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Frictionless Cost Accounting Essentials: Stop Guessing What Development Costs You

Your Guides:
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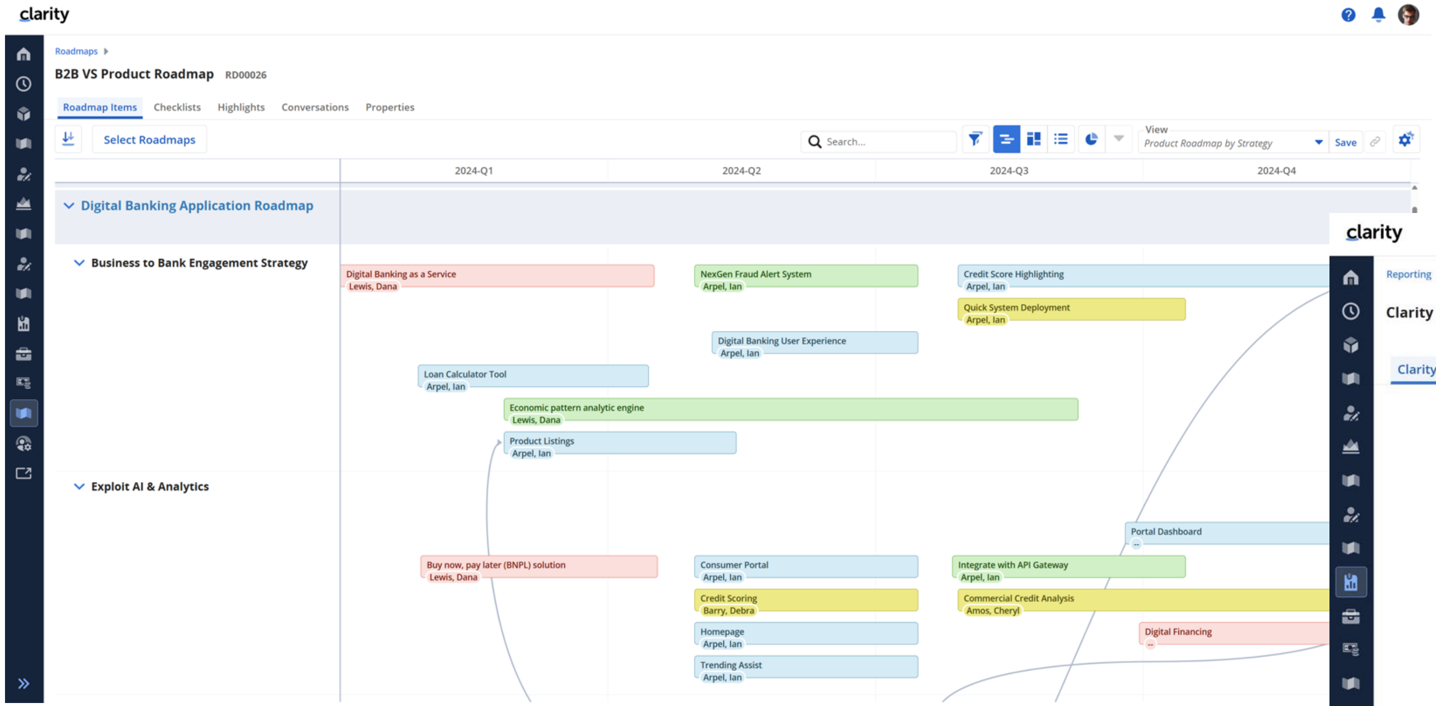
Matthew Gorbsky, Head of Product | Rally

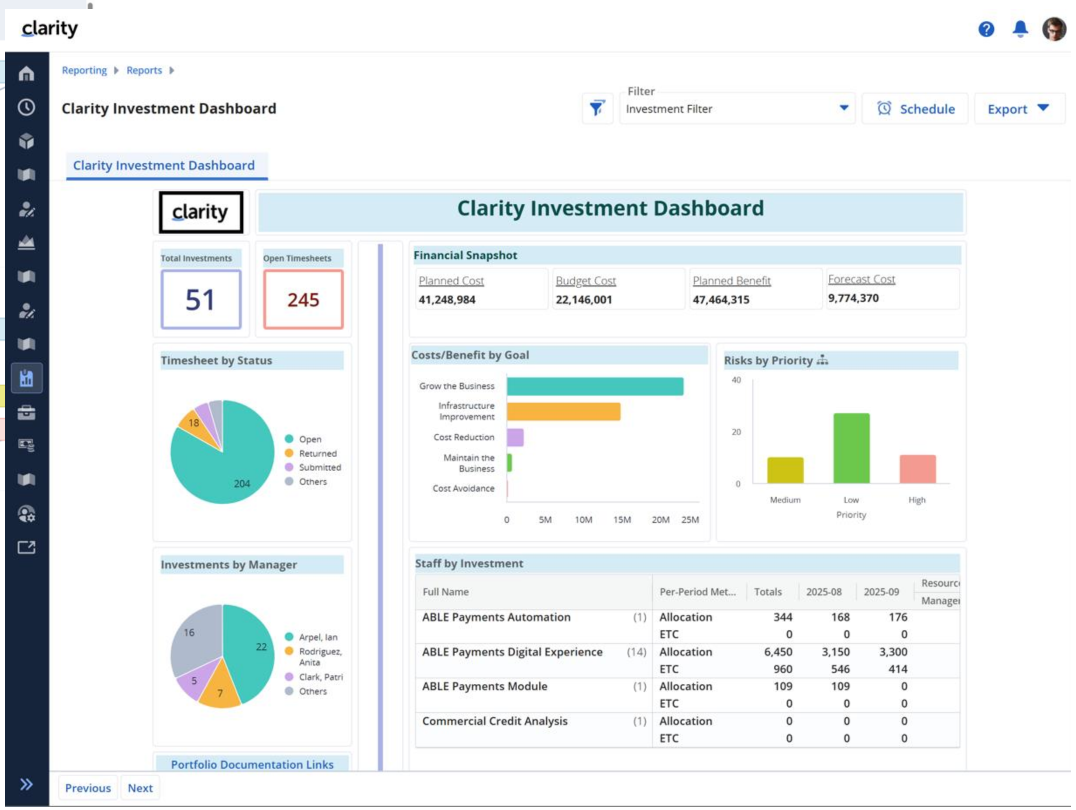
Agenda

- The Challenge of Opaque Development Costs
- Configuring Clarity for Frictionless Cost Accounting
- The Engine of Frictionless Data: Rally + The Integration
- "But My Teams Use Jira…" - A Path to Full Visibility
- What To Do Next
- Q&A

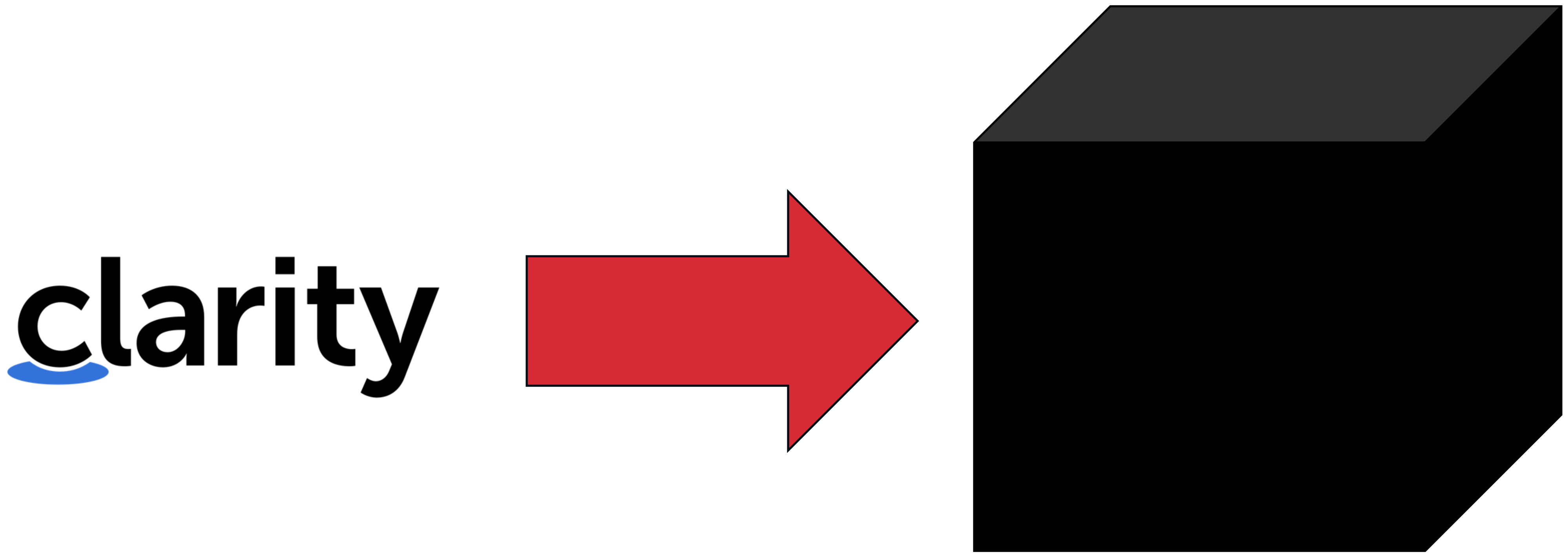
The Challenge of Opaque Development Costs

Your Organizations Have the Plan





The Problem: The Handoff into the "Black Box"

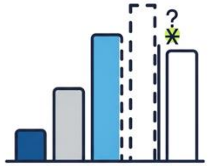


Once work enters the development lifecycle, financial visibility is often lost.

The Symptoms of Guesswork

- **Chasing Timesheets**: Constantly reminding developers to fill out timesheets, which they see as a distraction from their real work.

- **Spreadsheet Gymnastics**: Trying to reconcile manually-exported reports from agile tools with your financial plan in Clarity.



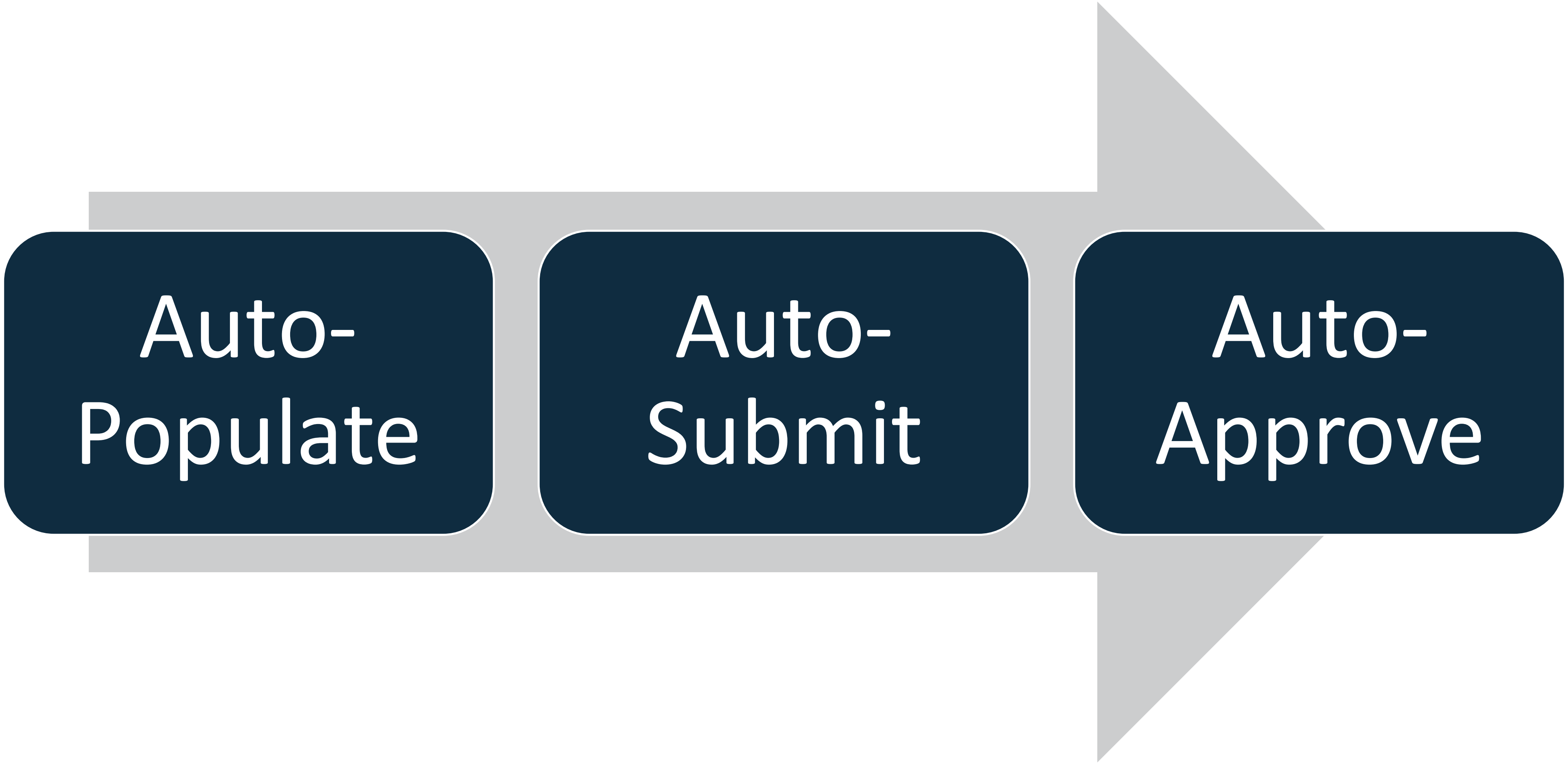
- **Relying on Estimates**: Your financial reporting is based on initial guesses rather than the actual effort being spent.

- **Delayed Decisions**: By the time you get the data, it's often too late to make meaningful adjustments to scope or budget.

The Solution: Frictionless Cost Accounting

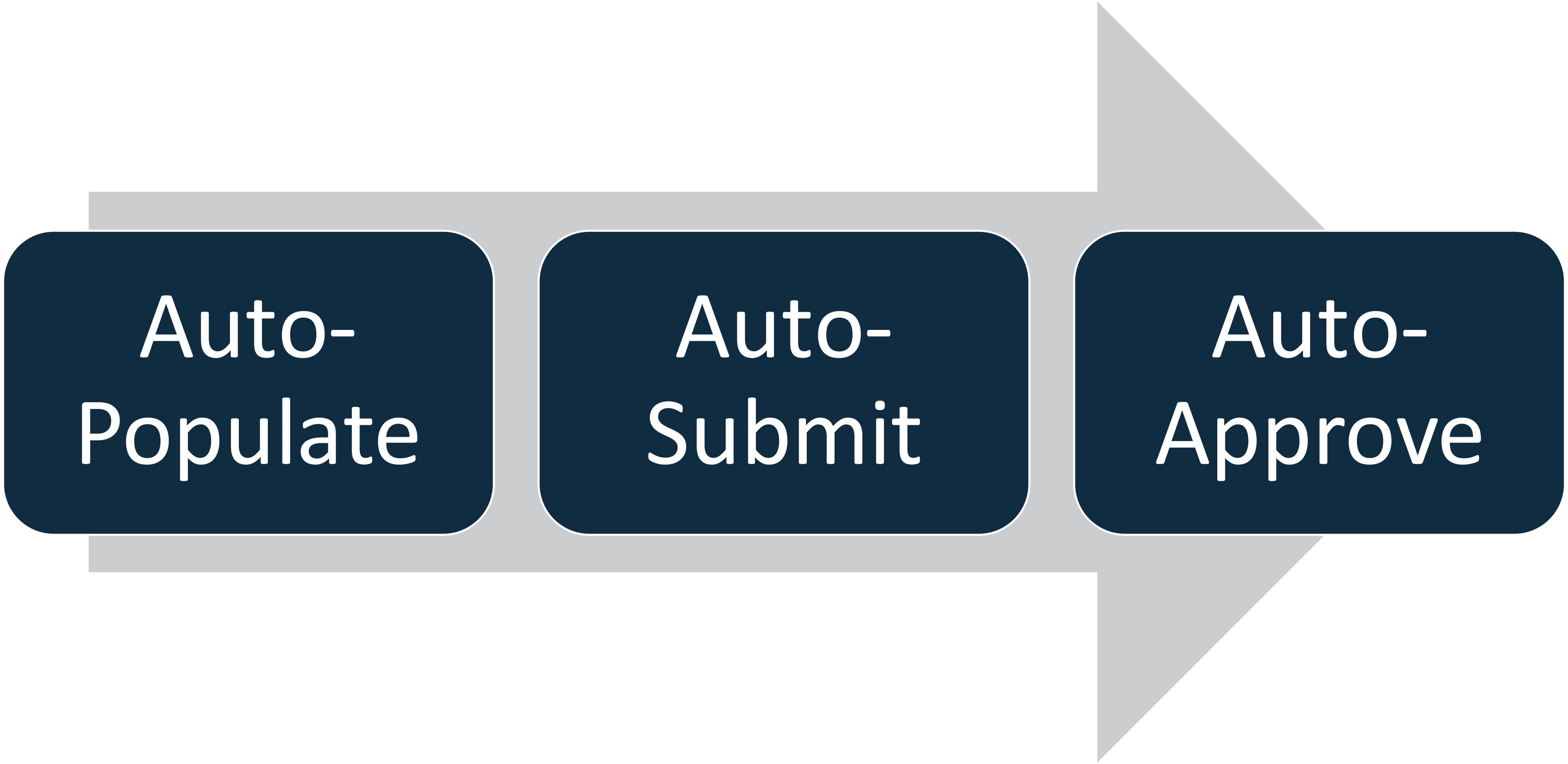
[Agile Work Done] + [Automation] =
[Real-Time Financial Truth]

Our Framework for Today



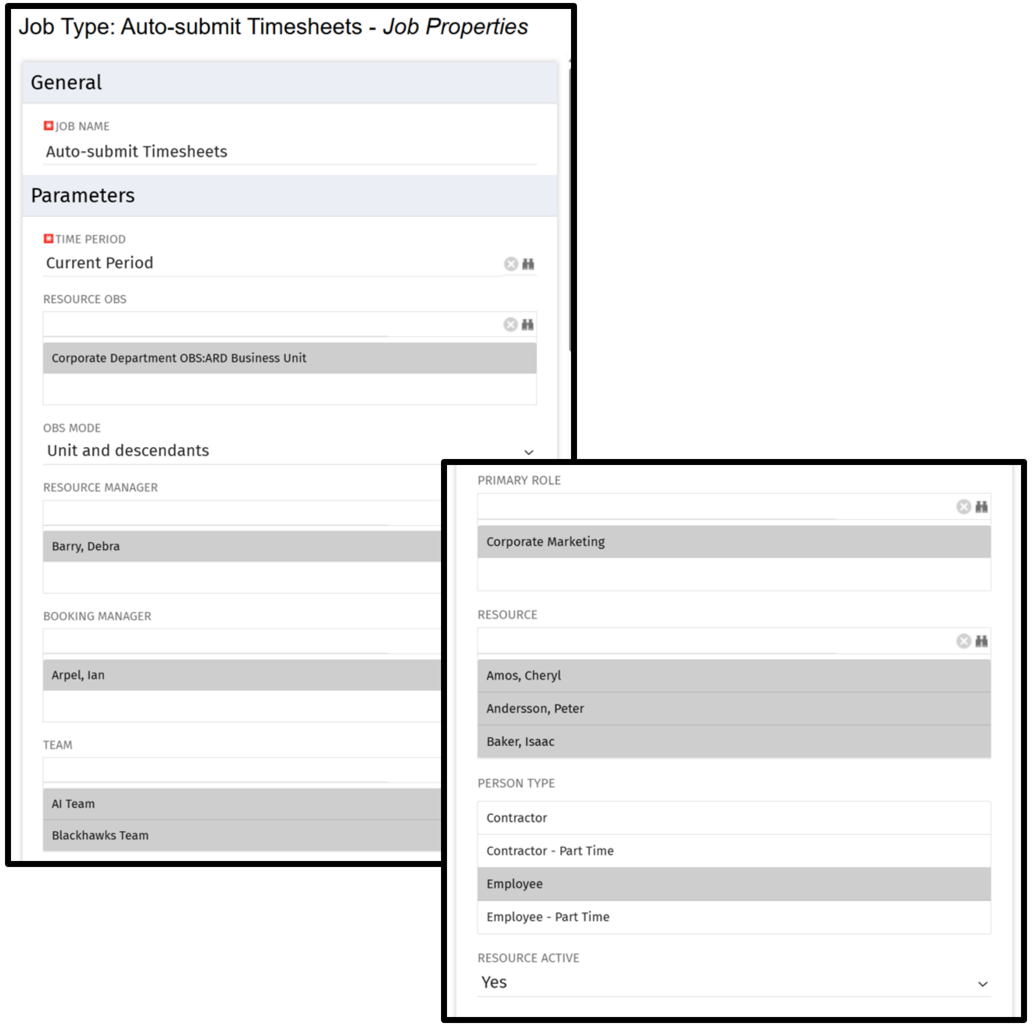
Configuring Clarity for Frictionless Cost Accounting

Our Framework for Today



Auto-Submit

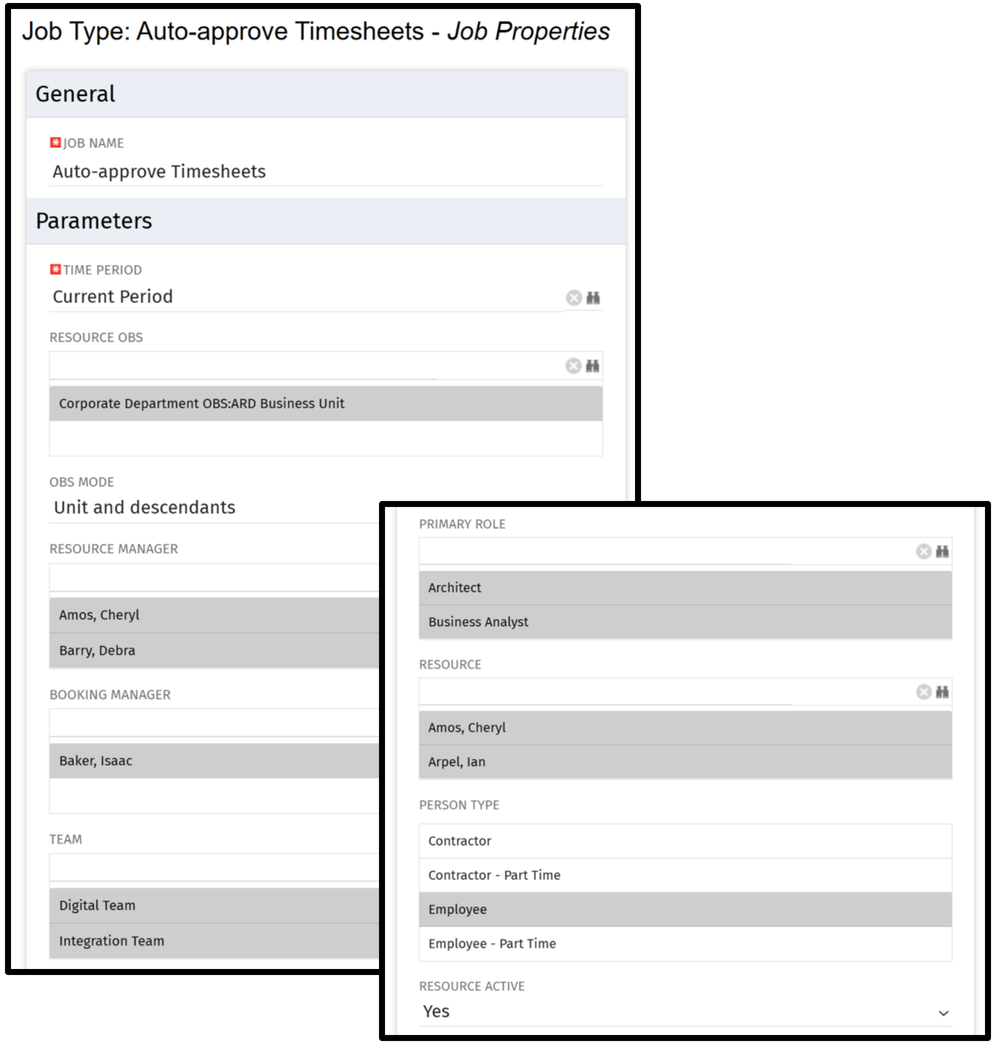
- Exactly what it sounds like: Submitting the timesheet
- Parameters are available to narrow the scope in various combinations
  - Resource OBS
  - Resource Manager
  - Booking Manager
  - Team
  - Primary Role
  - Resource
  - Person Type
  - Resource Active
- Submission rules DO get applied and will result in a notification to the user if the card cannot be successfully submitted



Auto-Approve

- Exactly what it sounds like: Approving the timesheet
- Automation that actually puts numbers in the cells
- Can still go into the timesheet and see/adjust the numbers

- **Two main methods**
  - **Populate Timesheets** job – Add Assigned Tasks (with ETC)
  - **Timesheet Integration** job – Retrieves Calculated Time from Rally based on Teams



Auto-Populate

- Exactly what it sounds like: Filling out the timesheet
- Automation that actually puts numbers in the cells
- Can still go into the timesheet and see/adjust the numbers

- **Two main methods**
  - **Populate Timesheets** job – Add Assigned Tasks (with ETC)
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- **Two main methods**
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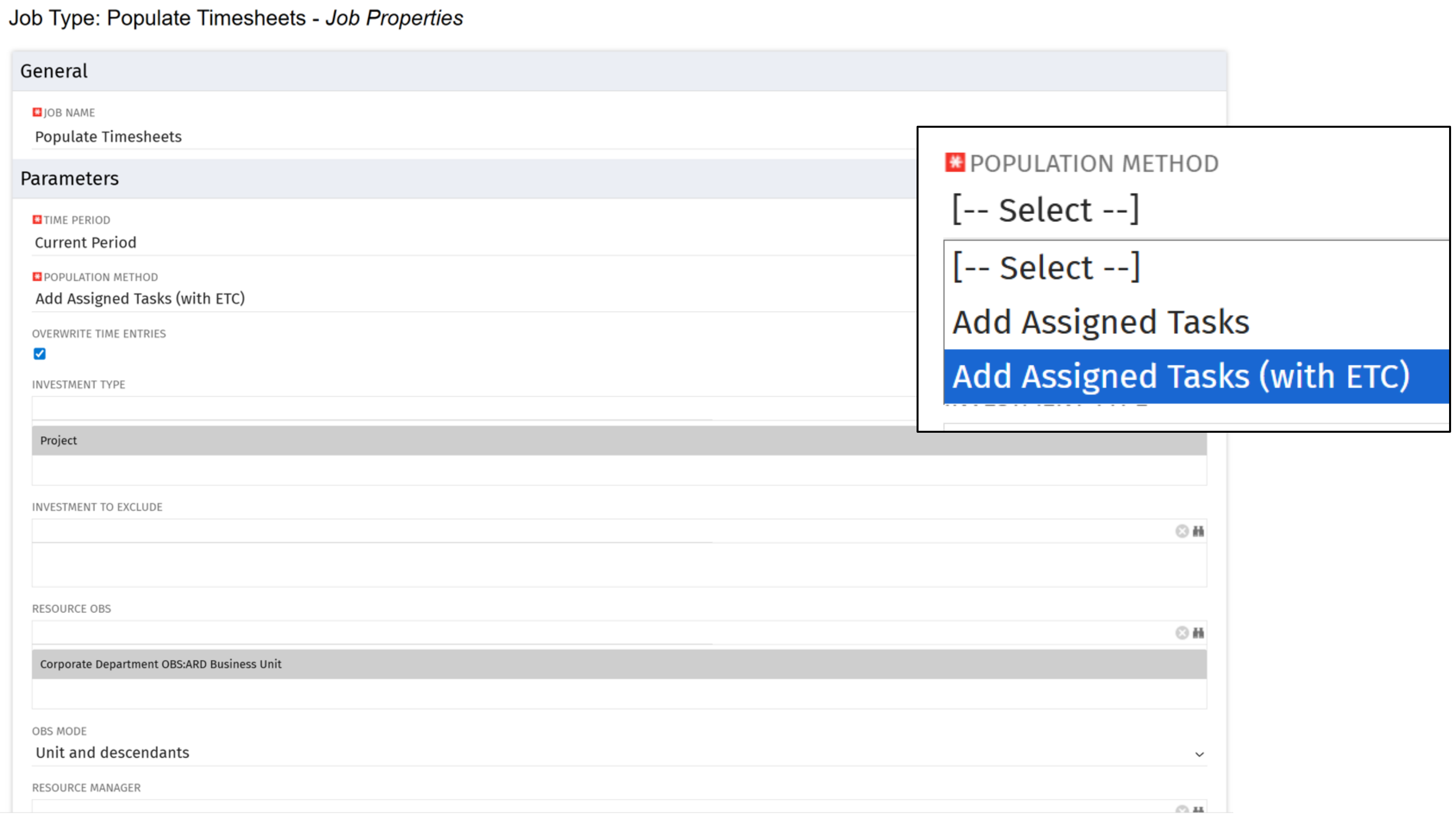
Populate Timesheets (from ETCs)



- Investment Type
- Investment to Exclude
- Resource OBS
- Resource Manager
- Booking Manager
- Team
- Primary Role
- Resource
- Person Type
  - Typically Employee/Contractor
- Resource Active/Inactive

Especially suitable for situations where the time spent each period doesn't vary much – such as allocations to applications (Used in conjunction with Effort tasks if you want to populate the timesheet based on allocations vs ETCs)

Detailed Delivery (Timesheet Integration)

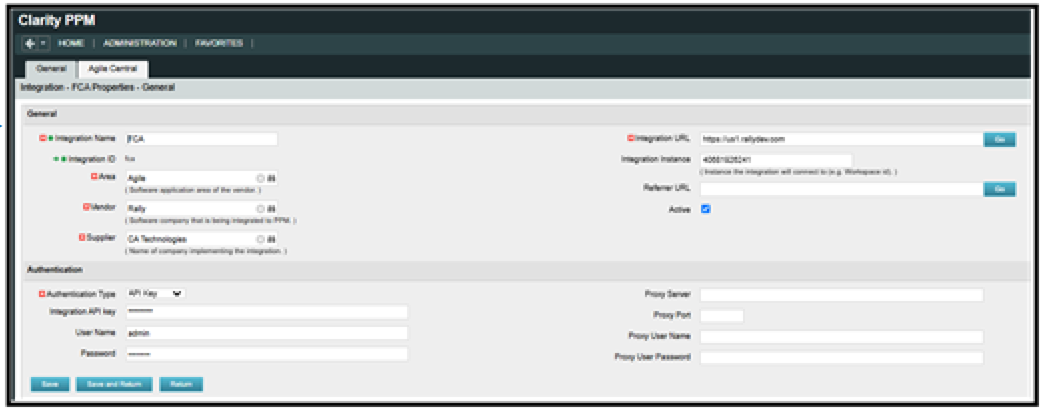
- Setting up Clarity for FCA involves ten steps (plus Clarity-Rally integration)
- Not difficult but issues that arise generally come from having not applied one of these steps correctly
- Once set up correctly, like any good automation, it just WORKS

FCA: Administration Settings and Enabling

❖ Step 1:

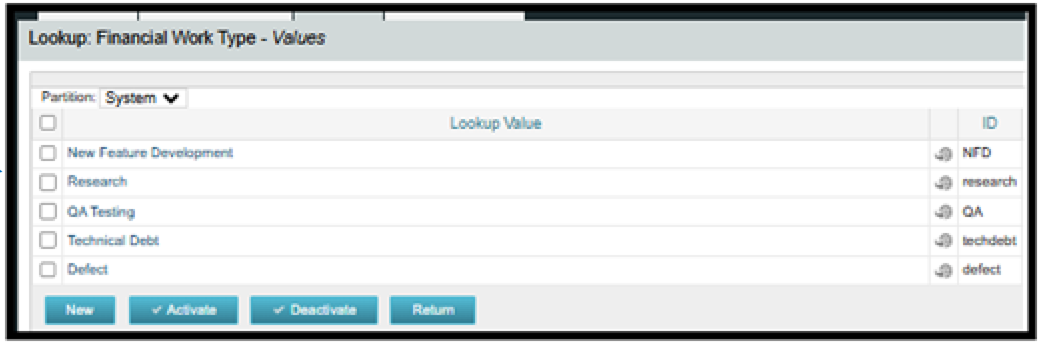
- Create the Rally integration instance in Classic
  - Provide Integration URL, Integration Instance, Integration Key and create Integration instance

    Ex: FCA



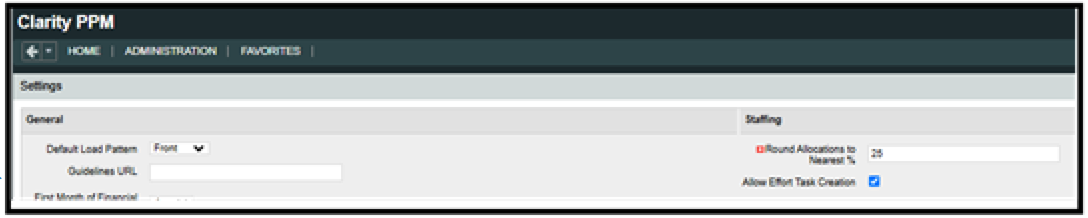
❖ Step 2:

- Create values under 'Financial Work type'(fin_work_type) lookup
  - Financial Work Type lookup is Static Type and shipped without OOTB values.
  - Expected for organization to supply their desired financial activities
  - Ex: Create values like
    - New Feature Development
    - Research
    - QA Testing
    - Technical Debt



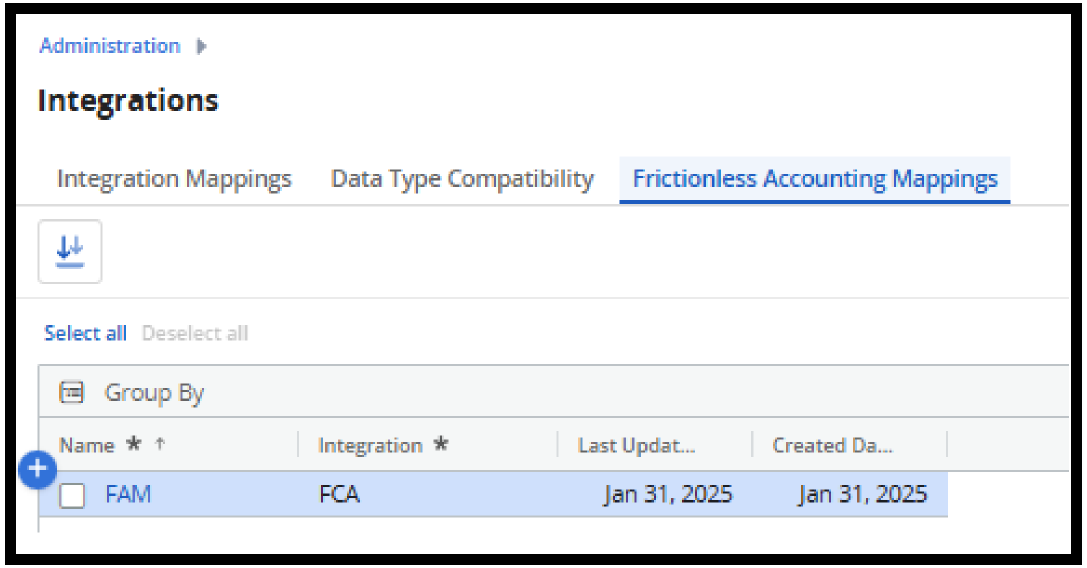
FCA: Administration Settings and Enabling

❖ Step 3:
To make FCA work, you must enable the "Allow Effort Task Creation" flag in Administration → Project Management → Settings

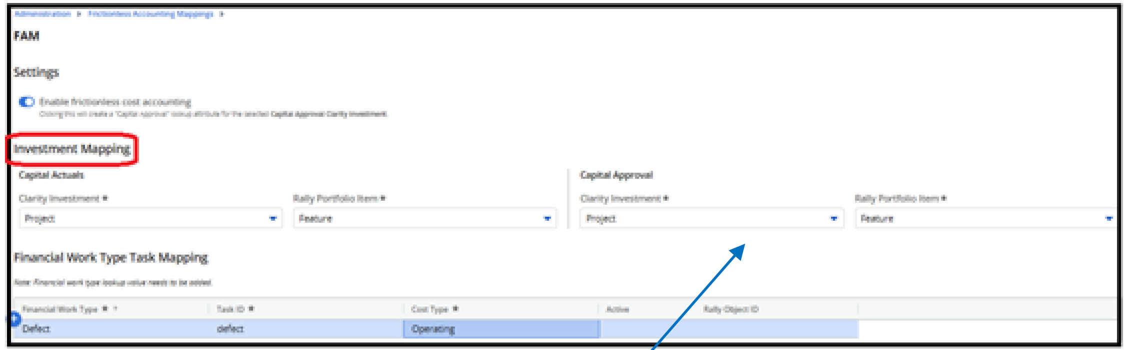


❖ Step 4:
In Modern UX Administration → Integrations, create a Frictionless Accounting Mapping instance

- There is a dedicated Modern UX Administration screen for defining Frictionless Accounting Mappings and enable Frictionless Cost Accounting for Clarity
- You click on the Name of Frictionless Account Mapping Instance to get into the respective Frictionless Account Mapping definition
  - You can only create *one* FCA mapping per Rally workspace



FCA: Administration Settings and Enabling



Frictionless Account Mapping

❖ Step 5:

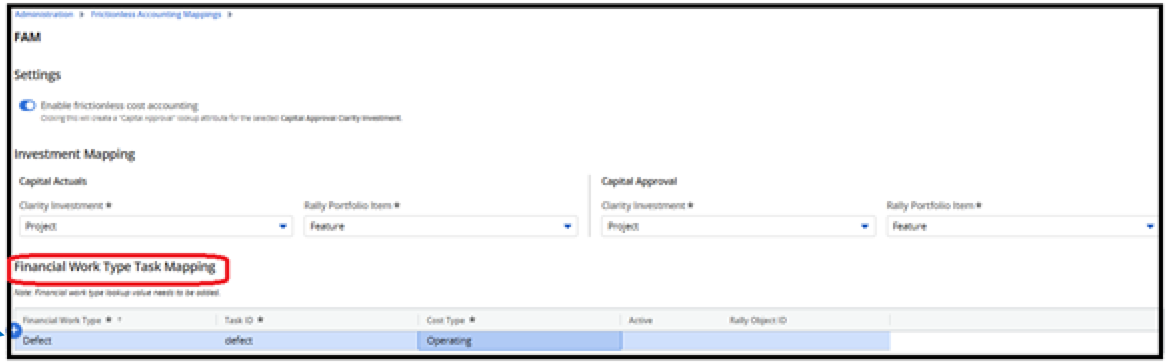
- Investment Mapping
  - Capital Actuals - Investment level at which an organization captures actuals for time entry and transactions
    - Clarity Investment: Represents the list of Clarity Investments (e.g., Project, Custom Investment)
    - Rally Portfolio Item: Portfolio Item level at which an organization captures actuals for time entry and transactions. Represents the lowest level Portfolio Item from the target Rally system. Best practice: Should be Rally Lowest Level Portfolio Item (should be Feature)
  - Capital Approval - Investment level at which an organization authorizes capital expenditures as well as take depreciation (once investment is in service)
    - Clarity Investment: Represents the configured Clarity Investments (e.g., Project, Custom Investment)
    - Rally Portfolio Item: Portfolio Item level at which an organization authorizes capital expenditures. Represents the configured Portfolio Item levels from the target Rally system. Best practice: Should be higher than a Feature but Clarity will not stop a user from selecting a Feature if you want to be highly aggressive about your capital strategy

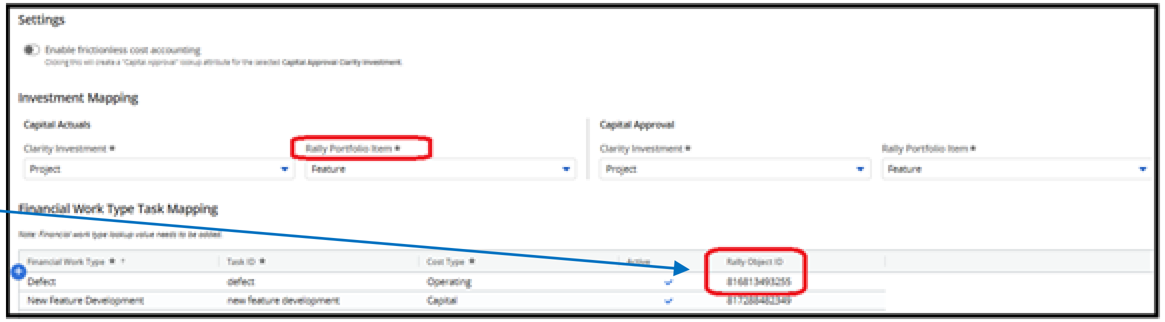
FCA: Administration Settings and Enabling

Frictionless Account Mapping

❖ Step 6:

- Set up the 'Financial Work Type' to 'Task' Mapping
  - Add Financial Work Type values to the Grid
    - Select 'Financial Work Type' look up value like 'Defect'
    - Add Task ID
    - Select 'Cost Type'
    - Select the Financial Work Type as Active, to create a Financial Work Type value in Rally
    - As of now, Rally Portfolio Items will not be populated
    - Run 'Import Integrations' Job with the Integration created in the first step Ex: FCA. This Job imports Rally Portfolio Items and Teams for Frictionless Cost Accounting
    - After successful execution of 'Import Integrations' job, Rally Portfolio Items and Rally Object ID will be populated



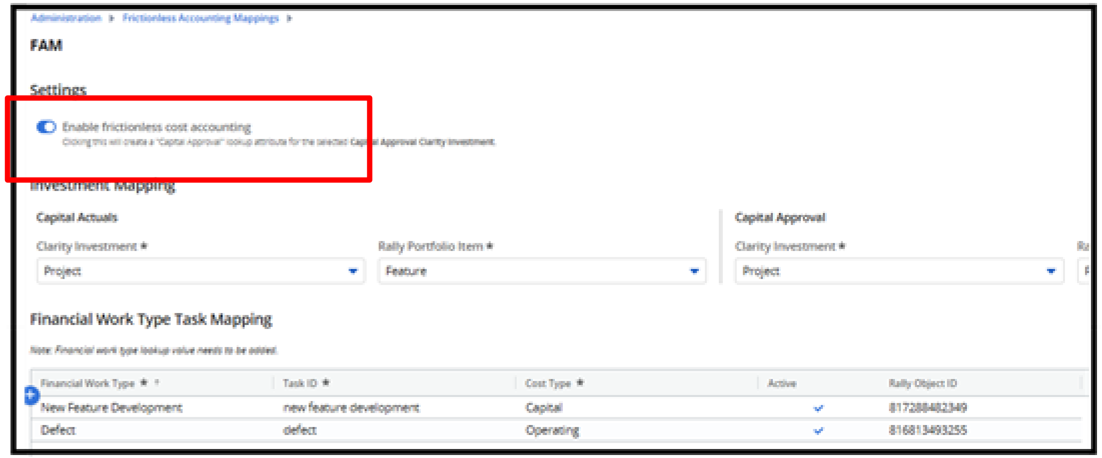


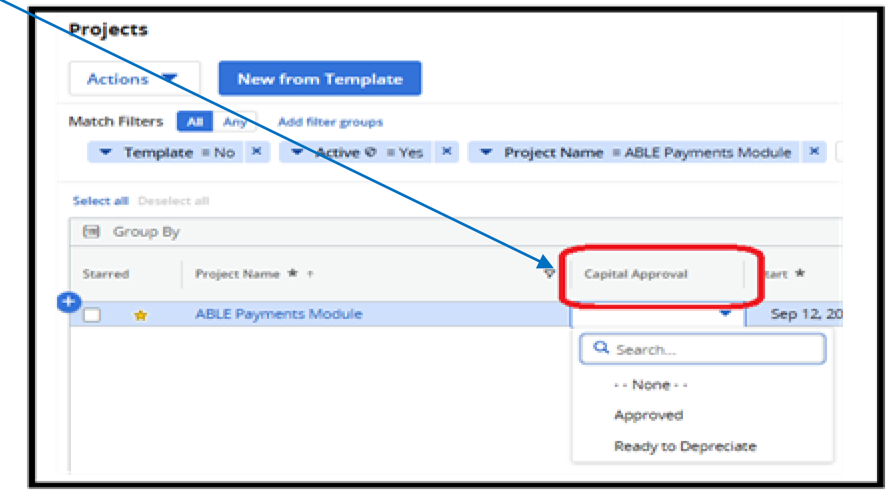
FCA: Administration Settings and Enabling

Frictionless Account Mapping

❖ Step 7:

- Set the 'Enable frictionless cost accounting' toggle to On
  - This will create a 'Capital Approval' lookup attribute for the selected 'Capital Approval' Clarity Investment



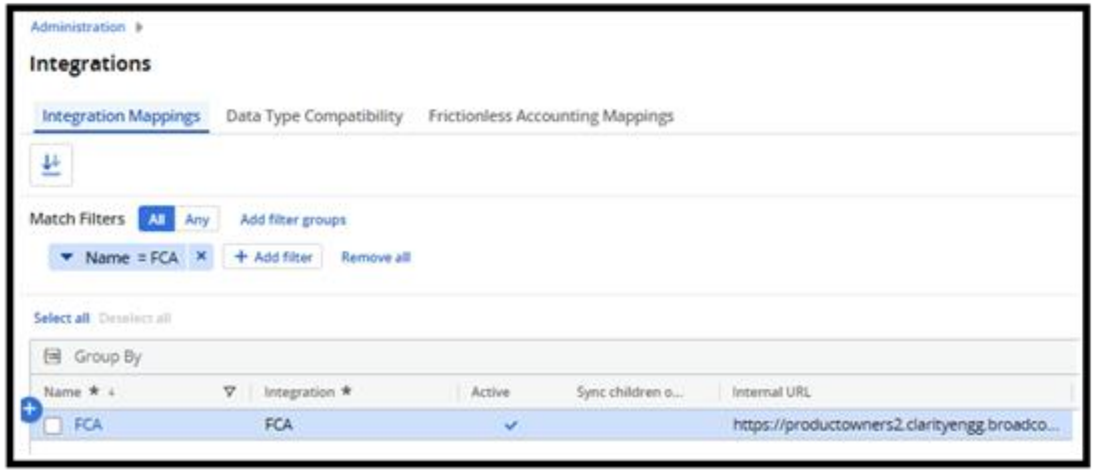


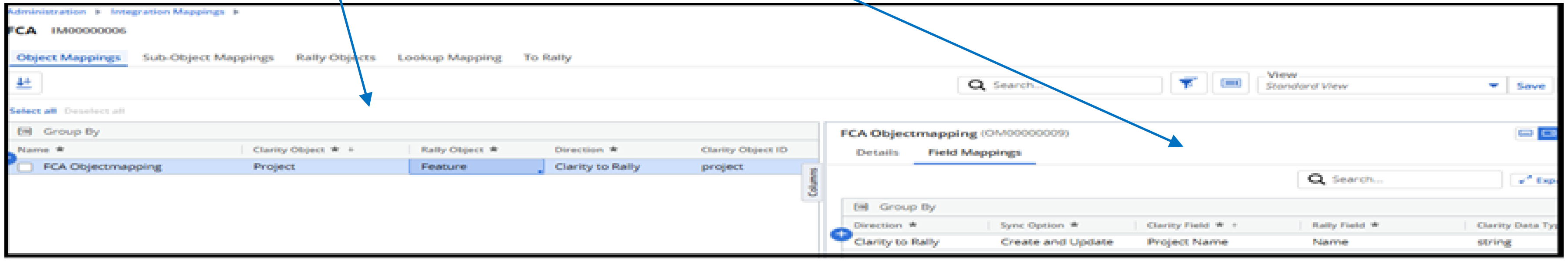
FCA: Administration Settings and Enabling

Integration Mappings

❖ Step 8:

- In Modern UX Administration → Integrations, create an Integration instance that uses the Integration created in Classic in Step 1
  - Run the 'Import Integration Mappings' job
  - Click into your Integration Instance and set up your Object and Field Mappings
    - Map Clarity investments to selected Rally Portfolio items
    - Define field mappings to specify direction, sync-option, Clarity investments/fields and Rally portfolio items/fields.
      - The only required field is “Name” if sending from Clarity
      - You also need to send “Start” and “Finish” if sending from Rally (and either send or have autonumbering turned on for IDs).



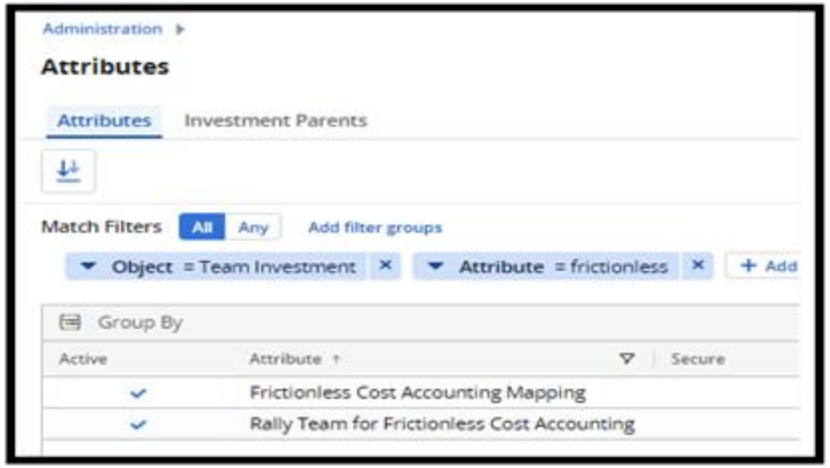


FCA: Administration Settings and Enabling

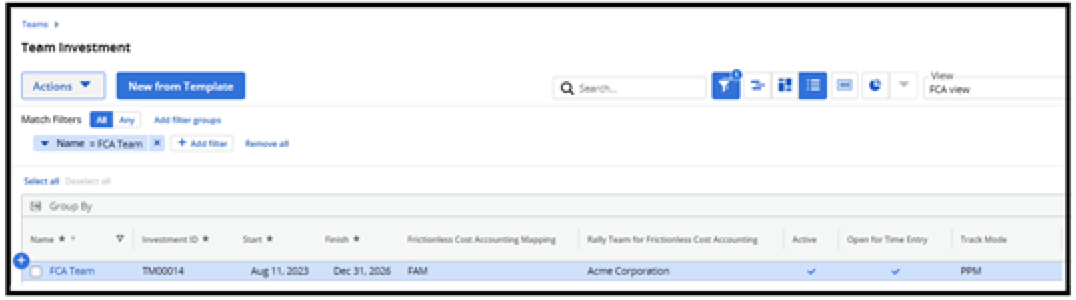
Team Investments

❖ Step 9:

- In Modern UX Administration → Attributes
  - Unsecure the ‘Frictionless Cost Accounting Mapping’ and ‘Rally Team for Frictionless Cost Accounting’ attributes for the desired Team Investment type object.
  - These are two new FCA attributes we introduced but by default they are secured so you don’t see them anywhere.



- Go to the workspace for your desired Team type investment
  - Create/Update a team investment instance
    - Start and Finish Dates
    - Frictionless Cost Accounting Mapping
    - Rally Team for Frictionless Cost Accounting
    - Team should be ‘Active’, ‘Open for Time Entry’ and ‘Track Mode’ should be set to ‘PPM’

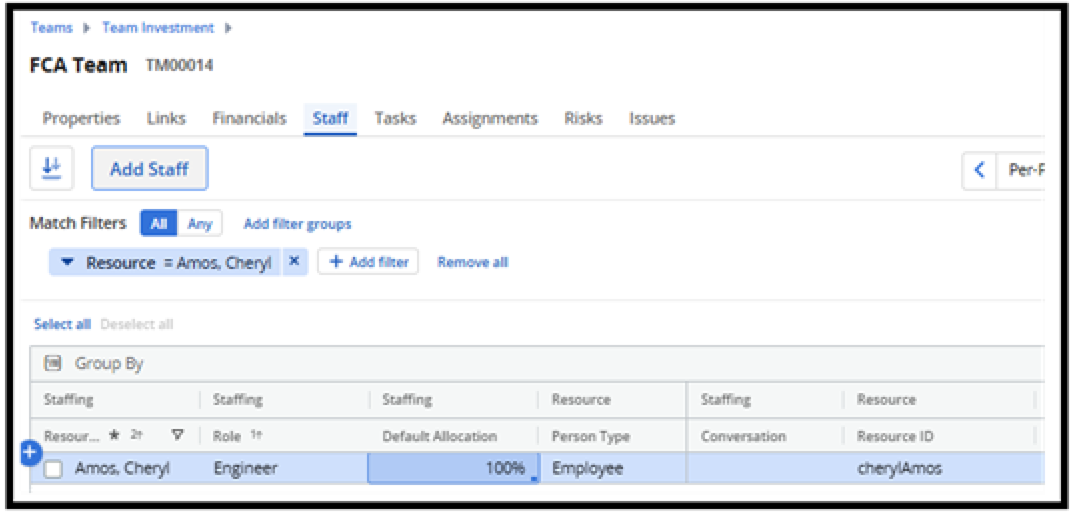


FCA: Administration Settings and Enabling

Team Investments

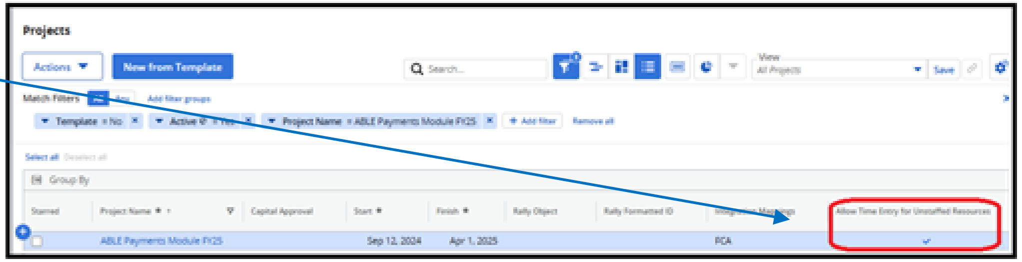
❖ Step 10:

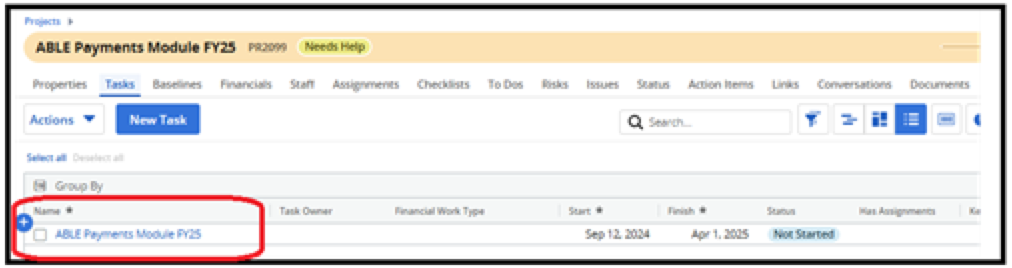
- Inside your team type investment
  - Add an active Resource to the Team with ‘Open for Time Entry’ enabled and ‘Track Mode’ as ‘PPM’
  - Resource must have a non-zero allocation for time period for which you want to populate time entry data
  - Resource must also have
    - [Investment] - View All right ([Investment] - View All) for the Capital Actuals investment you identified in Step 5
    - Timesheets - Navigate right.

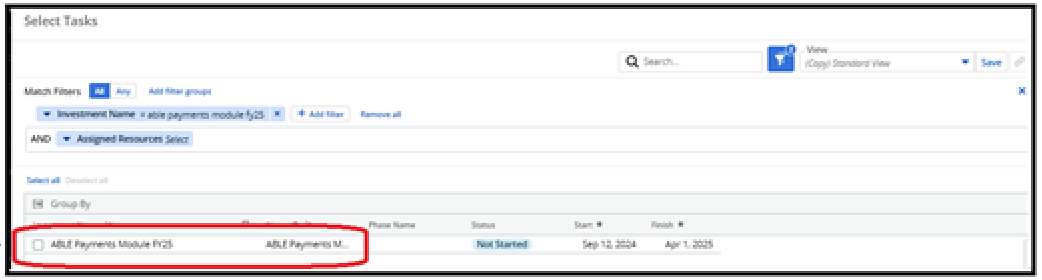


‘Allow Time Entry for Unstaffed Resources’ flag

- There is now an "Allow Time Entry for Unstaffed Resources" attribute on the Investment object
  - Default value is ‘False’
- When the "Allow Time Entry for Unstaffed Resources" attribute is selected for an Investment instance
  - An effort task will be automatically created if there are no existing tasks.
  - There may be other Tasks created in addition to the effort task
  - The Timesheet user will now have this Investment (and Task) available for Time Entry purposes
    - The user does NOT need to be allocated to this investment via the Staff module nor does the user need to have any Assignments







The Engine of Frictionless Data: The Integration with Rally

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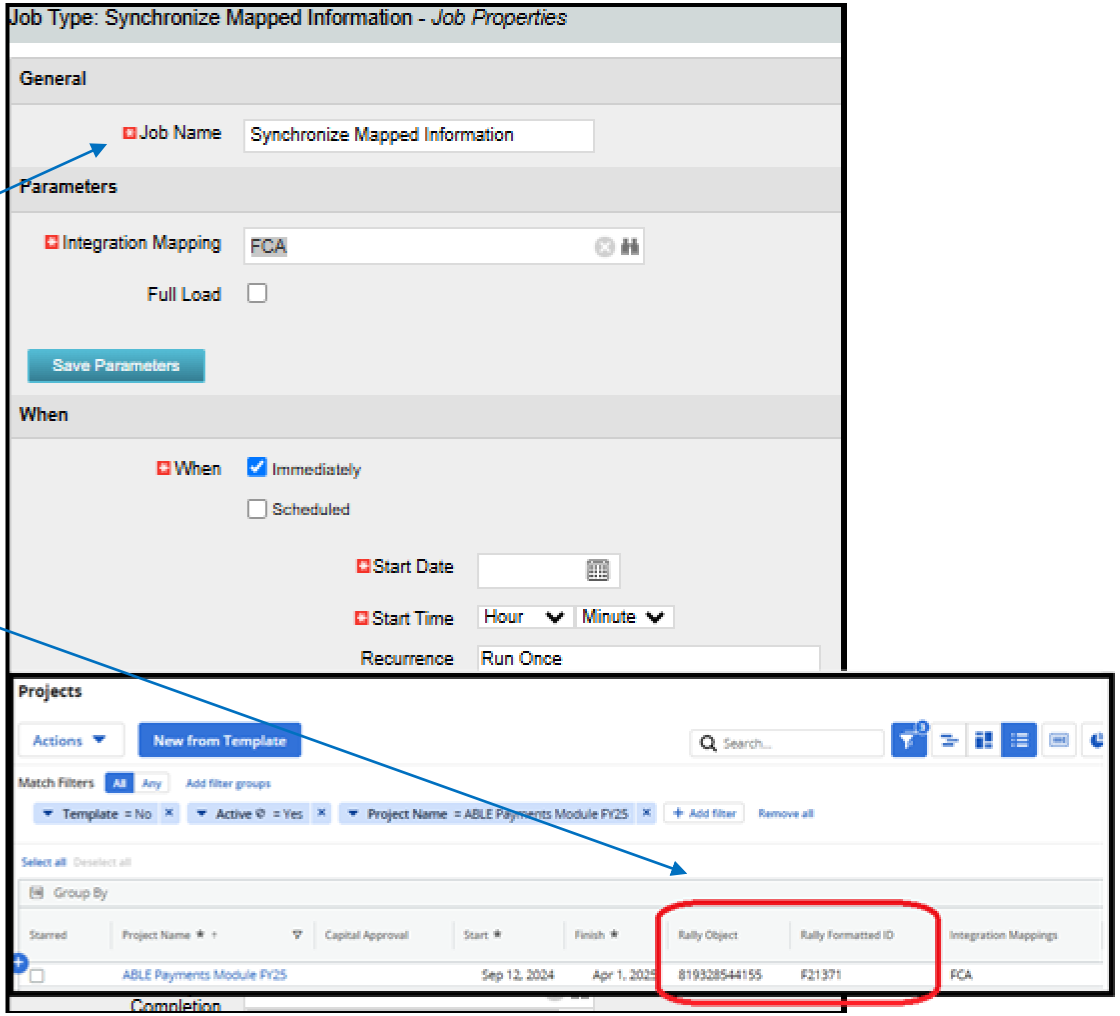
FCA: How It Works

❖ Synchronize Your Features:

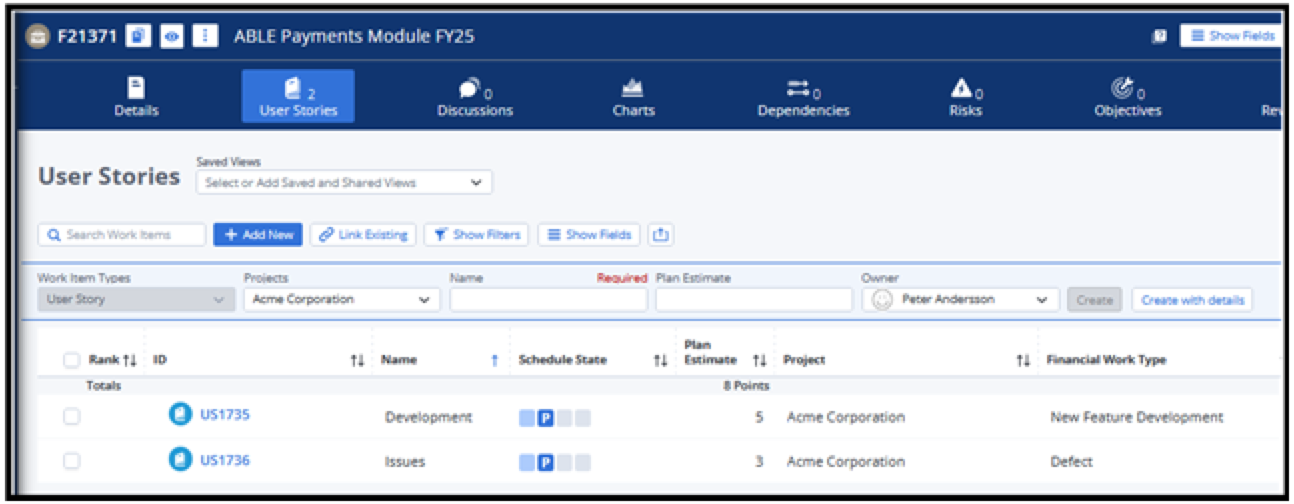
- From Classic, execute ‘**Synchronize Mapped Information**’ job to synchronize all configured data
- The ‘Rally Object’ and ‘Rally Formatted ID’ fields are updated in the Investment workspace (e.g. Epic, Project, Feature)
- **Basically, you need to synchronize the INVESTMENT level for your capital actuals investment BEFORE you can calculate the automated time.**



FCA: How It Works

❖ Teams Do Their Work:

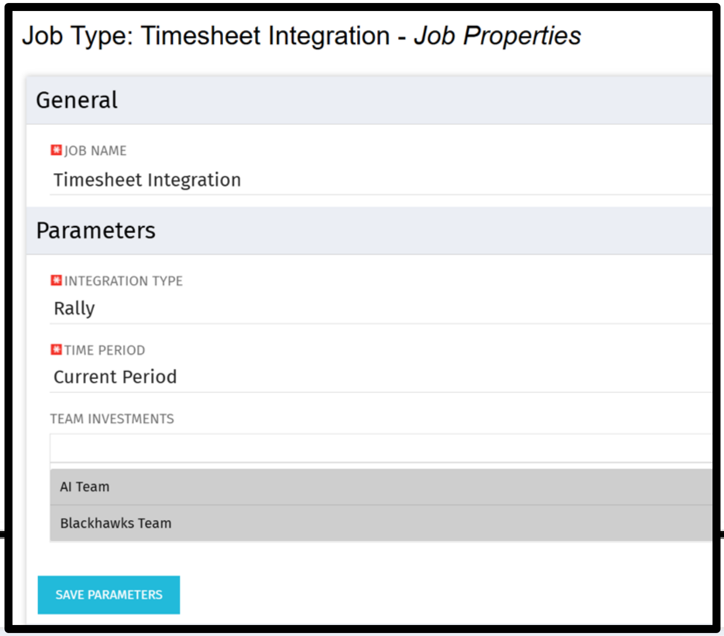
- In the Rally workspace (or integrated from Jira)
  - Work items (user stories & defects) will be included in the calculation for a team IF
    - The schedule State was In-Progress at any point during the time period requested
    - There is a points estimate attached
    - A Financial Work Type has been identified
    - The requested team is identified as the owner via the Project field (in Rally)
      - If the job in the next step is run without specifying a team, then all teams with a Rally Project associated will be processed

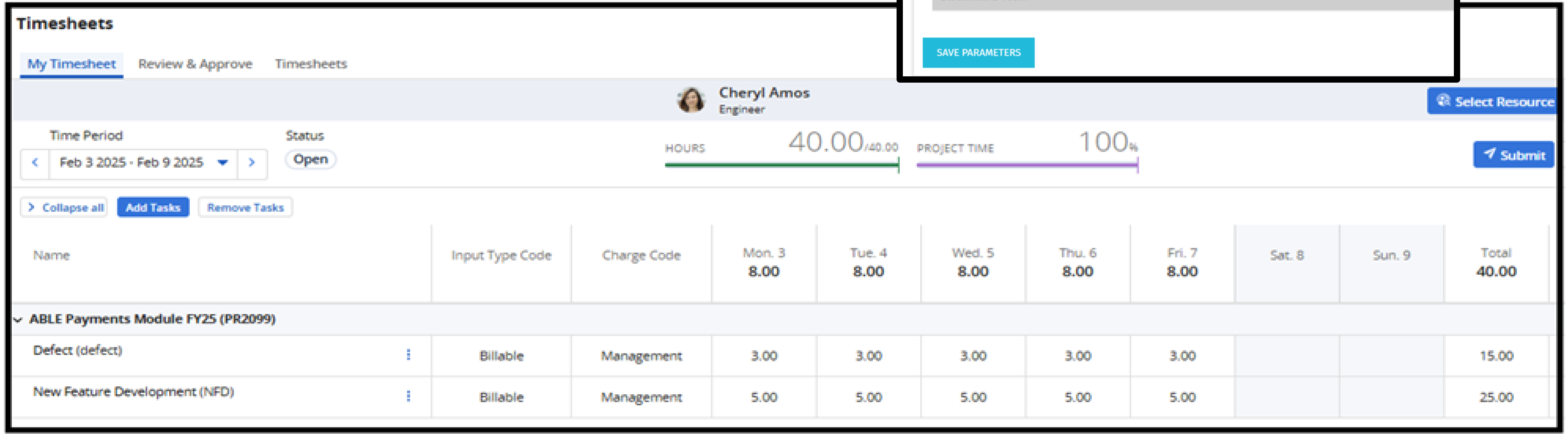


FCA: How It Works

❖ Calculate Actuals

- In Classic, execute the 'Timesheet Integration' job for your desired Integration and Time Period
  - You can also optionally select specific Teams
- Tasks based on the Financial Work Types and the associated effort will be created/updated on the corresponding capital actuals investment (e.g. Feature)





"But My Teams Use Jira..." The Path to Full Visibility

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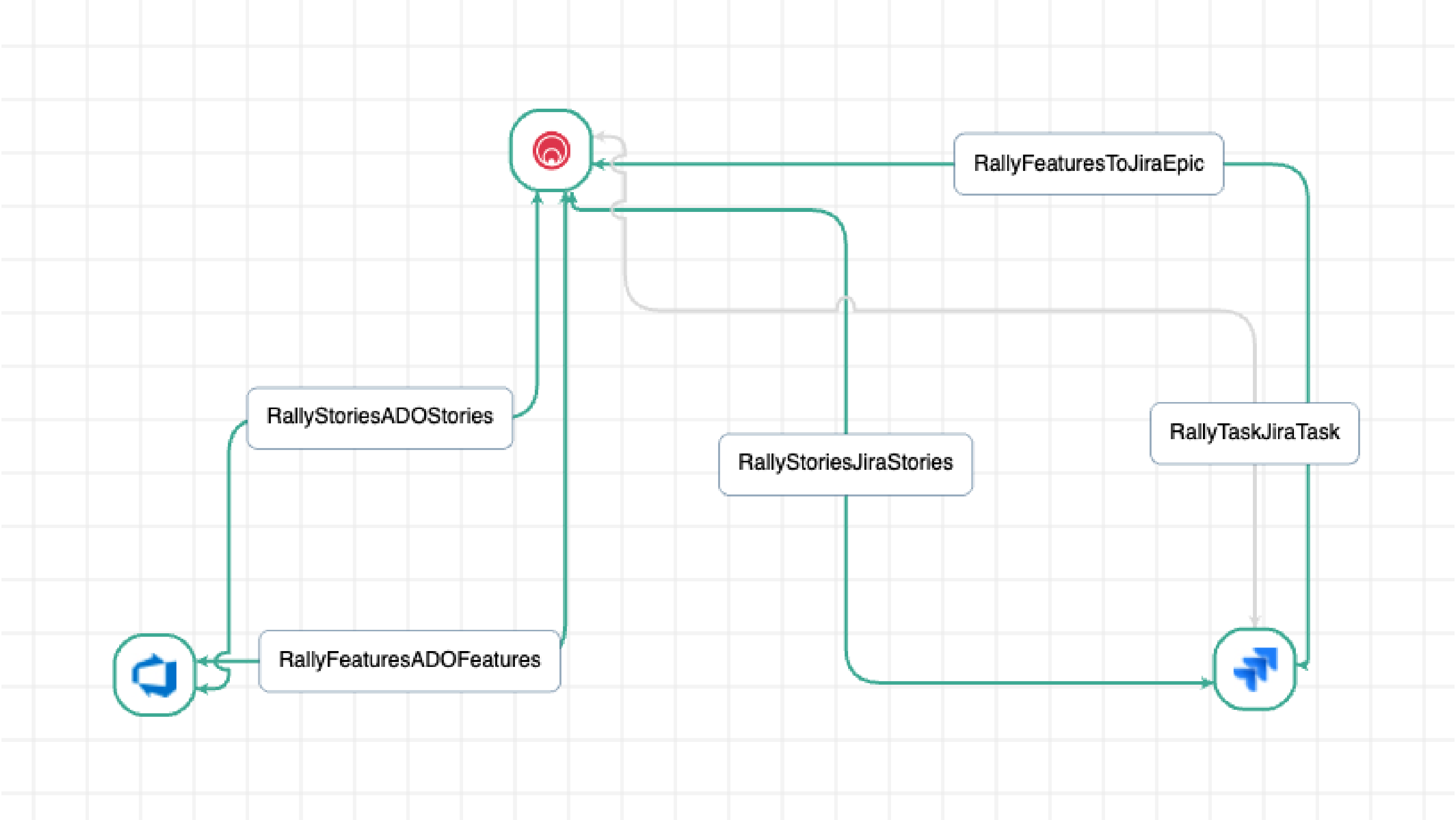
Rally Brings More to the Equation

Rally provides capabilities Jira can't without intensive customization, including:

- Audit-grade lockdown: Jira does not provide a governed lock on work records tied to depreciation events that Rally does
- Lower audit risk: Without Rally's audit trail, evidence can drift without controlled immutability of execution data
- Reduced data replication: Clarity would need to retain full work histories to preserve an audit trail without Rally's historical reporting
- Reduced exceptions and manual processes: more reconciliations and manual checks would be needed to keep data accurate
- Rally adds the missing controls: calculation logic, system-of-record role, and post-depreciation lockdown

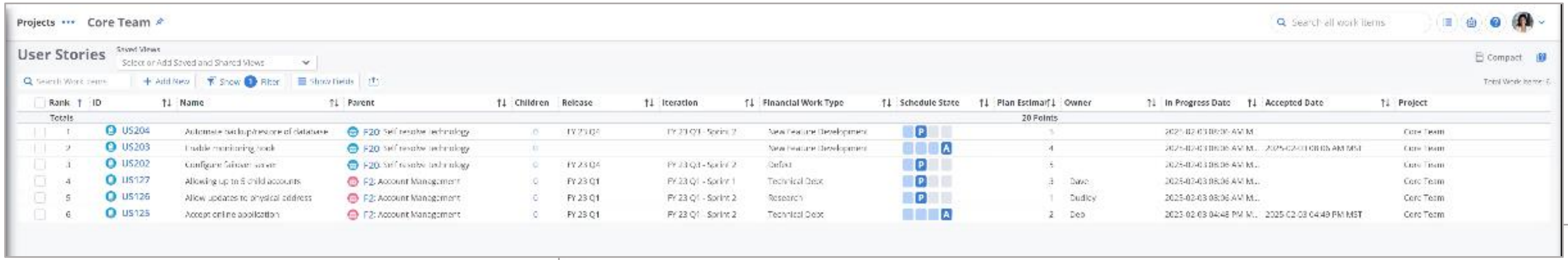
ConnectALL Allows for Seamless Data Flow

Teams do not have to change their processes or tooling to achieve automation.

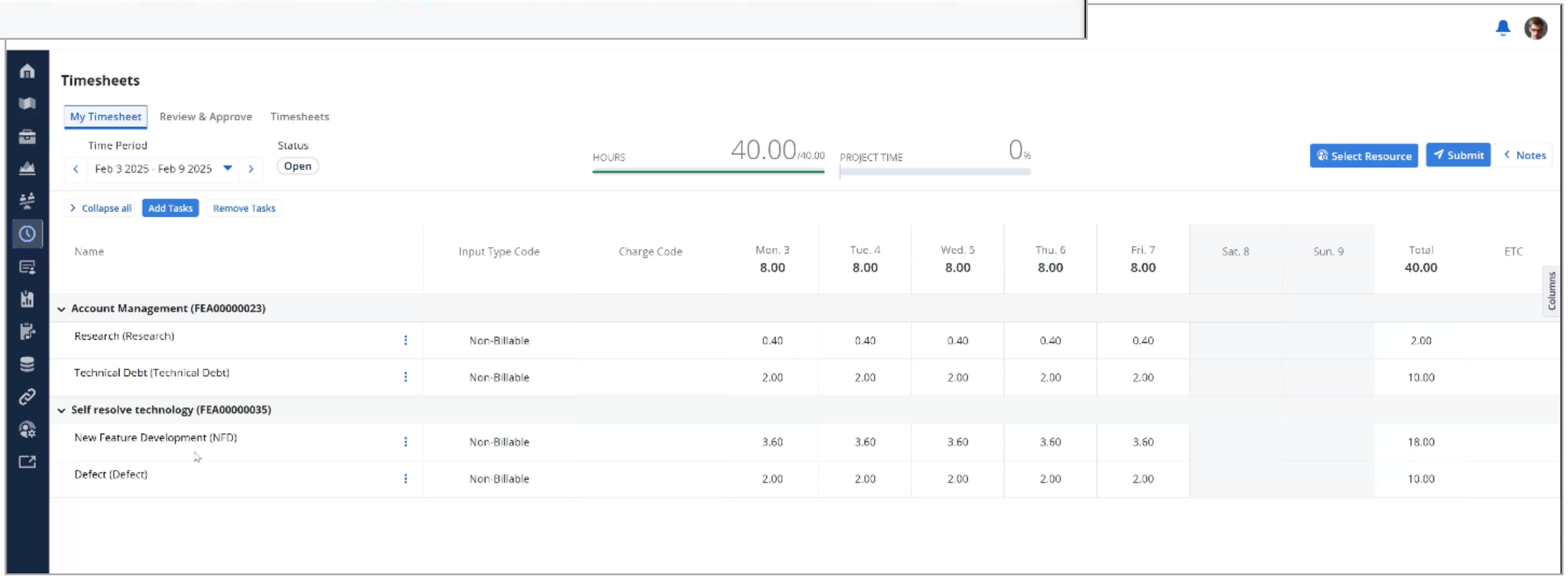


Data flow is seamless between Rally & Clarity

Auto-generated timesheet for teams based on financial work type breakdown



Clarity
Scheduled Timesheet
Integration job

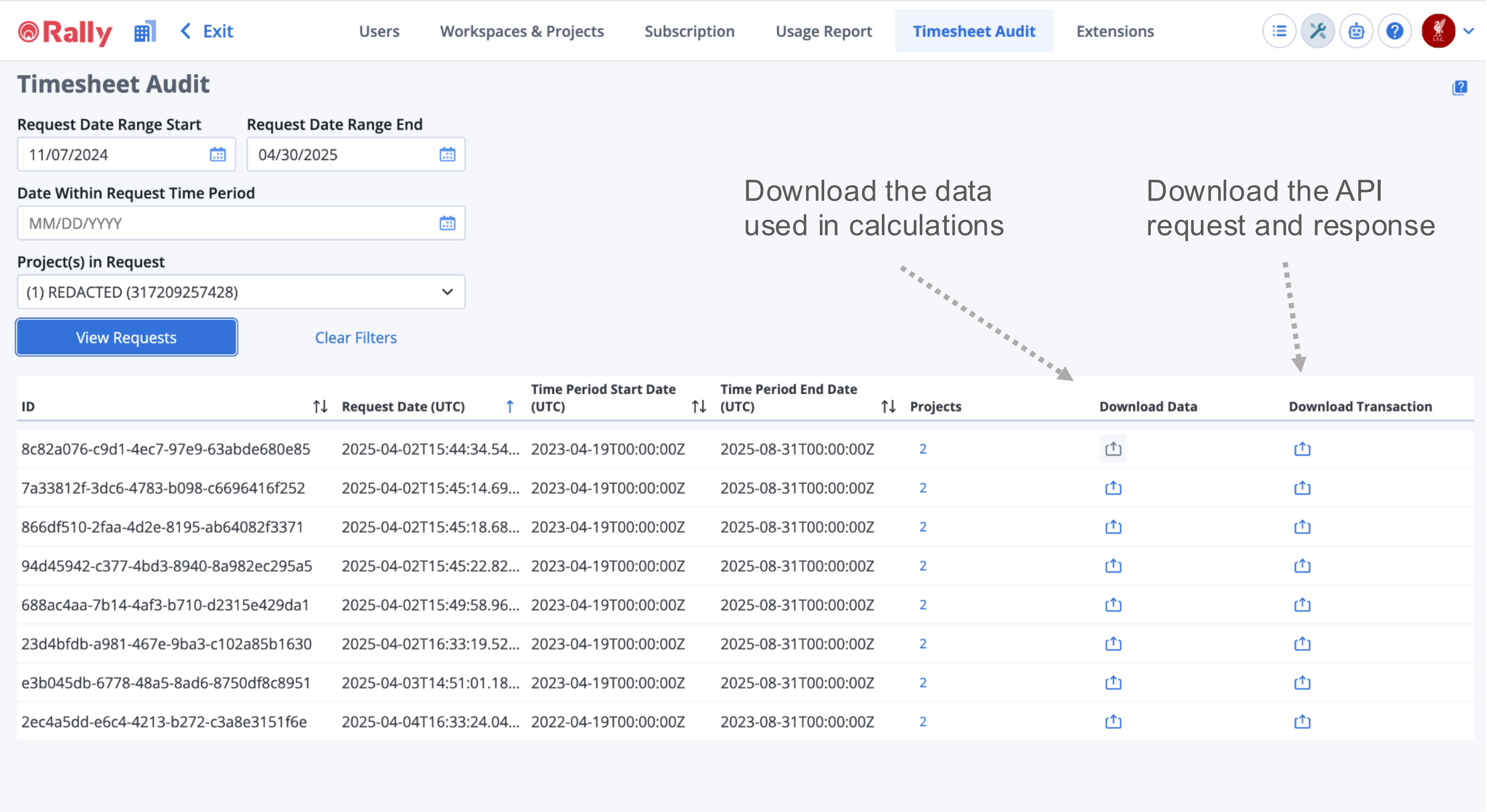


Audits Made Easy

Date request was made

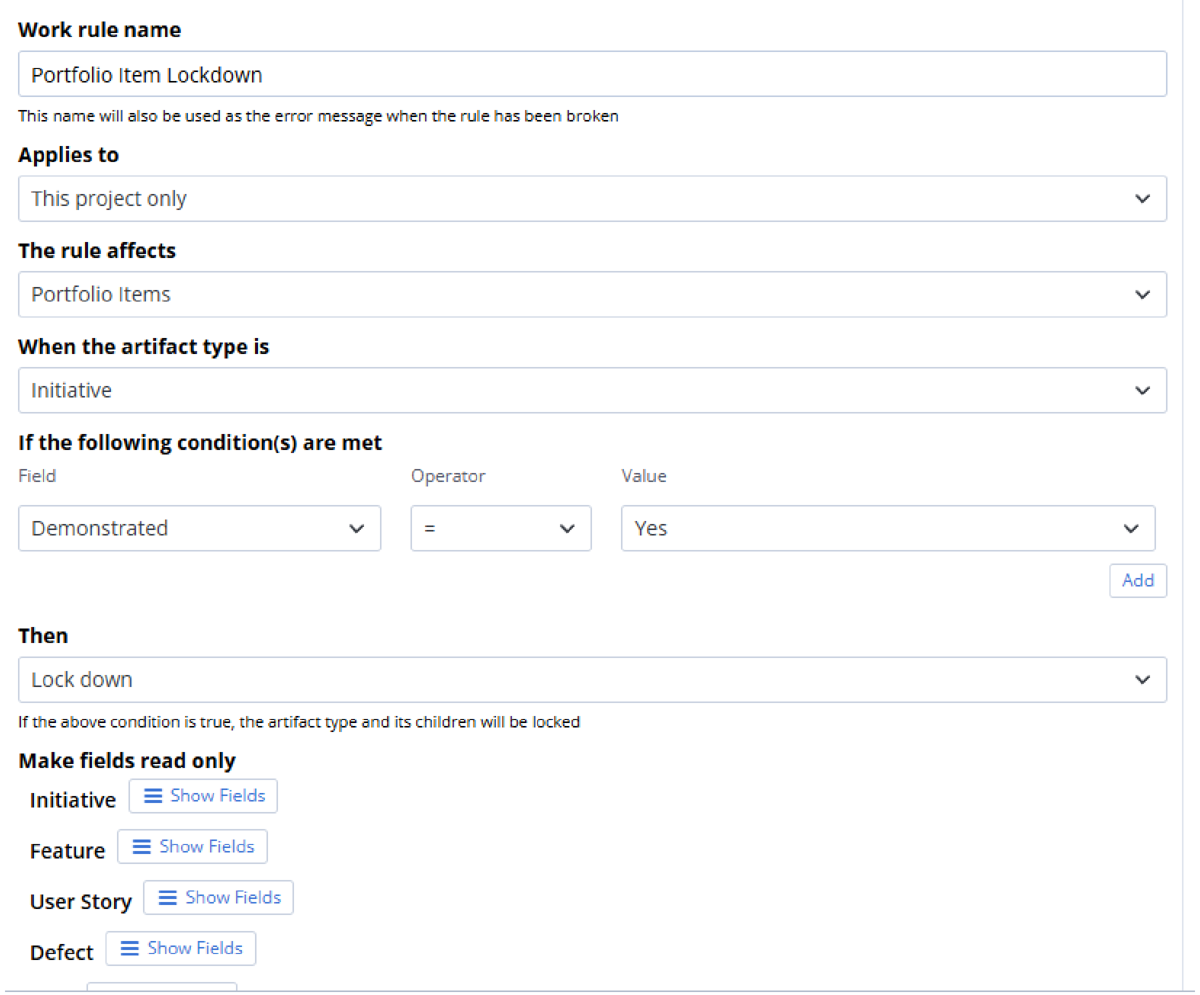
A date within the time period requested

Teams included in the request



Work Rules-driven Portfolio Item Hierarchical “Lockdown”

- Portfolio Item hierarchical “Lockdown” when Clarity investments are ready for capitalization
    - Prevent material changes based on a set of conditions
    - Prevent adding new work items to the portfolio items or children



Additional Reporting Benefits

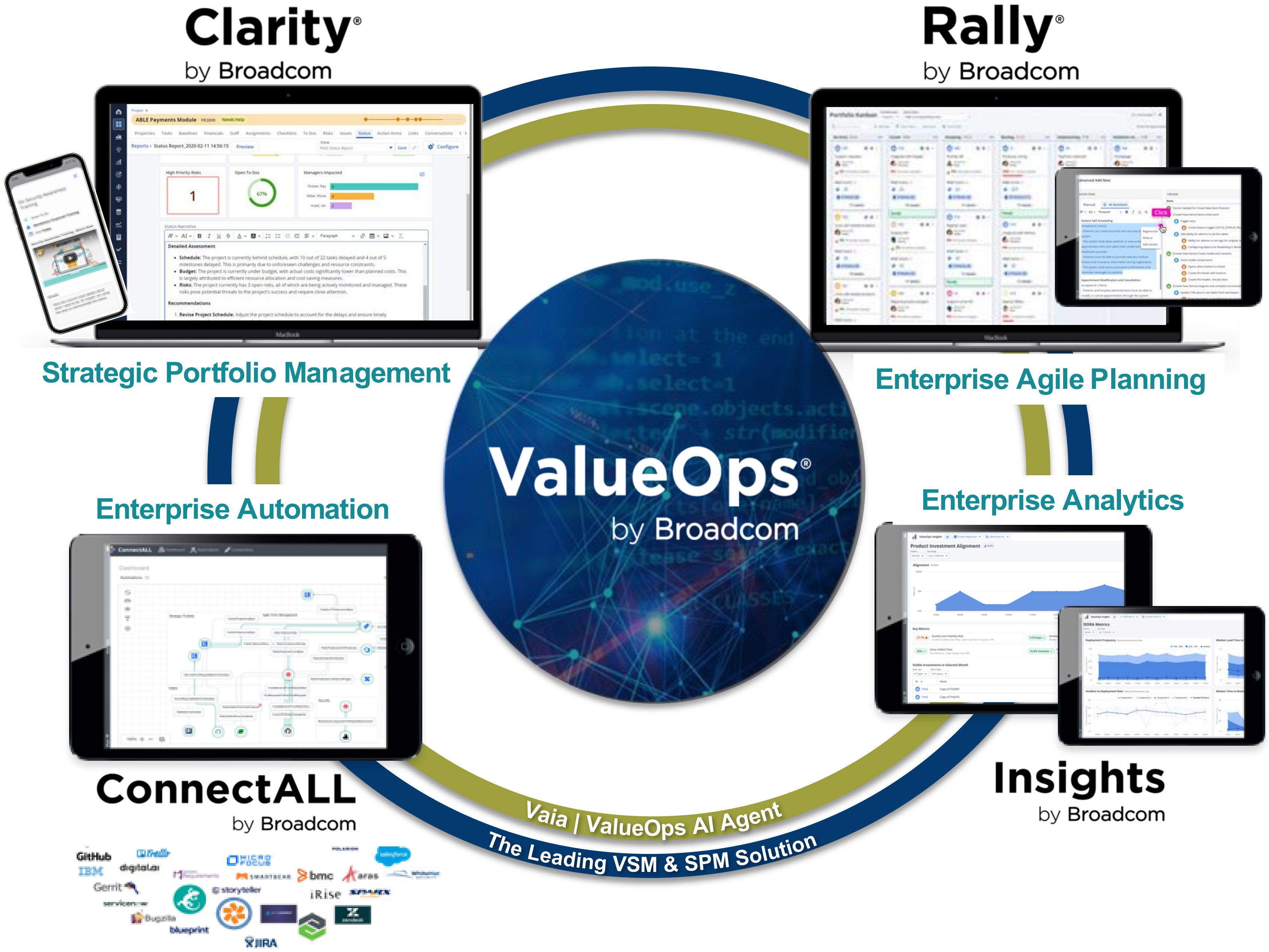
- Out of the box flow metrics
- Team, program, and enterprise dashboards
- Bottleneck identification
- Dependency management

All without disrupting current team processes or tooling

What To Do Next

Unlock Your Full Potential with ValueOps

Learn more about the Platform Advantage!



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- 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!
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