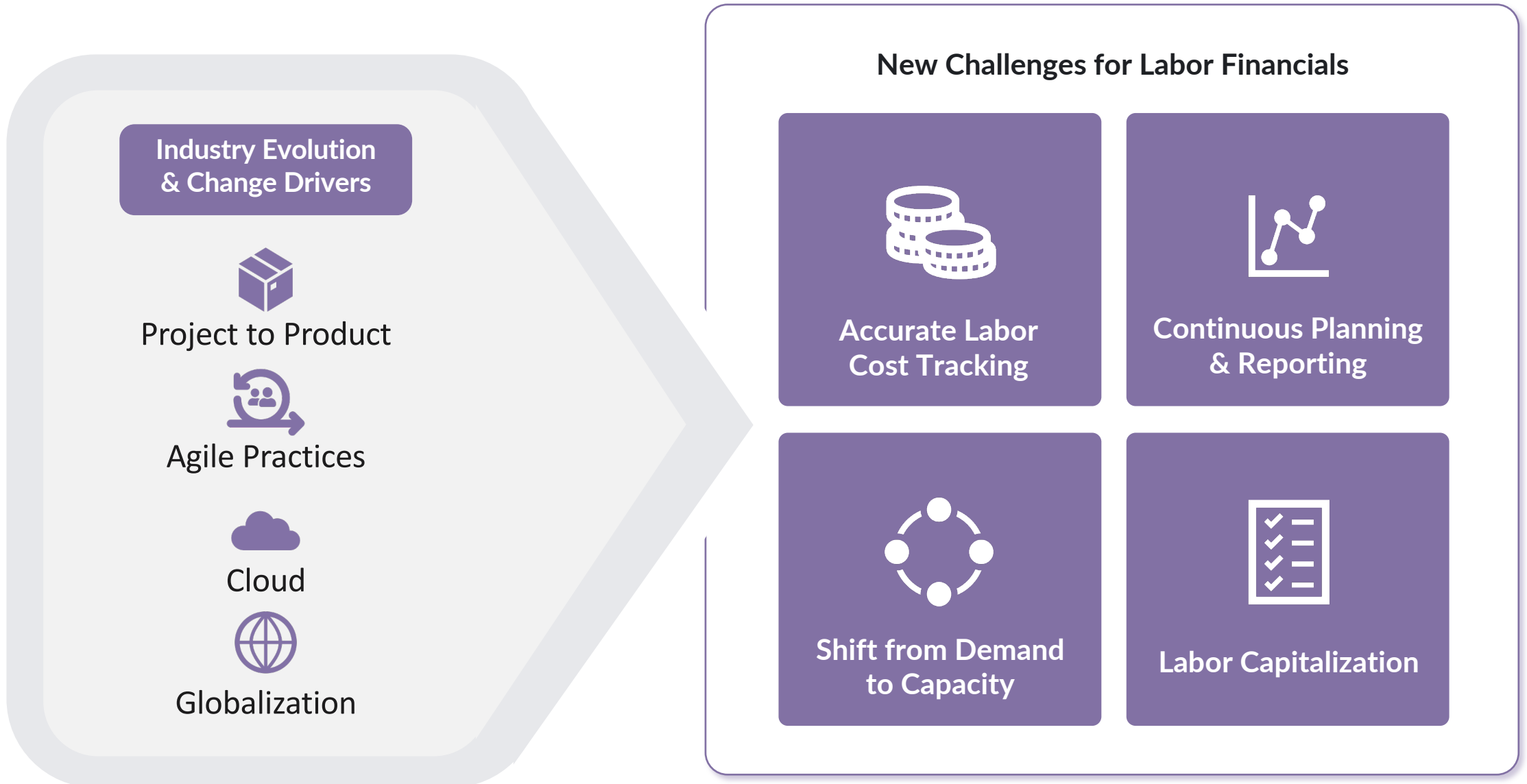
3

Conflicting Financial Processes

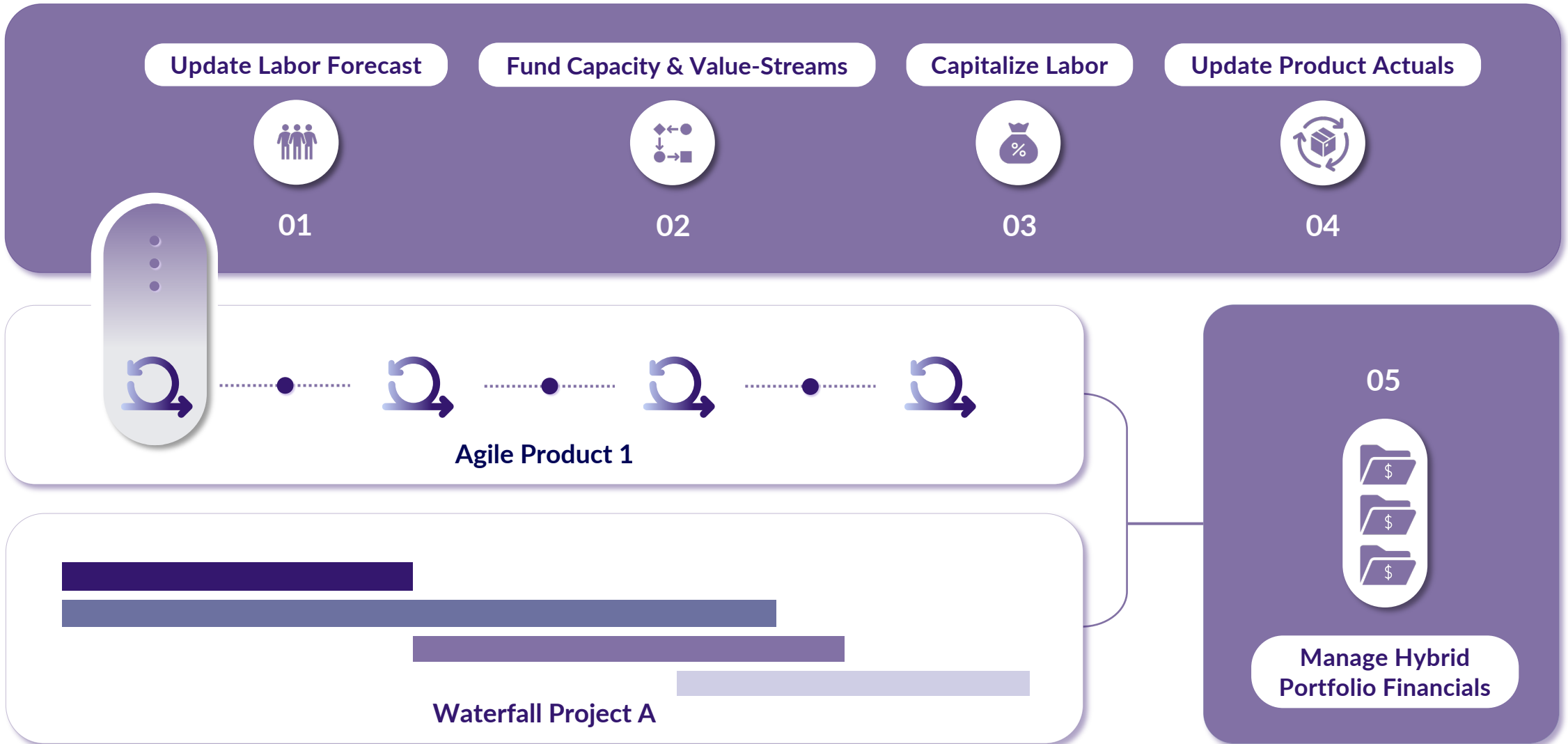
Forecasting, budget distribution, and actuals tracking are waterfall processes but need to align to Agile workstreams



TECHNOLOGY FINANCE CONTINUES TO EVOLVE



LABOR FINANCIAL MANAGEMENT



EMPOWERING TECHNOLOGY FINANCE TEAMS FOR AGILITY

Value Outcomes



Time Savings



Accuracy &
Defensibility



Transparency &
Visibility



Continuous Planning
& Agility

Labor Financial Management



Update Labor
Forecast



Fund Capacity &
Value-Streams



Capitalize
Labor



Update Product
Actuals



Manage Hybrid
Portfolio Financials

 **APPTIO** | Targetprocess

 **APPTIO** | ApptioOne



APPTIO PLATFORM: KEEPING FINANCE AND THE PMO ON THE SAME PAGE

PMO Responsibilities

Strategic Planning/OKRs

Value Planning

Work Prioritization

Resource Management

Cross-Product Dependencies

Shared

Monthly/Quarterly Close

Value Realization

Continuous Planning

Ideation & Analysis

Finance Responsibilities

Labor Planning & Forecasting

Capitalization

Manage Hybrid Financials

Finance Initiatives

Product TCO, P&L, & ROI



Connected Ecosystem Improves Visibility, Alignment, and Value Delivery

Deliver business value

Portfolio Management

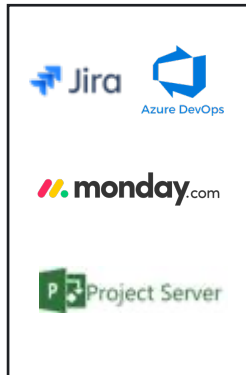
 PMO, Product Owner, RTE/PM
CPO, CDO, CTO, Engg Leaders
Agile Transformation Leads



Targetprocess


- ✓ Align value delivery to strategy
- ✓ Manage demand
- ✓ Align capacity & demand
- ✓ Plan & prioritize investments
- ✓ Manage value delivery
- ✓ Track portfolio health and financials
- ✓ Inform labor capitalization
- ✓ Quantify value delivered

Work Management



Manage cost and funding of business value delivery

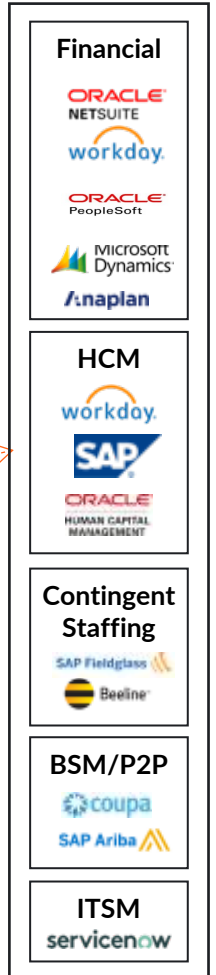
Tech. Financial Management

 IT & Corp Finance, OCIO
IT & BU Leaders, CFO

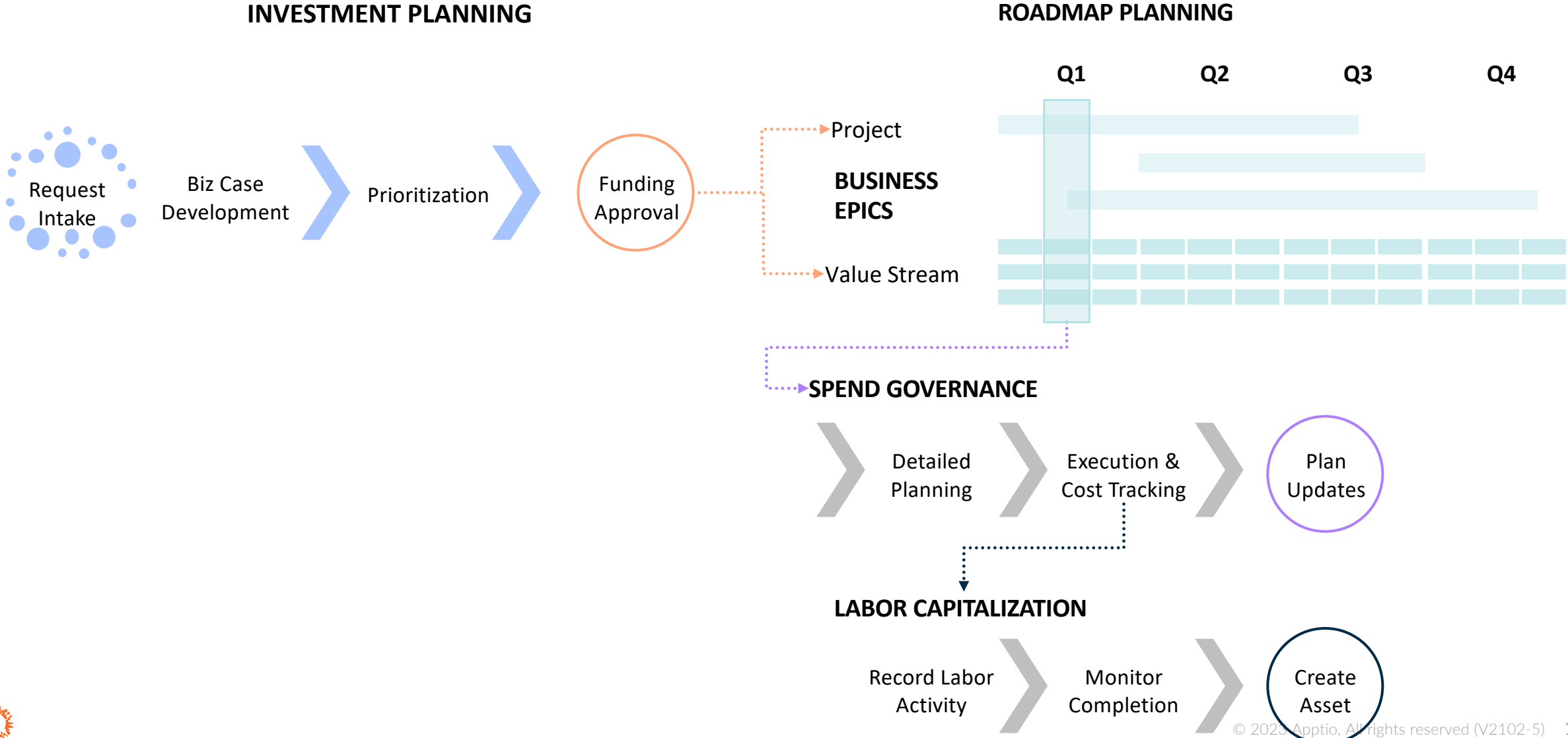


ApptioOne

- ✓ Plan (budget and forecast) build/run IT spend
- ✓ Model (what-if scenarios) financial impact of portfolio/resource changes
- ✓ Track actual build/run costs; understand variance drivers
- ✓ Quantify Product TCO and Team TCO
- ✓ Manage BU consumption

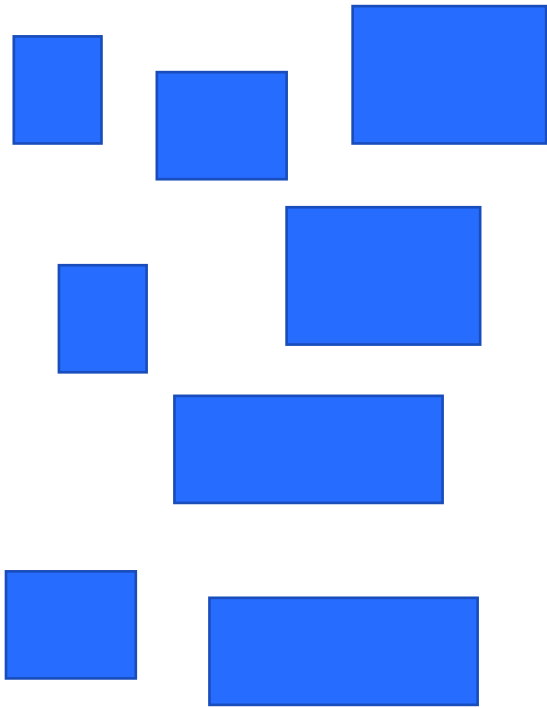


Investment Financial Governance Process

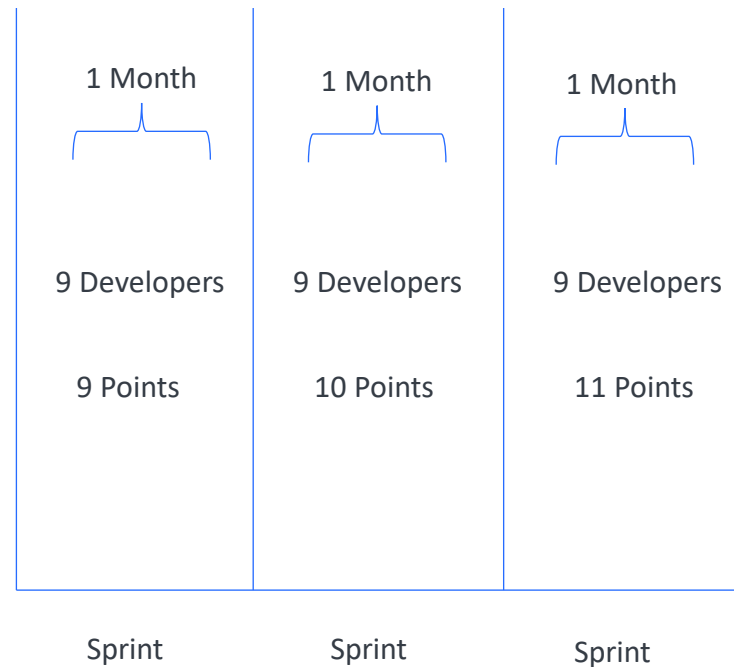


Estimate Forecast Based on Team Capacity

Backlog



Product Release Forecast

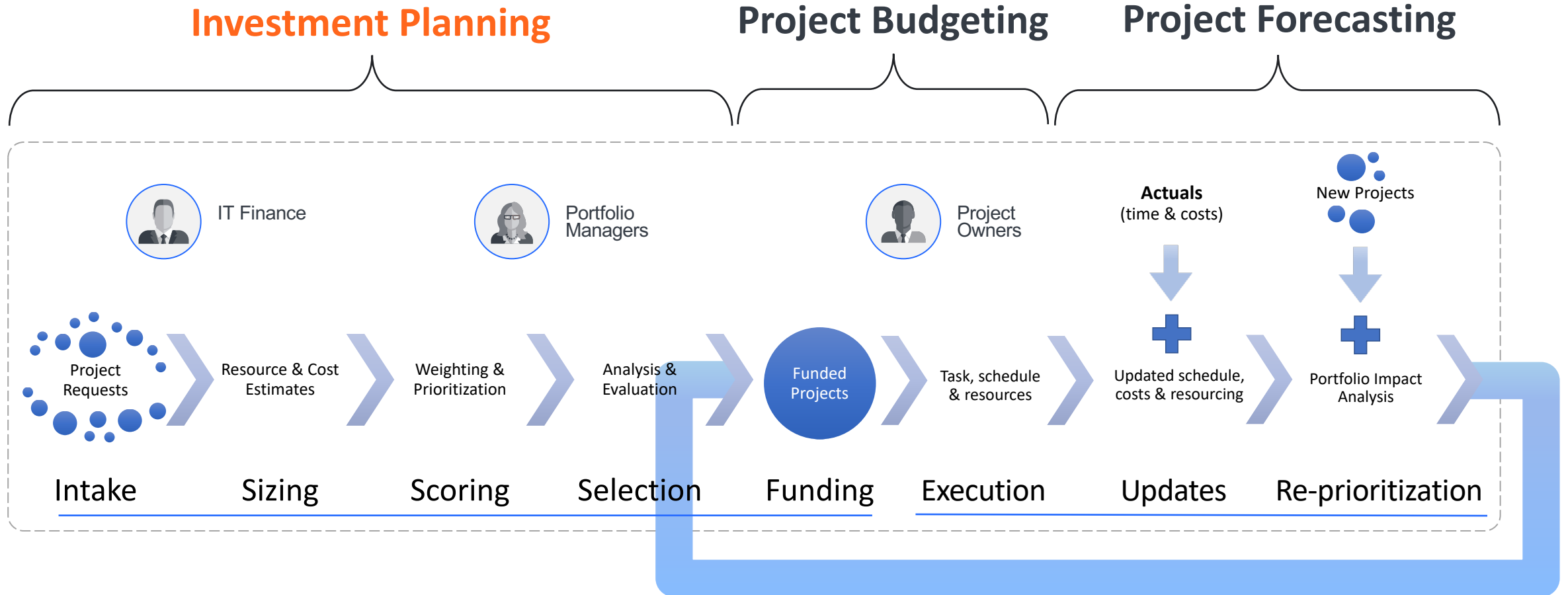


- Features required to release product = 30
- Sprint team can produce 30 points of features in 3 iterations
 - Note: Team is more efficient in third sprint than in first
- Forecast = 9 developers * 3 months of salary
- Value points calculated in similar fashion

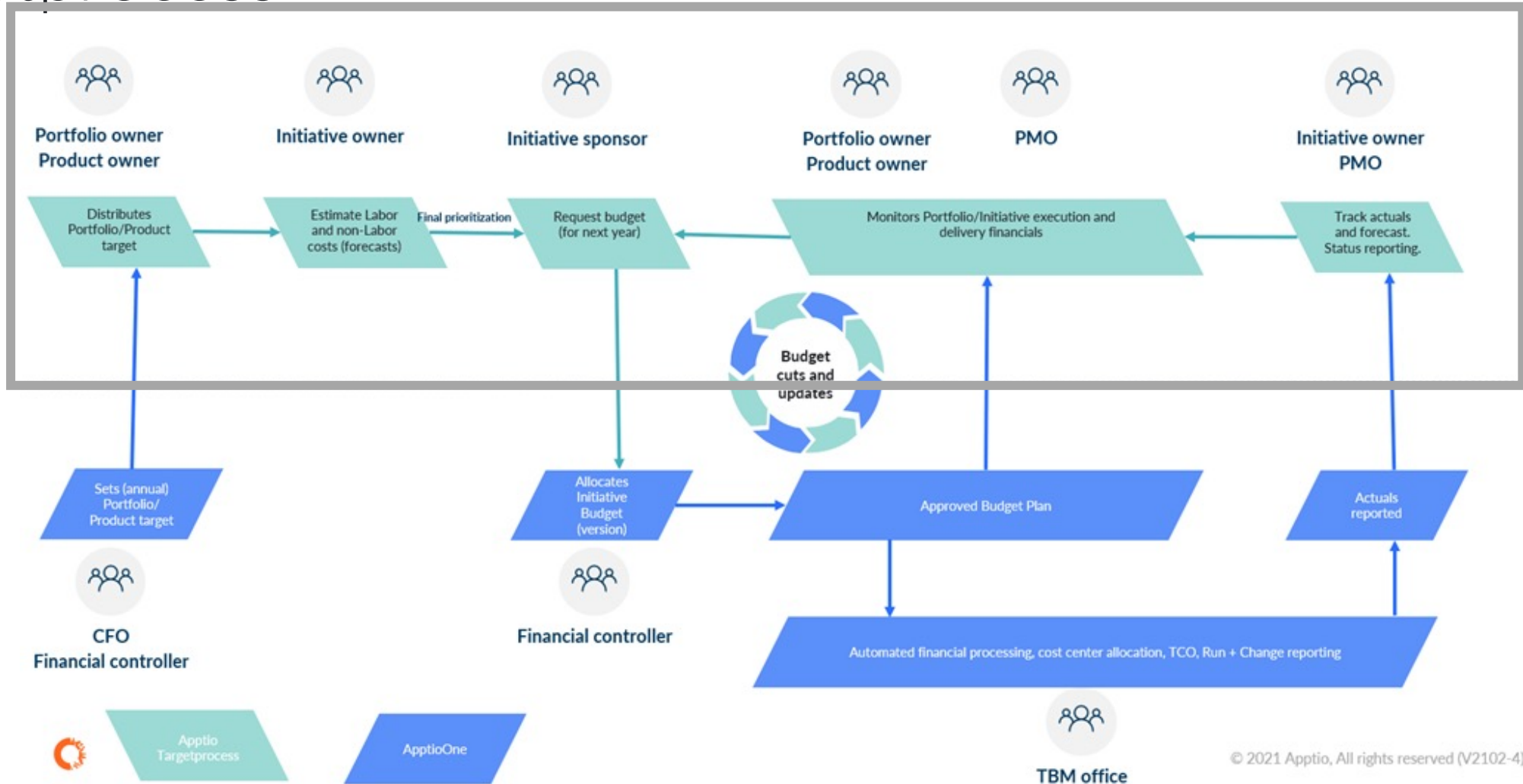
- EXAMPLE
 - 10k / Developer
 - Sprint cost = 90,000
 - Total Forecast = 270,000
 - Estimate Cost / point = 9,000



Project Financial Governance Process



Customer use case: Labor cost estimations in Targetprocess

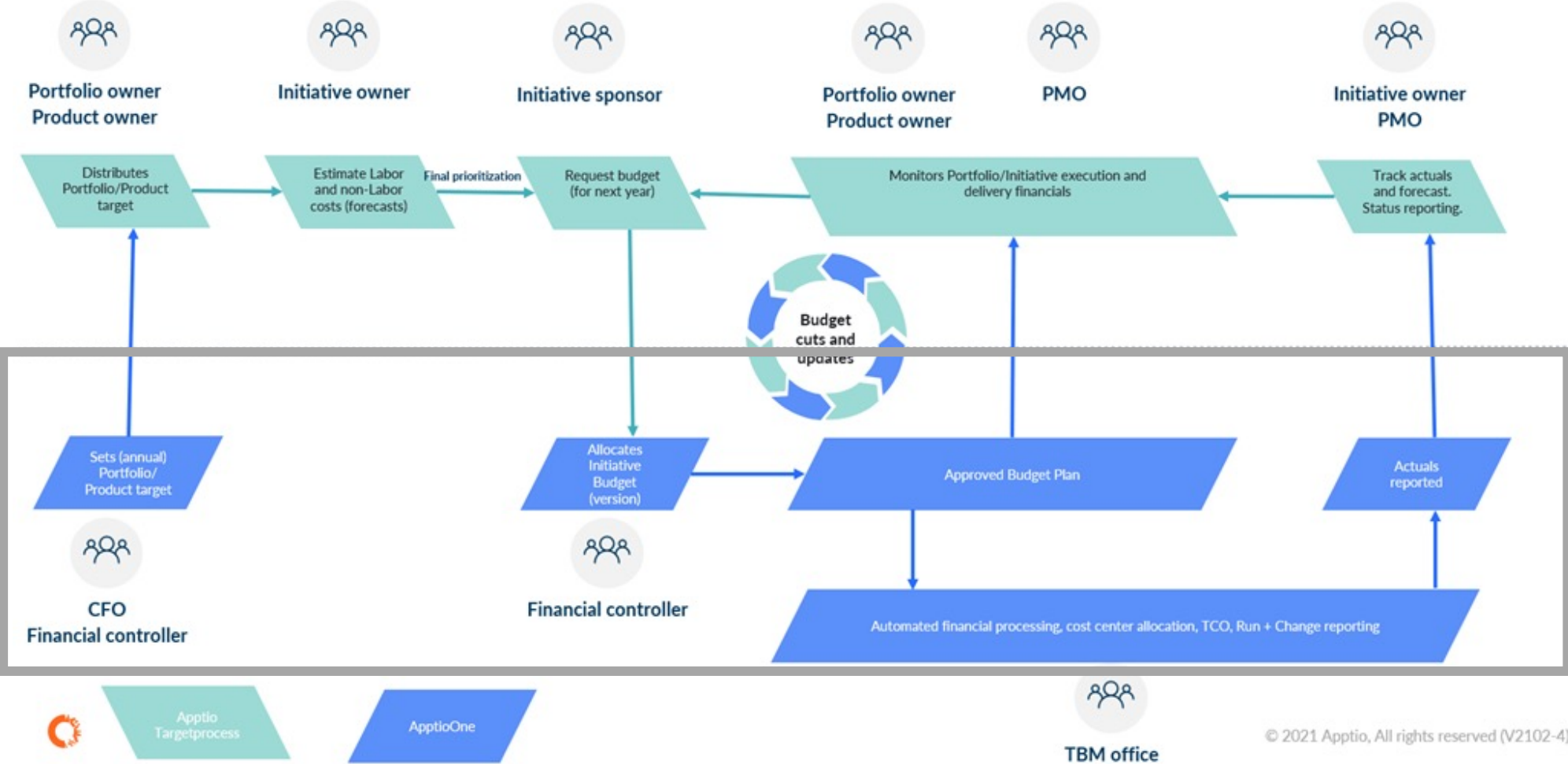


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Customer use case: Integrated financial follow up in A1



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