

Bronze Sponsor



Unified Agile Execution and Financial Insight: Leveraging Targetprocess & Apptio Together

Your Guides:
Jeff Barschaw & Hollie Potts

Introductions

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



What is IT Planning?

- Provides a collaborative workspace to enter technology financial data
- Enables planning at the level of detail necessary for IT Finance
- Creates a repeatable, more accurate planning process
- Automates data ingestion of Actuals and forecast lines from external systems to quickly reforecast



Benefits of IT Planning

Streamline IT Financial Planning for Strategic Success

Automate workflows, improve financial insights, and align IT investments with business priorities for greater efficiency and impact.



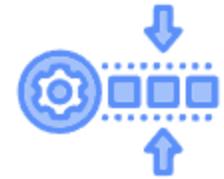
Optimize

Automate & accelerate manual and error-prone budgeting, forecasting, and planning processes



Analyze

Understand budget variance and enhance decision-making.



Align

Reduce waste, eliminate duplications, and strategically align investments with organizational priorities.

Open Mic



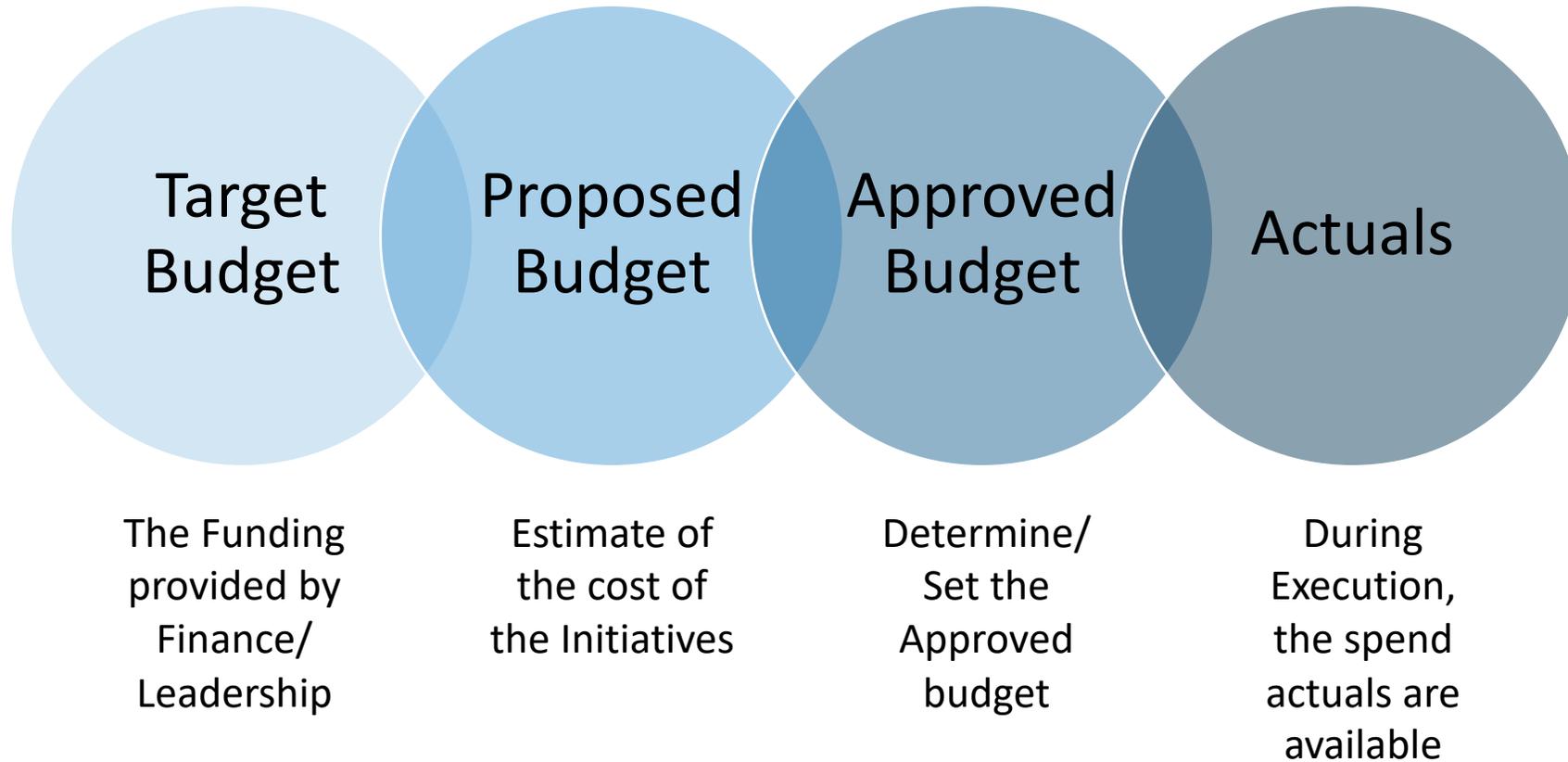
- What is your IT Planning Solution at your Company?
- What does your planning cycle look like? Annual, Rolling, Monthly, Quarterly?

Labor Budgets



- Labor Financial Management plans have traditionally been created with little or no connection to the work
- Often the Labor funding data resides in a different system than the Work Management system
- Combining the Labor estimates with the Non-labor components is critical for comprehensive Financial Planning
- Funding Capacity not Projects/work leads to ability to pivot quickly, “Rolling-Wave” funding, and straight forward governance

Budgeting Process In Targetprocess



Target Budget



Target Budget

- There are several ways the Target can be determined:
 - CxO provides a "top-line" number
 - Finance reviews previous years spending and increases or decreases based on market expectation
 - A high-level estimate of all Projects is used
 - Other...

- Best Practice is to divide this overall Budget and create a Target Budget for each Portfolio
- Best Practice to use a finance approved rate, if known
- The determination should be made based on the Portfolio's health and growth and the Lifecycle of the Portfolio
- It is recommended to distribute the overall Target Budget to all the Portfolio Epics/Initiatives
- Budgeting guardrails for CapEx/OpEx and Run/Grow/Transform can be established

Proposed Budget



Proposed Budget

- The Proposed Budget is calculated by identifying the Teams & Staff needed to Deliver the Portfolio Epics/Initiatives:
 - For each Portfolio Epic/Initiative, identify the Team(s)/Staffing needed in a Work Allocation
 - Define in the Work Allocation the Start/End Date & the Percentage of the Team/Staff
- From this activity:
 - Team & Staff Work Allocations are aggregated to provide insight into Over/Under Allocations
 - The Allocation Data and Reports can provide Demand vs Capacity analysis
 - The Work Allocations can be leveraged to calculate the Labor Cost of the Portfolio Epic/Initiative

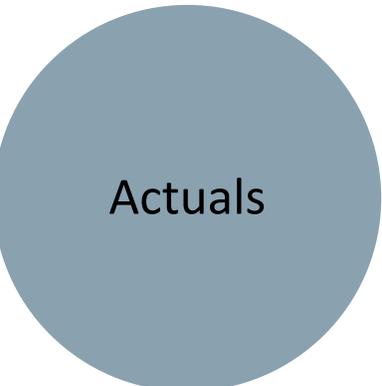
Approved Budget



Approved Budget

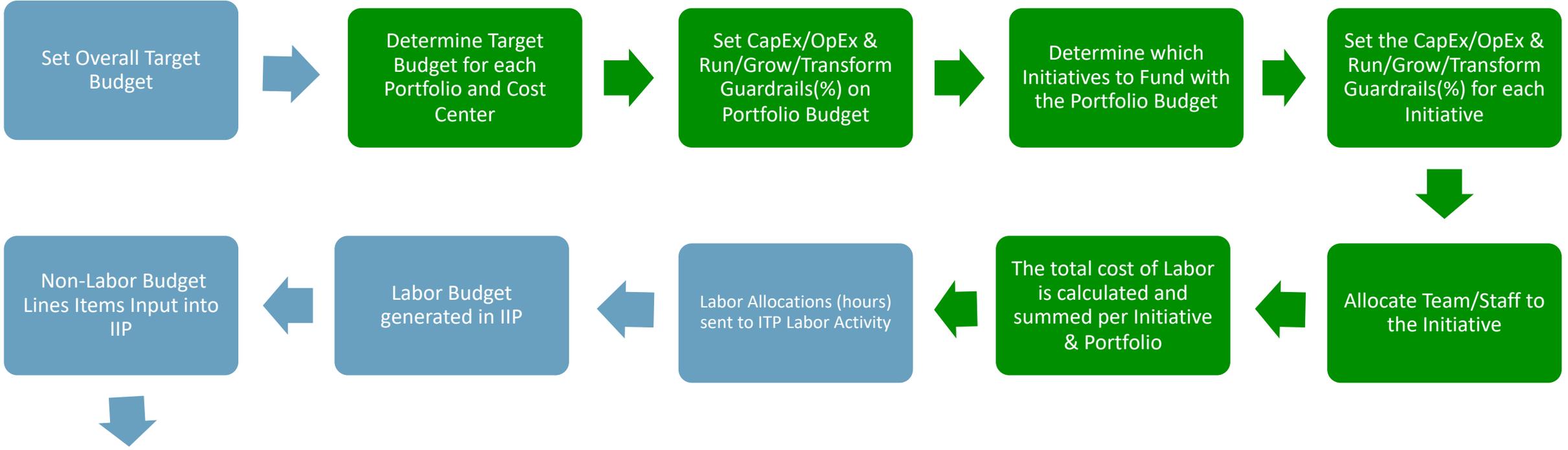
- The Approved Budget provides the final guardrail of the spend to move forward:
 - The Target and Proposed Budgets provide two data points for a more informed Approved Budget
 - In most cases, the Proposed will exceed the Target requiring a focus on the most valuable Portfolio Epics/Initiatives
 - Supports a “Rolling Wave” funding approach
- The Approved Budgets are set per Portfolio Epics/Initiatives and then rolled up to the Portfolio
- The Approved Budgets are used to provide Forecast to Actual and Variances Reports that are Aligned with the progress of the development

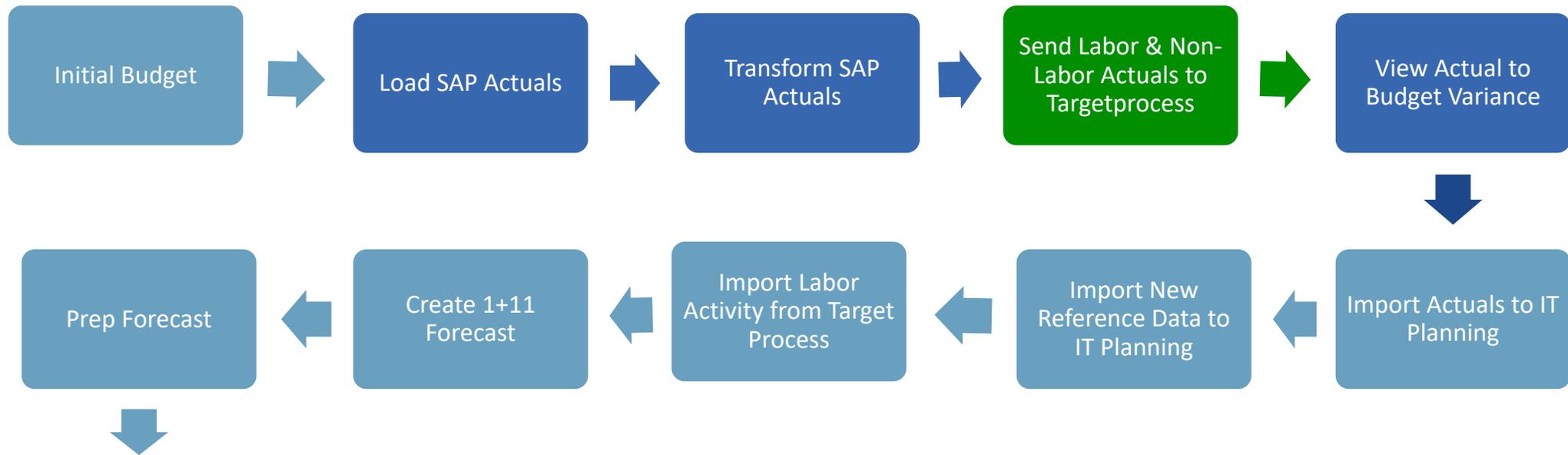
Actual



Actuals

- During execution, actual spend will be determined and sent to Targetprocess:
 - Each month the Labor spend is determined and totals are sent to Targetprocess and applied to the appropriate Portfolio Epic/Initiative
 - The paid non-labor spend can be sent to Targetprocess as well to provide a view of the overall spend accrued to date
 - These are totals only and should not contain any sensitive information (like salary, payments to Vendors, etc.)
- The Approved Budgets are set per Portfolio Epics/Initiatives and then rolled up to the Portfolio
- The Approved Budgets are used to provide Forecast to Actual and Variances Reports
- These Budget reports can include the progress of the work, allowing insights into the alignment of the spend to the progress





Demo

Portfolio Planning



Targetprocess

Project Managers enter in Work Allocations by User and Team across projects

Start Date/End Date Info Provided

Percentage or Man Days

Automation rule in Targetprocess triggers to send work allocations to TBM Studio

Financial Management



Apptio Costing & Platform

COSTING

TBM STUDIO

ADM



Apptio Planning

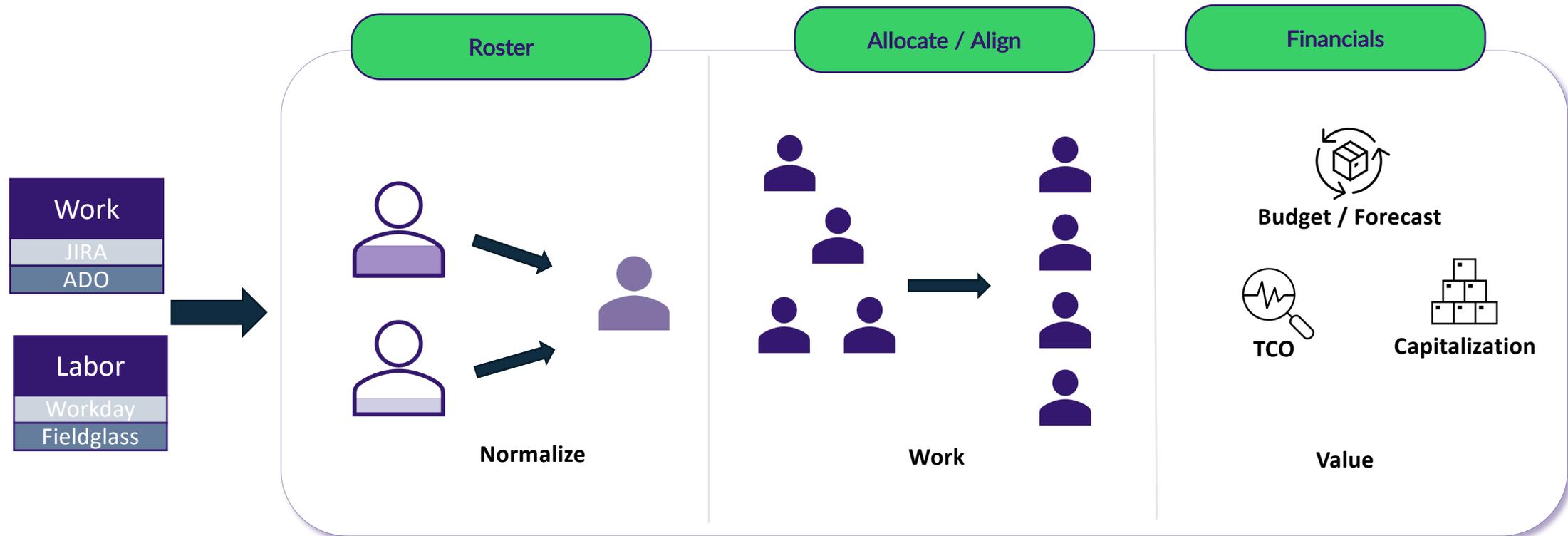
Finance able to view work allocations on Labor Activity tab

Leverage External ID to support update of data versus overwrite

Considerations

- 1) Frequency of Updates Between Targetprocess and IT Planning
- 2) Usage of a dedicated project for the process flow versus integration with main Apptio costing model
- 3) Amount of data to include in the streaming of data from Targetprocess to ADM (ie., only new items, all items within a date range, etc.)

Demo Today



- Labor Dashboard
 - New / Depart
 - Internal / External
 - Run / Grow
 - Roles
- Work Allocations Dashboard
 - Team
 - Individual/Role
 - Portfolio / Project
- Financial Dashboard & Planning
 - Value Trending
 - Non-Labor
 - Budget / Forecast

2. Work Allocations by In... Filter cards off

[Portfolio Epic] filter is OFF [User] filter is OFF

INITIATIVES	ID	State	Portfolio	Effort	Business Value	Teams	Labor Actual
Chatbots in Call Center	185208	Portfolio Backlog	Investment Banking	1455pt	Nice To Have	+3	\$ 1,927,700.
WORK ALLOCATIONS	ID	Status	Connected Team	Connected User	Job Profile		
Chatbots in Call Center / 50%	193435	Approved		Darla Powell	JP Data Engineer		
Chatbots in Call Center / 50%	193599	Requested	Team Flash Crashers		JP Data Engineer		
Chatbots in Call Center / 100%	278595	Approved		eprotasevich@apptio.com	JP Data Engineer		
Chatbots in Call Center / 50%	278632	Approved	Team Legal				
Chatbots in Call Center / 100%	278765	Requested	Team Routers		JP Information Technologies		
Chatbots in Call Center / 25%	278919	Requested	Team Flash Crashers				
Chatbots in Call Center / 66%	278967	Approved		Paul Schieman			

Agile Labor Activity

Profile ID: ea9b8b26-e619-4181-907e-d507c1eee56d

Destination: ADM

Dataset name: Agile Labor Activity

Query: `https://presalesdevbtg.tpondemand.com/svc/tp-apiv2-streaming-service/stream/LaborActivity?select={id%20as%20atpId,name,%20WorkAllocation.id%20as%20workallocationId,Product.id%20as%20productId,Product.Name%20as%20productName,ConnectedPortfolio.id%20as%20portfolioId,ConnectedPortfolio.Name%20as%20portfolioName,AgileReleaseTrain.id%20as%20agilereleasetrainId,AgileReleaseTrain.Name%20as%20agilereleasetrainName,ValueStream.id%20as%20valuestreamId,ValueStream.Name%20as%20valuestreamName,ConnectedTeam.id%20as%20connectedteamId,ConnectedTeam.Name%20as%20connectedteamName,Feature.Id%20as%20featureId,Feature.Name%20as%20featureName,Epic.Id%20as%20epicId,Epic.Name%20as%20epicName,PortfolioEpic.id%20as%20portfolioepicId,PortfolioEpic.Name%20as%20portfolioepicName,TacticalObjective.Id%20as%20tacticalObjectiveId,TacticalObjective.Name%20as%20tacticalObjectiveName,StrategicObjective.Id%20as%20strategicObjectiveId,StrategicObjective.Name%20as%20strategicObjectiveName,UltimateObjective.Id%20as%20ultimateObjectiveId,UltimateObjective.Name%20as%20ultimateObjectiveName,type%20as%20type,year,capex_opex,run_grow_transform,jan,feb,mar,apr,may,jun,jul,aug,sep,oct,nov,dec}`

Delimiter: Comma

Step 1: Targetprocess Integration w/ TBM Studio

1) Active Work Allocations are exported out of Targetprocess; Active is defined by having teams assigned and dates for the current range of time

2) Active Involvements are also exported out of Targetprocess; Active is again defined by date range assigned to the Involvement (Optional)

3) Involvements includes all demands (months) that individual is assigned to the team and their percent allocated (Optional)

4) Integration process is scheduled to run at a set interval to send over all active information; can also be initiated manually

This document is read only - check it out to make changes.

Steps + **Upload** ⓘ Upload data and manage prior uploads

Source: Ad-Hoc updates Source System: Upload Service

Upload

Initial Upload
Agile_Labor_Activity_Import-06-26-2023.tsv
Last Uploaded: June 26, 2023

May FY2024
DOS-Uploaded-Agile Labor Activity Import.csv
Last Uploaded: June 26, 2024

Jun FY2024
DOS-Uploaded-Agile Labor Activity Import.csv
Last Uploaded: July 16, 2024

Jul FY2024
DOS-Uploaded-Agile Labor Activity Import.csv
Last Uploaded: August 19, 2024

Jan FY2025
DOS-Uploaded-Agile Labor Activity Import.csv
Last Uploaded: January 16, 2025



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Steps + **Formulas** ⓘ Create or change columns

Source: Existing Table

Column Name	Description	Type	Formula
ITP Activity Type		Text	=ADM Expense Type
ITP Charge Account		Text	=Lookup(ITP Activity Type, ITP Labor Activity Type Mapping, Name, Charge Account)
ITP Comment		Text	-
ITP Cost Type		Text	=IF(ADM Expense Type="OpEx", "Run", "Build")
ITP Cost Type Legacy		Text	=Lookup(ADM Run Grow Transform, ATP to ITP Cost Type Mapping, Run Grow Transform, Cost Type)
ITP Cross-Charge Account		Text	=Lookup(ITP Activity Type, ITP Labor Activity Type Mapping, Name, (Cross-Charge Account))
ITP Default Charge Account Overwritten		Text	FALSE

Formulas Step Results Preview

year	ADM ATP ID	ADM Work Allocation Name	ADM Work Allocation ID	ADM Product ID	ADM Product Name	ADM Portfolio ID	ADM Portfolio Name	ADM
2024	276906	Financial Services / 50%	193088	231983	Apptio One	191444	Insurance	
2024	276907	Financial Services / 50%	193088	231983	Apptio One	191444	Insurance	



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Steps + **Append** ⓘ Add rows from other tables

Source: ITP Labor Activity Transform

Name	Row Count	Type	Last Updated	Actions
ITP Labor Activity Transform	4	Transform	January 17, 2025	View

Cost Type	Project	Project Cost Center	Activity Type	Charge Account	Cross-Charge Account	Discretionary Name	Initiative Name	Portfolio Epic Name
Build	255678	CC-255678	CapEx	ACCT_6000	ACCT_7598000	Discretionary	E-docs Functionality within the Mobile App	E-docs Functionality within the Mobile
Run	255678	CC-255678	OpEx	ACCT_2157	ACCT_7598000	Discretionary	E-docs Functionality within the Mobile App	E-docs Functionality within the Mobile

Step 2: Normalization and Data Enrichment in TBM Studio

1) Agile Labor Activity Import is main data about the Work Allocation. Additional data sets or renamed data sets may be ingested based on use case

2) Normalization of data and calculations can occur in various transform files

3) Within the ITP Labor Activity Transform we append in Work Allocations and add the External Code which is important for updates; External Code is based on Epic and Resource

4) Final data set for ITP is based off Labor Activity Transform

Status

Environment: presales-dev.com:btg

Entity	Producer	Producer Status	Subscriber Notification Details	Producer Status Last Update
A1Plan Labor Activity	ApptioOne Cost	Successfully Uploaded Data to ADM	✔ Sent(1), Received (0), Errored (0)	1/17/25, 3:41 PM
A1Plan Project	ApptioOne Cost	No Status	Sent(0), Received (0), Errored (0)	4/3/23, 10:14 AM
Account	ApptioOne Cost	No Status	Sent(0), Received (0), Errored (0)	4/3/23, 10:14 AM
Account Category	ApptioOne Cost	No Status	Sent(0), Received (0), Errored (0)	4/3/23, 10:14 AM
Actuals	ApptioOne Cost	Successfully Uploaded Data to ADM	✔ Sent(0), Received (1), Errored (0)	1/16/25, 2:45 PM
Agile Labor Activity	Targetprocess	Successfully Uploaded Data to ADM	✔ Sent(0), Received (1), Errored (0)	1/16/25, 2:51 PM
Agile Work Allocation Assignments	Targetprocess	Successfully Uploaded Data to ADM	✔ Sent(0), Received (1), Errored (0)	8/8/24, 11:35 AM
Asset Budget	ApptioOne Planning	No Status	Sent(0), Received (0), Errored (0)	4/3/23, 10:14 AM
Asset Class Defaults	ApptioOne Cost	No Status	Sent(0), Received (0), Errored (0)	4/3/23, 10:14 AM
Asset Forecast	ApptioOne Planning	No Status	Sent(0), Received (0), Errored (0)	4/3/23, 10:14 AM
ATP Approved Budgets	ApptioOne Cost	Successfully Uploaded Data to ADM	✔ Sent(1), Received (0), Errored (0)	1/18/25, 4:40 AM
ATP Approved Budgets v2	ApptioOne Cost	Successfully Uploaded Data to ADM	✔ Sent(1), Received (0), Errored (0)	1/16/25, 2:55 PM

Step 3: Mapping of TBM Studio Datasets to IT Planning in ADM

- 1) Apptio Planning subscribes to the A1 Plan Labor Activity entity within TBM Studio/Cost Transparency
- 2) A1Plan Labor Activity points to the table at the end of Step 2

Edit Entity

Entity Name*
A1Plan Labor Activity

Dataset Name*
A1Plan Labor Activity

Project*
presales-dev.apptio.com:ACM Future

Expenses All Departments 255657 - New Stude... + 2 FY2023

Summary Labor **Labor Activity** Contracts Assets Other

Charges (\$3.48M) Hours FT

Work Allocation Name	Discr...	Project Cost Center	Working Calendar	Currency	Line Item Code	Product	Project: Project Gr...
<input type="checkbox"/> E-docs Functionality within the Mobile App / 50%	Discretion...	E-docs Functionality withi...	Default Calendar	USD	LAP-11	E-docs Functionality withi...	Asset Management
<input type="checkbox"/> Chatbots Development work / 25%	Discretion...	Chatbots in Call Center	Default Calendar	USD	LAP-20	Chatbots in Call Center	Investment Banking
<input type="checkbox"/> Chatbots Development work / 25%	Discretion...	Chatbots in Call Center	Default Calendar	USD	LAP-19	Chatbots in Call Center	Investment Banking
<input type="checkbox"/> Chatbots in Call Center / 100%	Discretion...	Chatbots in Call Center	Default Calendar	USD	LAP-18	Chatbots in Call Center	Investment Banking
<input type="checkbox"/> Chatbots in Call Center / 100%	Discretion...	Chatbots in Call Center	Default Calendar	USD	LAP-17	Chatbots in Call Center	Investment Banking
<input type="checkbox"/> Chatbots in Call Center / 50%	Discretion...	Chatbots in Call Center	Default Calendar	USD	LAP-16	Chatbots in Call Center	Investment Banking
<input type="checkbox"/> Chatbots in Call Center / 50%	Discretion...	Chatbots in Call Center	Default Calendar	USD	LAP-15	Chatbots in Call Center	Investment Banking
<input type="checkbox"/> E-docs Functionality within the Mobile App / 100%	Discretion...	E-docs Functionality withi...	Default Calendar	USD	LAP-14	E-docs Functionality withi...	Asset Management
<input type="checkbox"/> E-docs Functionality within the Mobile App / 100%	Discretion...	E-docs Functionality withi...	Default Calendar	USD	LAP-13	E-docs Functionality withi...	Asset Management

Step 4: Trigger Update of Data within IT Planning

1) Data can be pulled from TBM Studio/Cost Transparency via the “Import from cost transparency...” option available on the Labor Activity tab

2) Option to pull data is available in the “New View”

3) Use of external code allows for updating of records within the ITP interface

Table Level Actions

- Disable dense mode
- Analyze labor allocation
- Import labor activity...
- Import from cost transparency...
- Export labor activity...
- Publish labor activity to cost transparency...
- Export labor activity template...

3.52 3.04 6.56

	FY23 <			Q1 FY23 <			Q2 FY23 <			Q3 F
Comment	Jan FY23	Feb FY23	Mar FY23	Q1 FY23	Apr FY23	May FY23	Jun FY23	Q2 FY23	Jul F	
	3.2	25	36.8	65	32	36.8	35.2	104	33.6	
		25		25				0	210	
		25		25				0	210	
	387.2	25	404.8	817	352	404.8	123.2	880		
	316.8	25	331.2	673	288	331.2	100.8	720		
	17.6	25	18.4	61	16	18.4	5.6	40		
	70.4	25	73.6	169	64	73.6	22.4	160		
	7.2	25	82.8	115	72	82.8	79.2	234	75.6	
	8.8	25	101.2	135	88	101.2	96.8	286	92.4	

Helps Organizations and Provides Future Opportunities



Increase Adoption of Users

Drive more adoption within the organization as automation supports less manual effort



Streamline Process

Avoid the obstacle of having a user need to “swivel” between multiple solutions



Automate Normalization and Manual Efforts

Utilize TBM Studio to translate percentages and dates to hours assigned to work



Product Enhancements

Updates to trigger load from TBM Studio into ITP based on calculations

End to End Support from Work Management to Planning

Questions?



Surveys

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



Thank You For Attending Rego University

Instructions for PMI credits

- Access your account at pmi.org
- Click on **Certifications**
- Click on **Maintain My Certification**
- Click on **Visit CCR's** button under the **Report PDU's**
- 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**
- Hours Completed = **1 PDU per hour of class time**
- Training classes = **Technical**
- 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

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