



ProjExec[®]

Project Management for IBM Collaborative Platforms

Simple and effective project execution with collaboration for all project needs





Agenda

- ❑ About DMA
- ❑ Today Project Management Challenges
- ❑ ProjExec Overview and Benefits
- ❑ Case Studies
- ❑ ProjExec Deployment Options
- ❑ Award-winning Solution
- ❑ Demonstration
- ❑ Q&A



Collaborative Project Management – Do u need it?

Questions	Agree	Disagree
<i>What are you using for collaborating on projects and for project execution? Are your projects unorganized and less coordinated than you know they should be?</i>		
<i>Is it a struggle to collaborate effectively on projects with partners, contractors and vendors external to your organization? Are you effectively benefiting from collaborative innovation and input from all team members?</i>		
<i>Do you have a centralized repository for all project documents? Do you lose time searching for project information or spend time you can't afford compiling reports and project status?</i>		
<i>Do you currently track and manage projects in real time? Do you have full visibility and transparency across all projects at all times?</i>		
<i>Are you looking for a comprehensive project management solution that adapts to your continually changing business environment yet is simple and affordable?</i>		
<i>Are you interested in a cost effective, open standards alternative to Microsoft Enterprise Project Management that instead leverages IBM platforms and offers complete roundtrip synchronization with MS Project Client and other compatible tools?</i>		



About DMA

- ❑ **DMA Solutions Limited (here forth DMA) is an IT Solutions provider, headquartered in Hong Kong with branch offices in PRC.**
- ❑ **DMA has a deep talent pool, comprising of experienced IT professionals with diverse skills and domain knowledge. The core members have over 30 years' experience in the IT industry.**
- ❑ **The core services of DMA include Project Management, IT Consultation, IT Solutions Design and Implementation, complex System Integration and IT Outsourcing.**
- ❑ **We firmly believe that our experience and breadth of industry knowledge will help our customers achieve their business objectives.**
- ❑ **DMA formed alliance with major vendors e.g. IBM, RedHat and etc**
- ❑ **Solution Provider of IBM Software, SugarCRM, ProjExec and etc.**



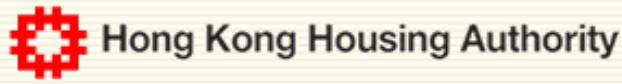
Our clients (partial)



Bayer



MONDI

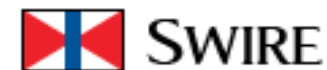


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Today's Project Management Challenges

❑ Business Challenges

- ✓ **Time and Expense:** Project management tools consume limited budgets and scarce resources
- ✓ **Lack of Integration:** Project information resides in many places other than the initial project plan
- ✓ **Communication Breakdowns:** Projects teams consist of members from different departments, disciplines or even organizations
- ✓ **Lack of Visibility:** You can't manage what you can't see

❑ IT Challenges

- ✓ **Technical Integration:** Separate use of email, spreadsheets limiting; difficult to integrate with planning tools
- ✓ **Leverage Existing Infrastructure:** Solution must fit with existing infrastructure investment; leverage adoption of platforms like Portal and MS Project
- ✓ **Collaborative Capabilities:** Seamless integration of collaborative tools difficult yet necessary to include all project participants
- ✓ **Lack of Automation:** Difficult to integrate and automate all project and collaborative tools and processes

★ Today's businesses increasingly look to *Collaborative Project Management* to address the challenges



ProjExec[®] Addresses the Challenges

- ❑ ProjExec is a web-based ***collaborative project management*** solution designed to help project teams improve project execution and reduce operational project costs and project risks
- ❑ Allows project teams (including external project participants) to collaborate more efficiently on project activities and organize/centralize information in one spot
- ❑ Intuitive, easy-to-use solution that supports other planning tools but also includes complete visual Gantt chart functionality, full-featured project scheduling and tracking
- ❑ Superior collaboration and reporting tools for real-time project visibility both within and outside the enterprise
- ❑ Available for multiple IBM and J2EE platforms both online and on premise



Benefits and Beneficiaries of ProjExec

□ ProjExec benefits *project stakeholders*

✓ Project Managers

- Focus on project execution, not project administration



Project Manager:

- Planning
- Control
- Closing

✓ Distributed Team Members

- Share, contribute, track time and task progress with ease



Operational Staff

- Execution
- Collaboration
- Progress

✓ Line of Business Executives

- Improved visibility and control with dashboards, cross-project portfolios



Executives/ Program Managers

- Initiation
- Control

ProjExec benefits businesses of all sizes

Small and Mid-Sized Businesses

- Simple, intuitive, cost effective

Large Enterprises

- Complete project life cycle management
- Secure multi-enterprise collaboration



Top 10 business benefits

1. Reduces costs of project management
2. Centralizes and simplifies project management
3. Improves project execution, decreases cycle time & risks
4. Enables collaboration directly in project context
5. Improves productivity
6. Streamlines reporting
7. Shorten project team members' learning curve
8. Improves communications and customer satisfaction
9. Knowledge sharing
10. Minimal IT support



Wide Range of Industries and Solutions

- ❑ **Government – Emergency Management**
 - ✓ Develop templates to reflect preparedness plans and strategies in place
- ❑ **Financial Services – Regulation Compliance**
 - ✓ Implement proven best practices
- ❑ **Professional Services – Consulting, IT, Business Process Outsourcing**
 - ✓ Collaborate with team members on requirements, issues, changes
 - ✓ Adapt to changing business challenges
- ❑ **Manufacturing – Product Design, Special Orders**
 - ✓ Collaborate with suppliers
 - ✓ Increase customer responsiveness and improve communications
- ❑ **Engineering – Construction**
 - ✓ Manage multiple projects across dispersed teams
 - ✓ Early issue identification for reduced project risk
- ❑ **Retail – New Franchise Management**
 - ✓ Streamline project execution for on time and on budget accuracy
- ❑ **Advertising and Media – Campaign Management, Product Launch**
 - ✓ Foster innovation and creativity
 - ✓ Enterprise class document management, tracking and review
- ❑ **Utilities – Green Initiatives**
 - ✓ Collaborate on green design and discuss environmental impact
- ❑ **Health Care – Clinical Trials**
 - ✓ Auditable results in less time for regulatory approval and increased revenue



Proven Business Value

Case study: Hermes, France



- ✓ Project managers manage 160 projects (special customer projects) a year and can be executing up to 60 projects simultaneously!
- ✓ ProjExec smart scheduling feature enabled automatic project schedule compression as tasks end earlier than initially planned
- ✓ Increased visibility on project portfolio progress
- ✓ Increased accuracy in estimating projects through template revisions
- ✓ Increased re-staffing agility in case of loss of sub-contractor resources
- ✓ Achieved better communication and control on special order specifications
- ✓ Increased responsiveness to customers with special orders

~15% savings on operational project costs



Proven Business Value



□ Case study: WL Gore, USA

- ✓ Previously a Quickplace customer w/ Project Managers using Microsoft Project and looking for more robust collaborative alternative
- ✓ WL Gore chose ProjExec for Quickr because they can have role-based project places tailored to their specific collaboration requirements
- ✓ Able to start using ProjExec without intensive learning and simply uploading existing project schedules
- ✓ *“What’s interesting in ProjExec is that it offers more robust capabilities than Microsoft and it’s so much easier to deploy and use for non-IT people.”*

– Peter Pratt, Senior Project Manager, WL Gore



ProjExec® Deployment Options

- ProjExec Enterprise
 - ✓ IBM Lotus Quickr (J2EE)
 - ✓ IBM WebSphere Portal

- ProjExec Express
 - ✓ IBM Lotus Quickr (J2EE)

Support for Quickr for Domino available late 2009



ProjExec® Family of Solutions

	ProjExec Express	ProjExec Enterprise
Supported IBM Middleware	IBM Lotus Quickr J2EE	Portal Edition for IBM WebSphere Portal Quickr Edition for IBM Lotus Quickr J2EE
Project Scheduling and Tracking w/ MS Project Integration (MPP and MPX files) Activity Management Project Templates	Yes	Yes
Document Management	Yes – Using Quickr Document Library	Yes - Using ProjExec Document Library
Discussion Forums	Yes	Yes
Time Management	No	Yes
Issue Management	No	Yes
Change Management	No	Yes
Reporting	No	Yes



ProjExec[®] Express

- ❑ Essential features for simple and seamless project collaboration
- ❑ Robust project tracking and scheduling ideal for small and mid-sized businesses
- ❑ Complete set of project management tools eliminates any need for additional project management software
 - ✓ Supports two-way synchronization with MS Project, MPP and MPX files
- ❑ Uniquely enables dynamic, flexible and fast project execution from one simple project portal
- ❑ Cross-project, multiple project support with alerts, dashboard, portfolios
- ❑ Leverage investment of using Quickr



ProjExec® Enterprise

- ❑ Complete Project Life Cycle Management with enterprise-class features
- ❑ Additional components not available in Express version
 - **Time Management** – easy to use cross-project cross-activity timesheets can be updated on daily or weekly basis
 - **Issue Management** – provides an easy way to report and track project issues as well as advanced workflow to streamline issue resolution
 - **Change Management** – allows project managers to control change requests to project scope, estimate impact on project schedule and get client approval prior to changing the project schedule
 - **Reporting** – provides standard reports as well as an ad hoc reporting capability to build custom reports on all project or cross-project data
 - **Multi-site Management** – an easy way to create virtual portals for different business division without requiring additional server hardware or middleware
- ❑ Two Editions Available
 - **Portal Edition** for WebSphere Portal 6.x
 - **Quickr Edition** for Quickr/J2EE 8.1



ProjExec® for Quickr





ProjExec® for Quickr

- ❑ Transforms Quickr into a single solution for collaborative project management
 - ✓ Both Enterprise and Express Versions available for Quickr
- ❑ Only solution that gives Quickr the equivalent functionality of MS Project Server + Sharepoint Services at a fraction of the cost!
- ❑ Ready to use control console
 - ✓ *ProjExec Portfolio Place*
 - ✓ *ProjExec Administration*
- ❑ Ready to use templates
 - ✓ *ProjExec Project Place*
- ❑ Seamless integration capabilities
 - ✓ Create project information from Lotus Symphony, MS Office, etc.
 - ✓ Quickr Library for integrated document management
- ❑ Notes, Domino and Sametime integration
 - ✓ My Projects and Notes calendars fully integrated



ProjExec® for Quickr

Lotus Quickr.

Log Out: Al Mass

Help

PHI corporate web site

Customize



Gantt By WBS

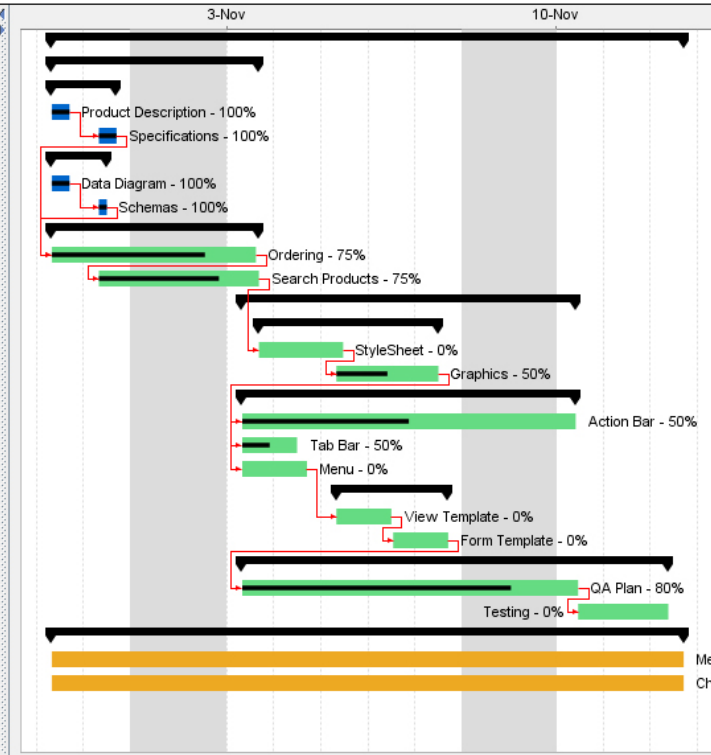
Synchronize with MS Project Close

Done On Schedule Warning Critical

Help



Name	Id	Start Date	End Date	Resources
PHI Corporate Web Site	1	10/30/08	11/12/08	
System Analysis	1.1	10/30/08	11/3/08	
Requirements	1.1.1	10/30/08	10/31/08	
Product Description	1.1.1.1	10/30/08	10/30/08	Philip Collins
Specifications	1.1.1.2	10/31/08	10/31/08	Philip Collins
Design and Architecture	1.1.2	10/30/08	10/31/08	
Data Diagram	1.1.2.1	10/30/08	10/30/08	Mary Davis
Schemas	1.1.2.2	10/31/08	10/31/08	Mary Davis
Use Cases	1.1.3	10/30/08	11/3/08	
Ordering	1.1.3.1	10/30/08	11/3/08	Al Mass
Search Products	1.1.3.2	10/31/08	11/3/08	Al Mass
GUI	1.2	11/3/08	11/10/08	
HTML Design	1.2.1	11/3/08	11/7/08	
StyleSheet	1.2.1.1	11/3/08	11/5/08	Amanda Calder
Graphics	1.2.1.2	11/5/08	11/7/08	Amanda Calder
Components	1.2.2	11/3/08	11/10/08	
Action Bar	1.2.2.1	11/3/08	11/10/08	Mary Davis
Tab Bar	1.2.2.2	11/3/08	11/4/08	Philip Collins
Menu	1.2.2.3	11/3/08	11/4/08	Amanda Calder
Templates	1.2.3	11/5/08	11/7/08	
View Template	1.2.3.1	11/5/08	11/6/08	Amanda Calder
Form Template	1.2.3.2	11/6/08	11/7/08	Al Mass
QA	1.3	11/3/08	11/12/08	
QA Plan	1.3.1	11/3/08	11/10/08	Al Mass
Testing	1.3.2	11/10/08	11/12/08	Philip Collins, Arnold Kennedy, Ada...
Project Management	1.4	10/30/08	11/12/08	
Meetings	1.4.1	10/30/08	11/12/08	Al Mass
Change Control	1.4.2	10/30/08	11/12/08	Ava Gardner



[Click here to switch to light Gantt Chart](#)



ProjExec® for WebSphere Portal

- ❑ Key component of enterprise portal collaboration and business integration strategy
 - ✓ Efficiently run projects = efficiently run businesses
- ❑ Leverage investment in enterprise Portal infrastructure
- ❑ Integrates with existing enterprise data and portal applications
 - ✓ Dashboards
 - ✓ Financial apps
 - ✓ HR
- ❑ Only Collaborative PM solution available for Portal



ProjExec® for WebSphere Portal



Global Settings My Profile Help Log
Welcome Alexandre Homsi | June 12, 2008



ProjExec® Enterprise

- Home
- Schedule
- Documents
- Discussion
- Issues
- Changes
- Reports
- Tracking
- Dashboard
- Project Settings
- Site Settings

Project Schedule



All Tasks By WBS

Current Project: ProjExec 3.7.1

New Synchronize with MS Project

Show: Level 2

Search: Advanced Search

Pending In Progress Done

Showing 1 - 11 of 11

Page 1 of 1 Rows/Page: 50

- All Tasks By WBS
- Gantt
- WBS Tree
- WBS
- All Tasks
- My Tasks
- Project Calendar
- My Calendar

% Complete	WBS Id	Name	Duration	Start	Finish	Work	Resources	Predecessors
0%	1	ProjExec 3.7.1	45.5 days	5/19/08	7/21/08	866 hrs		
0%	1.1	Gantt Chart	30 days	5/19/08	6/27/08	240 hrs	Sandra Grenier	
0%	1.2	Actions In views	12 days	6/4/08	6/19/08	96 hrs		
0%	1.2.1	Action Component (Ajax)	7 days	6/4/08	6/12/08	56 hrs	Guy Haddad	
0%	1.2.2	Update task progress	1 day	6/13/08	6/13/08	8 hrs	Guy Haddad	1.2.1 FS
0%	1.2.3	Approve/reject documents	1 day	6/18/08	6/18/08	8 hrs	Guy Haddad	1.2.2 FS
0%	1.2.4	Download attachments	1 day	6/17/08	6/17/08	8 hrs	Guy Haddad	1.2.3 FS
0%	1.2.5	initiate Discussions	1 day	6/18/08	6/18/08	8 hrs	Guy Haddad	1.2.4 FS
0%	1.2.6	Display bookmarks	1 day	6/19/08	6/19/08	8 hrs	Guy Haddad	1.2.5 FS
0%	1.3	View enhancements	4 days	6/16/08	6/19/08	32 hrs		
0%	1.3.1	Display an icon when bookmark exists (on all ProjExec o...	2 days	6/16/08	6/17/08	16 hrs	Maya Roukoz	
0%	1.3.2	When hovering on the icon, list the bookmarks and make th...	2 days	6/18/08	6/19/08	16 hrs	Maya Roukoz	1.3.1 FS
0%	1.4	Loading pages using Ajax	18 days	6/4/08	6/27/08	144 hrs		
0%	1.5	Enhancements	13 days	6/5/08	6/23/08	118 hrs		
0%	1.6	Work Summary enhancements	6.5 days	6/4/08	6/12/08	52 hrs		
0%	1.7	Tagging	15 days	6/12/08	7/3/08	160 hrs		
0%	1.8	Integrate the reusable features that we did for John Lobb	3 days	7/8/08	7/10/08	24 hrs	Maya Roukoz	
0%	1.9	QA and bug fixing	12 days	7/3/08	7/21/08	0 hr		1.7.3 FS 1.5.8 FS 1.4.4 FS 1.2.6 FS
0%	1.10	Documentation	5 days	7/3/08	7/10/08	0 hr		1.9 FS

My Team

Current Project: ProjExec 3.7.1

Edit

By Team | By Organization

Name

Default Team

- Guy Haddad
- Hayat Akh
- Intekhab Yunes
- Access Rights
- Laurent Pouban
- Marwan Helou
- Maya Roukoz
- Rana Rahi
- Sandra Grenier
- Valerie Berthie

Quick Links

Current Project: ProjExec 3.7.1

- New Project
- Add Team
- Manage Users
- New Time Sheet
- New Document
- New Discussion Topic
- New Issue Request
- New Change Request





ProjExec® vs. MS Project Server

	ProjExec / Quickr	MS Project Server / SharePoint
Server Platform	Cross-platform	Microsoft only
Client	All browsers – accesible via iPhone	IE only
Integration with MS Project client	Yes	Yes – Requires Professional version
Portfolio Server Included	Yes	No
Real-time collaboration	Yes	No
Open Architecture	Yes	No
Software Installation	2 to 3 hours	3 days
Usability	Intuitive	Some capabilities require admin intervention
License Costs (USD)	\$140-\$265 per user (including Quickr)	\$1,000 - \$1,500 per user



Position relative to competition

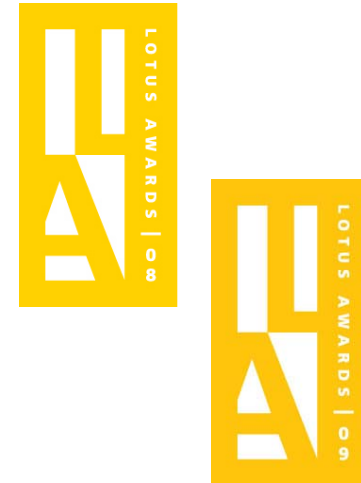
- ❑ ProjExec focuses on project **Execution**
 - ✓ Delivering faster time to execution to achieve real time success
 - ✓ Competition focuses on scheduling and planning functionality
- ❑ ProjExec focuses on enabling **Collaboration**
 - ✓ Seamless integration supporting on demand collaboration in the context of specific projects, anytime from anywhere
 - ✓ Competition requires adjunct tools and infrastructure to integrate planning with collaboration and execution
- ❑ ProjExec is **Dynamic** and **Flexible**
 - ✓ Solution is simple, intuitive, and easily adaptable
 - ✓ Competition solutions are static, complex, provide too much information
- ❑ ProjExec works with other planning tools to kick start collaborative project execution, yet all the advanced PM tools needed are self contained – no other PM solutions required!



About ProjExec®

□ Award-winning ProjExec® Solution

- IBM Lotus Award 2009 – Best Total Lotus Software Solution
- IBM Beacon Award 2008 – Outstanding Lotus Software Innovation
- IBM Beacon Award 2006 – Best Lotus Software Solution
- IBM Lotus CTO Innovation Award 2008, 2006
- IBM Lotus Award 2006 – Best Contextual Collaboration Solution





Demonstration

- ❑ Project Creation
- ❑ Project setup and configuration
- ❑ ProjExec functions and features
- ❑ Issue Management
- ❑ Reporting
- ❑ Portfolio (multiple projects) management



Summary

- ❑ Business and IT challenges in Project Management
- ❑ Why Collaborative Project Management is the solution?
- ❑ ProjExec brings you instant benefits
- ❑ Deployment options of ProjExec
- ❑ Competitive analysis
- ❑ Seeing is believing – ProjExec in action



For Additional Information

Michael Yeung Tel: 2169 8422
Email: michael.yeung@dmahk.com

Web site:
<http://www.dmahk.com>