



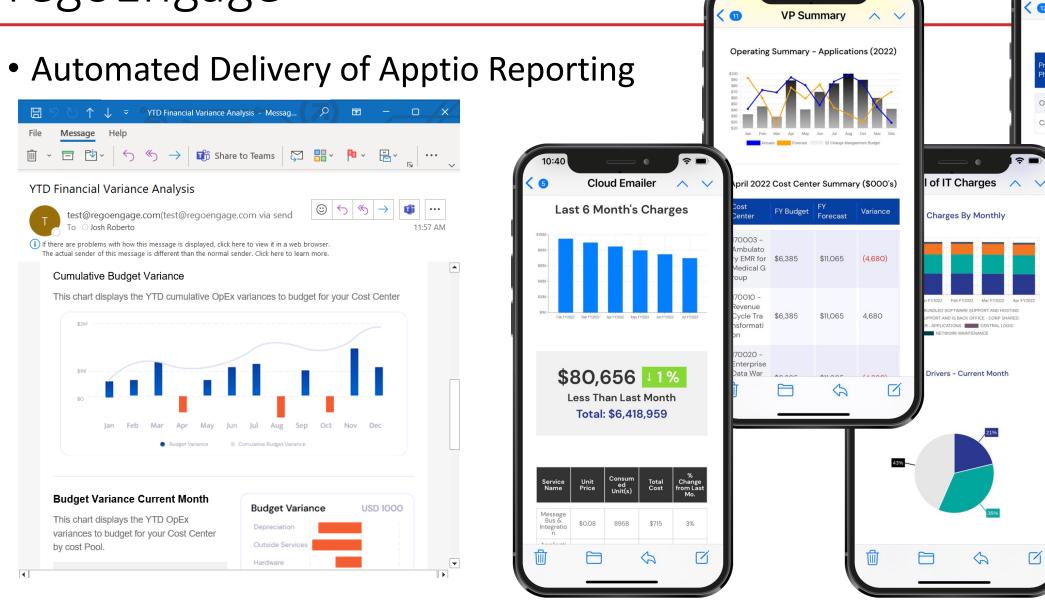
# Rego Innovations for Apptio

Your Guides: Doug Greer and Rob DeLeo

## Overview of Rego Innovation

- Rego Goals:
  - 1. Reduce the Cost to Implement & Support Apptio
  - 2. Add new functionality that is not part of the core tool
- Two Areas:
  - Integrations
  - Add-Ons
- Two Products currently, with more on the way:
  - RegoEngage
  - RegoSync

# regoEngage



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# The Challenge

It can be difficult to **engage audiences in Apptio** due to a number of factors:



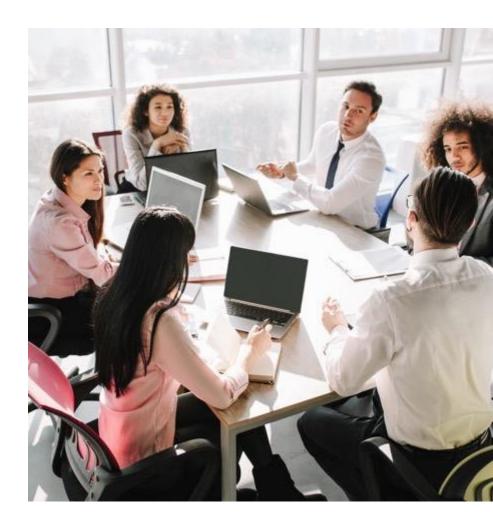
The amount of **content and reports within Apptio can be overwhelming** for users that only need it for one or two things:



Users who consume Apptio reports infrequently may have **difficulty navigating Apptio Report Collections**. It's difficult to train everyone you want to reach.

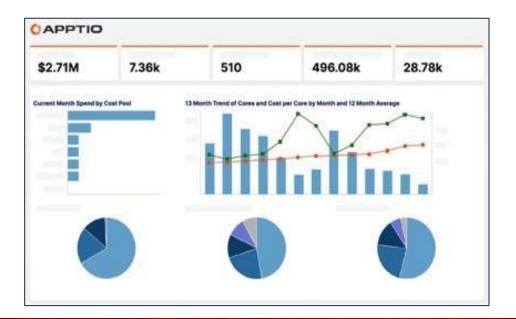


**Some stakeholders can be resistant** to checking "just one more system" to get information and rely on familiar software or spreadsheets. They already have many software tools, **and they forget how to access Apptio.** 



Dashboards and views are <u>sent via email</u> to stakeholders instantly and automated via scheduling.

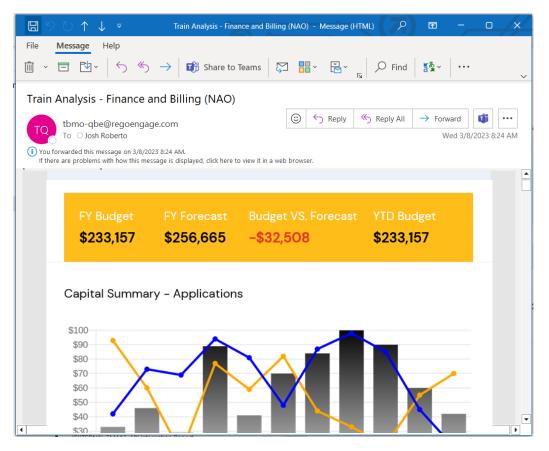
regoEngage gets the most <u>relevant information directly to stakeholders</u>, in a compact, customizable, consumable format.

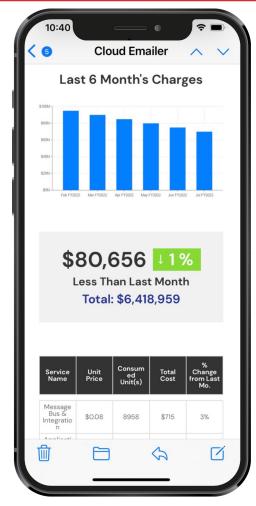


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### 1. Information is received by stakeholders in a familiar medium

• Most stakeholders spend a large amount of time in their email. By delivering in this familiar manner, time is saved by not having to frequently navigate another system searching for information.





Emailers are specifically formatted for Outlook and tested with multiple business email clients and responsive for viewing on mobile devices.

### 2. Information is relevant, useful, and concise for the recipient

• Emailers deliver concise and valuable information for each recipient that summarizes key important information for their area of responsibility (cost center, application, product, etc).

Hundreds of possible stakeholders including...



**Application Owners** receive a Cost Summary for their application



**Business Leaders** receive Financial Summary and Variance Analysis for their areas of responsibility



**Chargeback Entities** receive Invoices for their service consumption



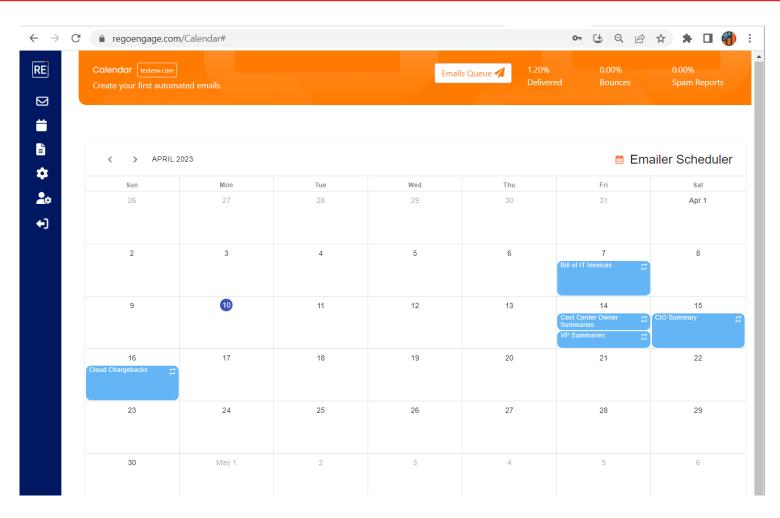
**Cloud Teams** receive Cost and Usage Summaries for their cloud utilization

#### Example application owner email:

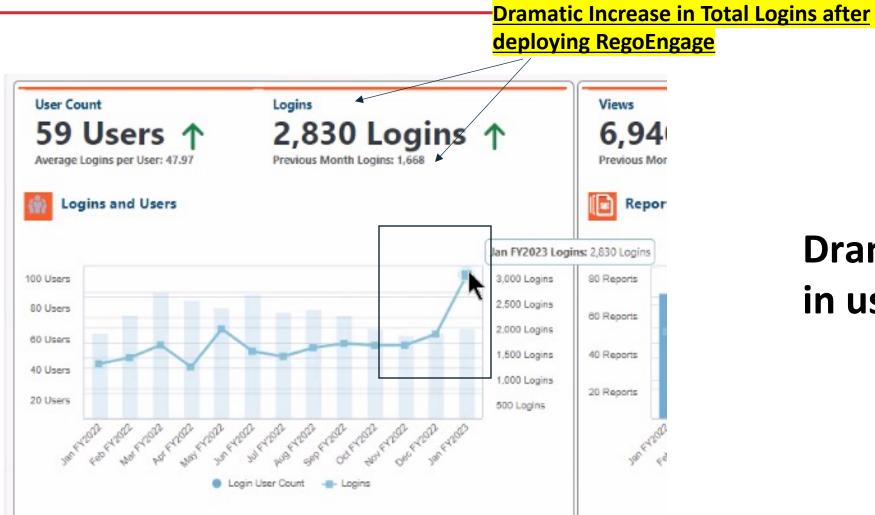
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### 3. Information is delivered timely to each stakeholder when it is most needed

- Automating delivery of key information to business leaders ensures they have access to the exact information they need when making decisions
- Automation is Key
  - Scheduling is available to automatically deliver key information to all business stakeholders



# What can you expect?



# Dramatic Increase in usage

**rego**Engage

"Apptio is a wonderful toolset, but a key missing ingredient is the ability to push reports to stakeholders. We have many IT managers that log into Apptio very infrequently or not at all. With RegoEngage we're able to put information in front of them monthly." ---TBM Director Drive engagement without requiring users to login to Apptio Save time with personalized automated email reports based on users or user groups

Increase alignment and visibility with emails that feature your company's branding

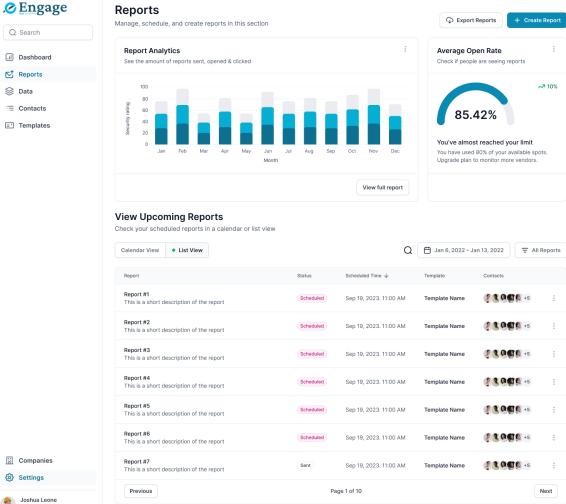
Users make decisions faster when receiving tailored emails with the information that is relevant to them

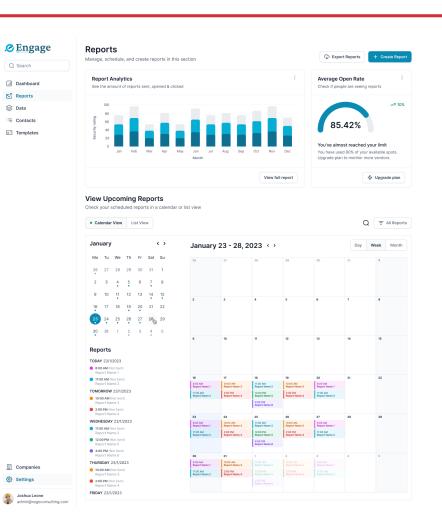
# RegoEngage 2.0

- Total replatform with more modern interface
- More analytics
- More configurable
- WYSIWYG Editor

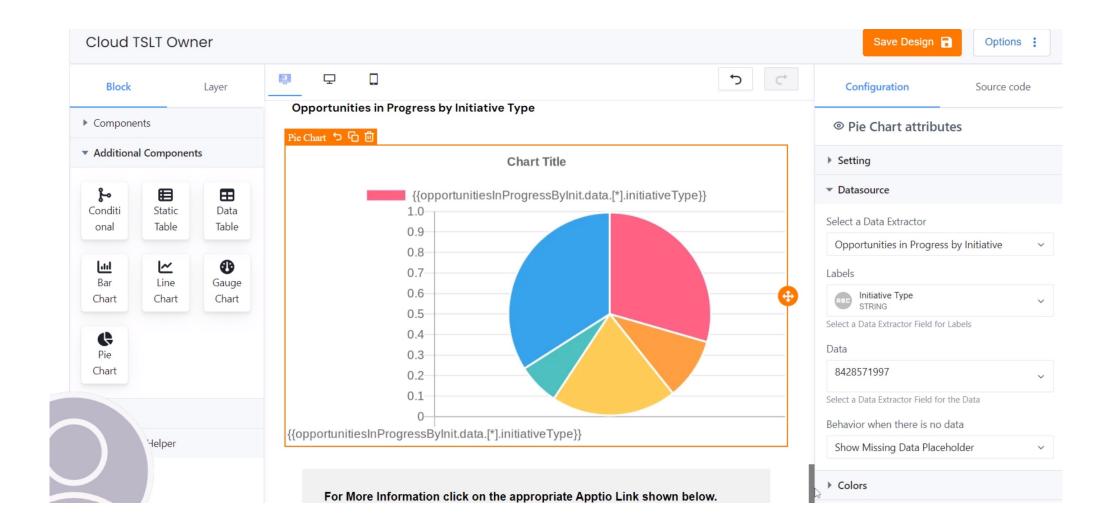
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	~ C-Suite	All of the people on the C-Suite level	<b>COCA</b> +5	-	:
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Companies	Previous	Page 1 of 10			Next

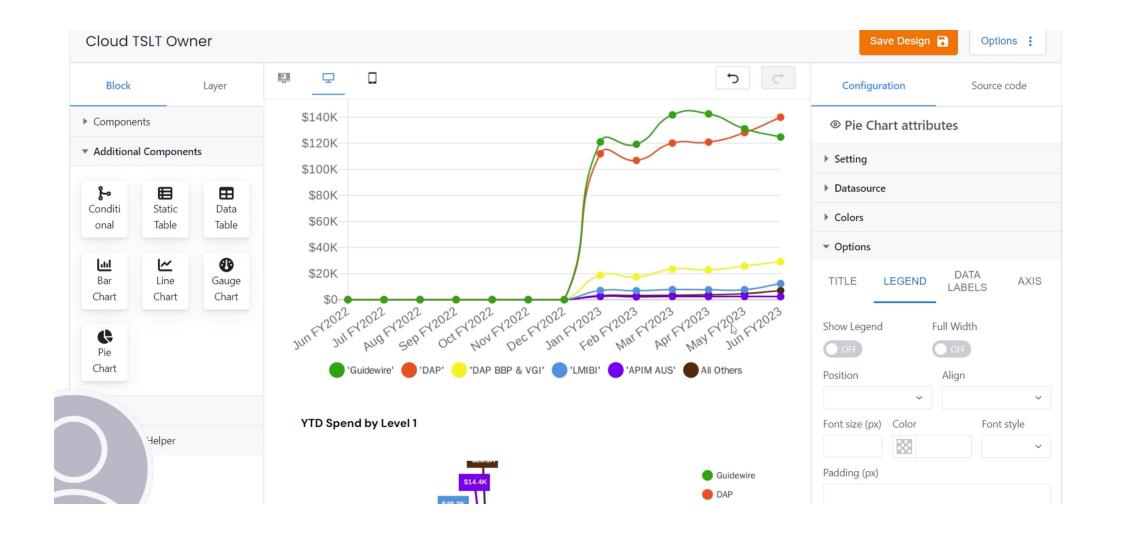
Joshua Leone admin@regoconsulting.com

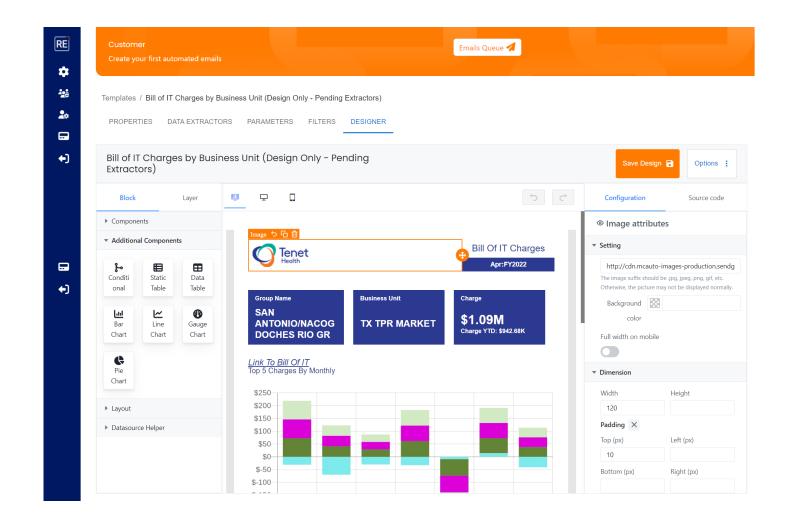


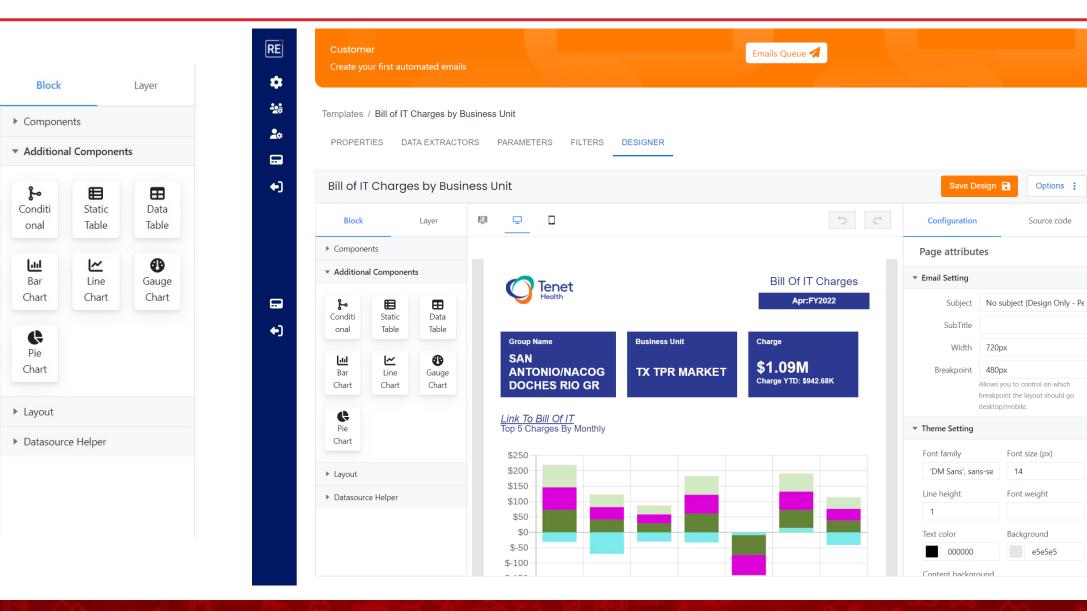


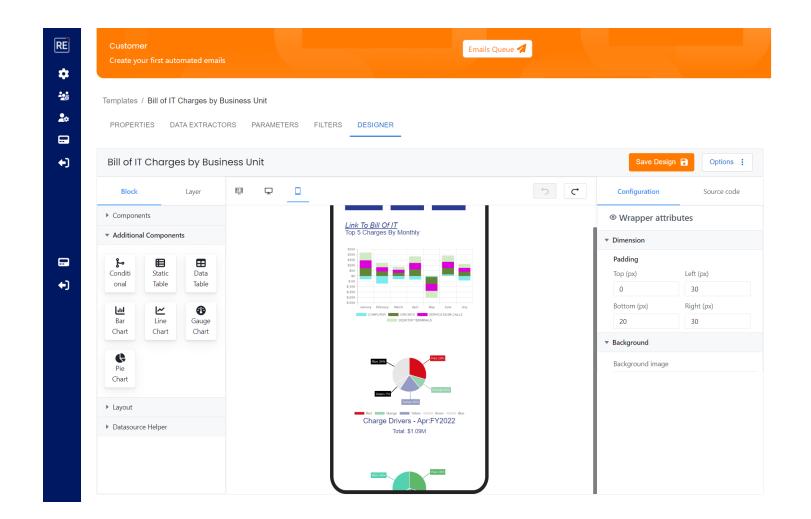
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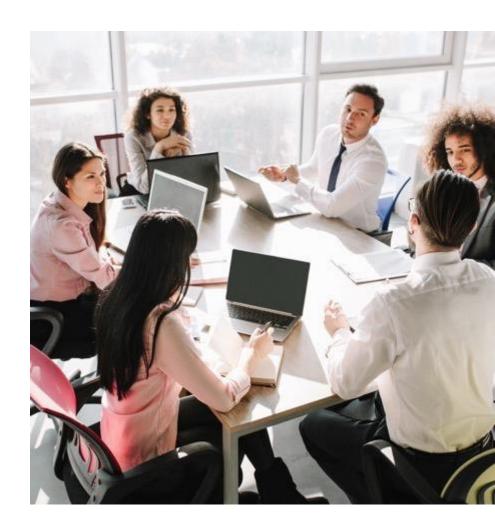
# Automate the Planning Cycle regoSync



### **The Challenge**

The administrative tasks required to run a planning cycle in IT Planning can be cumbersome and time consuming. It also require after hours work to complete necessary tasks to not interrupt End Users.

- Out of the box IT Planning requires a manual process to publish the plan data to Cost Transparency.
- IT Planning can only publish to P1 of the plan start year not allowing for a true forecast to actuals variance comparison in Cost Transparency.
- There is a limitation on the calculations that IT Planning can perform.
- Project Financial Planning delegation data does not get published to Cost Transparency.
- Not all reference data tables can be set up for CT Integration. (Labor Allocation Rules, Exchange Rates, Cost Object Permissions)



### What does regoSync do?

regoSync automates the publishing of plan data to Cost Transparency and can be scheduled to run multiple times a day. This takes the manual task off the Admins and provides Cost Transparency users with the most up to date plan numbers in reports.

regoSync allows plans to be published to any period. It can be configured to not overwrite previous plans and give a true view of how the forecast accuracy has changed over time.

regoSync automates bringing transformed data back into IT Planning. This transformed data can be loaded as External Items and not impact any of the End User updates that have been made.

- More automated Planning process.
- Better Forecast reporting in Cost Transparency
- More accurate planning calculations.

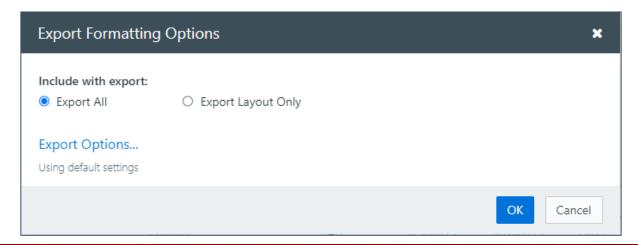
regoSync Use Cases



### Schedule publishing of Plan Data to Cost Transparency

- Schedule publishing of Budget or Forecast to CT
  - Publish Any Tab
  - Publish All Data or Saved Layout

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### Import Data from other source systems into IT Planning

- Import Labor, Asset or Contract data from other source systems into IT Planning
  - Format Data in TBM Studio and schedule Import

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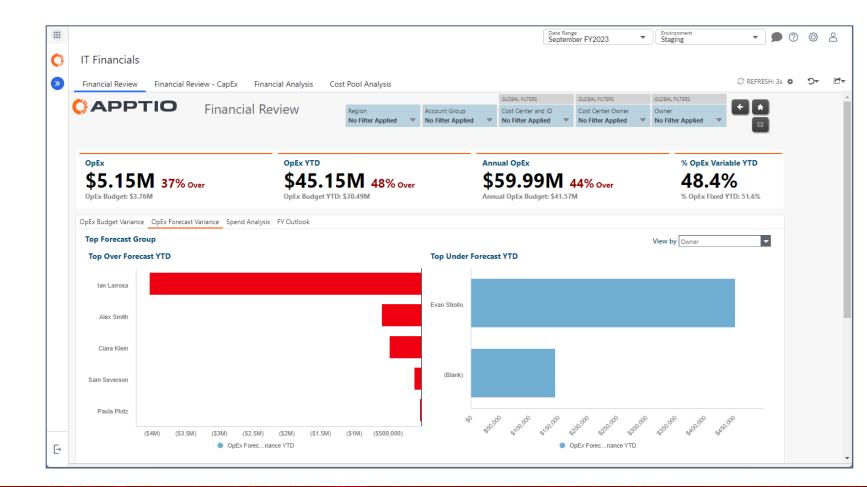
### Perform calculations that ITP cannot handle

- Publish data to CT, perform calculations that ITP cannot handle and import line items back into ITP
  - 26 Pay Period calculation
  - 401k Contribution Limits
  - HSA Benefits

Expenses       All Departments       All Projects       FY23 - FY25       Import Section 1         Summary Labor Activity Contracts Assets Other       Set Filters T       A         OPEX TOTAL: FY2023       Set Filters T       A         \$\$15.69M       \$30       Import External Finance         Layout*       Cost Center       Project       Account       Vendor       Description       Comment       Jan         Delete All External Financials       Delete All External Financials       Delete All External Financials       Delete All External Financials	Y2023 July Forecast - RegoS	Forecast: New	9	C Department	Project		Range	
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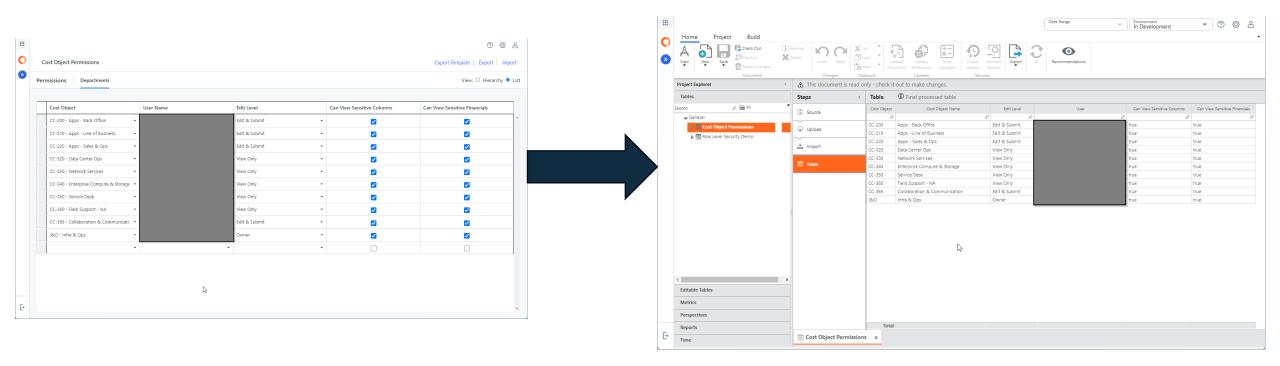
## Publish Forecasts to Any Period

- Publish Plan Data to periods other than P1
  - Publish Forecasts to different Periods
  - Get a true Forecast to Actuals variance



### Publish Cost Object Permissions to Row Level Security

- Publish Cost Object Permissions to Row Level Security
  - Update Permissions in one place
  - Schedule publish to Row Level Security



✓ More **automated** planning process.

✓ Cost Transparency reports updated without manual intervention.

✓ True reflection of forecast accuracy over time.

✓ More robust and accurate calculations.

# Questions?



Surveys

Please take a few moments to fill out the class survey. Your feedback is extremely important for future events.



Let Rego be your guide.

# Thank You For Attending Rego University

#### Instructions for PMI credits

- Access your account at pmi.org
- Click on **Certifications**
- Click on Maintain My Certification ٠
- Click on Visit CCR's button under the Report PDU's ٠
- Click on Report PDU's •
- Click on **Course or Training** •
- Class Provider = Rego Consulting
- Class Name = regoUniversity
- Course **Description**
- Date Started = Today's Date
- Date Completed = Today's Date ۰
- Hours Completed = 1 PDU per hour of class time ٠
- Training classes = **Technical** ٠
- Click on I agree and Submit



Let us know how we can improve! Don't forget to fill out the class survey.



Phone 888.813.0444

Email info@regoconsulting.com



Website www.regouniversity.com