Hyde Park Solutions – an introduction

Corporate Overview

Simplified Complexity – its just what we do

Project Portfolio & Cost Management... ....made simple

Visit us at: hydeparksolutions.com

HPS™
Hyde Park Solutions

Looking for
a safe pair of hands,
practical advice with
years of experience
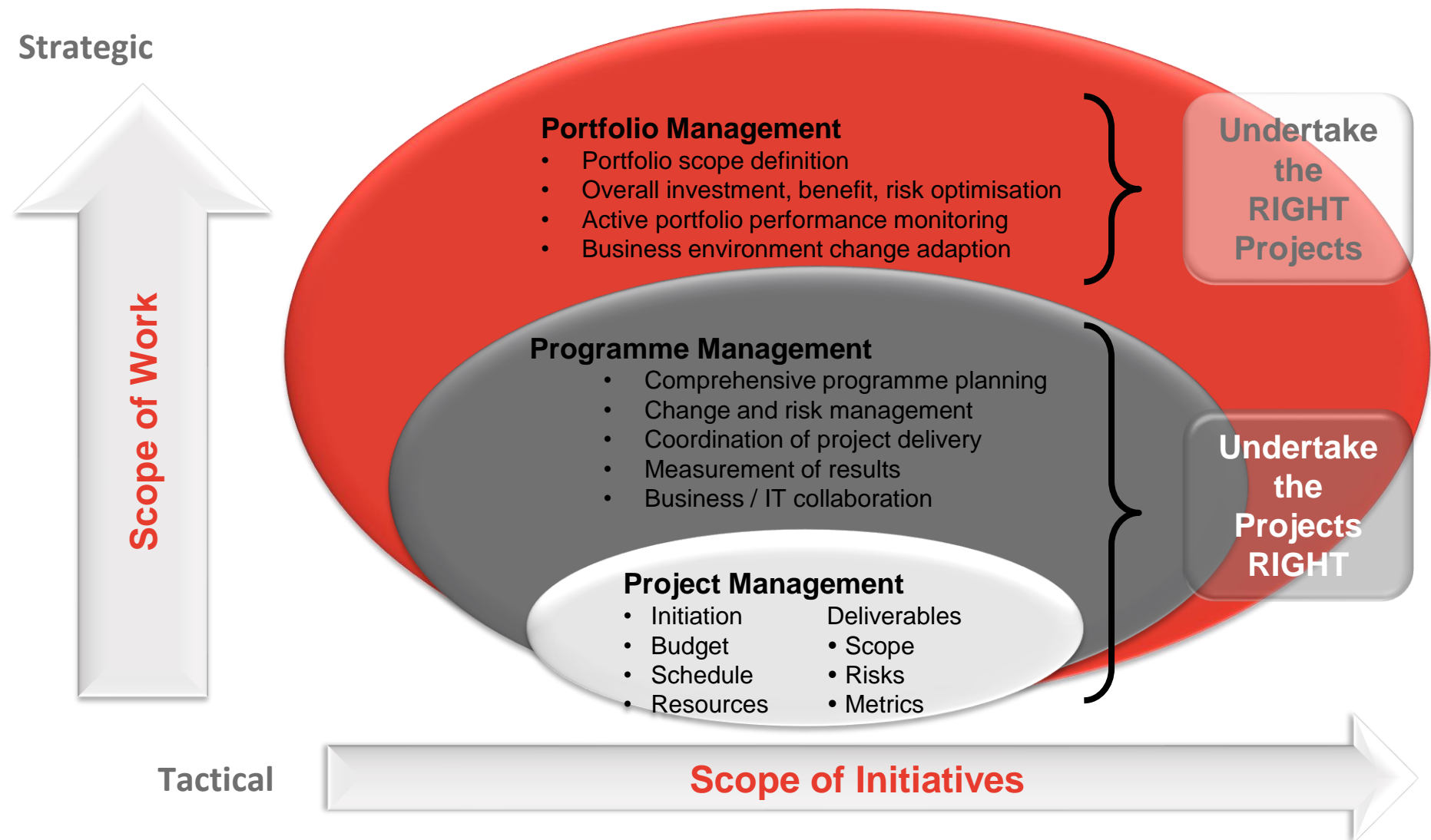
let us introduce Hyde
Park Solutions

Contents

1. Who are HPS?
   a. Focus is PPM, P3M & Oracle Primavera
   b. Who are we?
   c. Global customers, local support
2. What do we do?
   a. We do 4 things, Well!
   b. 2 things differentiate us
   c. Our Approach
   d. Our Certified & Specialised Oracle resources
   e. Sell, Consult, Train & Support - by Oracle product
3. Additional Information
   a. Understanding why project fail?
   b. Assessing your Maturity.

Who are we?

Experts in Portfolio, Programme & Project (cost, contract & risk) Management

Single focus - Portfolio, Programme and Project Management...

HPS™
Hyde Park Solutions

Strategic

Scope of Work

Tactical

Scope of Initiatives

Portfolio Management
- Portfolio scope definition
- Overall investment, benefit, risk optimisation
- Active portfolio performance monitoring
- Business environment change adaption

Undertake the RIGHT Projects

Programme Management
- Comprehensive programme planning
- Change and risk management
- Coordination of project delivery
- Measurement of results
- Business / IT collaboration

Undertake the Projects RIGHT

Project Management
- Initiation
- Budget
- Schedule
- Resources
- Deliverables
- Scope
- Risks
- Metrics

Who are we?

Portfolio Management, Project Management & Project Control Professionals

Consultants and Technologists

Project and Portfolio Management Consultants

Oracle Platinum Partner

Certified on all Oracle Primavera products

Proven Methodology, Tools, and Accelerators

Practice Optimization

Conceptual Solution Development & Planning

Detailed Design and Development

Project Oversight

Training and Support

Global Team and Offshore Model

30 Oracle Certified & Specialised resources

Integration Firm

Offices EMEA, USA & India

Support global client base

World Class solutions at competitive prices

Expertise Through Acquisition

HPS™ Hyde Park Solutions

- ○ Founded 2007
- ○ Portfolio and Benefits Realisation SME's
- ○ OPPM, EPPM, Team Member, ERP Integration
- ○ UK, EMEA
- ○ 15 Core Employees

pcf

- ○ Founded 1982
- ○ Project & Risk SME's
- ○ Primavera EPPM/PPM and Integrations
- ○ UK
- ○ 5 Core Employees

ProNovo Advanced Project Controls

- ○ Founded 2015
- ○ Project and Cost Controls SMEs
- ○ Primavera Unifier, P6, Analytics, Int/Mig, BI Pub
- ○ Former Skire and OCS
- ○ USA; India
- ○ 10 Core Employees

Global customers, Local support

Proven engagement success

What do we do?

Sell, Consult, Train & Support – A refreshing approach to solving your problems

We do 4 things, Well!

- We Sell Oracle Software

  - Full range of Oracle CEGBU/Primavera software
  - HPS Integration & Automation software utilities (for Oracle Primavera)
  - Innovative approach to integrate a range of Oracle tools

- We Provide Professional Services - Consult & Advise

  - Assess & understand requirements
  - Design & Architect Solution
  - Build, Configure & Customise
  - Implement
  - Clean, Migrate & Align reference and transactional data
  - Train – access need, design and deliver

- We Deliver Training Services

  - On all Oracle Primavera Products
  - Standard of customised to customer requirements

- We Support customers by providing

  - Application Service Management – support incident reporting
  - Application Development Services – enhancements, environment & infrastructure upgrades
  - Application Management Services – incidents, bugs and Oracle Service Request (SR) liaison
  - All Oracle Primavera Applications - Technical & Business Support
  - Reporting – BI Publisher and Analytics

Sell, Consult, Train & Support - by Oracle Product

HPS™
Hyde Park Solutions

	Sell Software	Professional Services			Support	
		Solution Architecture	Install/Configure	Integrate	Business Process	Technical
Primavera Cloud (Prime)	✔	✔	✔	✔	✔	✔
Aconex	✔ *	In progress	In progress	In progress	✔	In progress
Unifier	✔	✔	✔	✔	✔	✔
Unifier Cloud	✔	✔	✔	✔	✔	-
EPPM	✔	✔	✔	✔	✔	✔
EPPM Cloud	✔	✔	✔	✔	✔	-
OPPM	✔	✔	✔	✔	✔	✔
PPM	✔	✔	✔	✔	✔	✔
Risk Analysis	✔	✔	✔	✔	✔	✔
AutoVue	✔	✔	✔	✔	✔	✔
BI Publisher	✔	✔	✔	✔	✔	✔
WebLogic	✔	✔	✔	-	✔	✔
Gateway	✔	✔	✔	✔	✔	✔
Textura	-	-	-	-	-	-

* One off sale rights

2 things differentiate us

- **Subject Matter Experts**

  – Deep understanding of Project Centric & Capital Investment organisations
  – Implementation methodology ensures long term solution viability
  – With a practical, pragmatic and "just do it" approach
  – We deliver on-time, to agreed scope & cost, and to a high level of quality

- **Technical Brilliance**

  – Oracle CEGBU & Primavera tools focus
  – Certified and specialised resources
  – Unrivalled integration expertise in Oracle technologies
  – Create solutions that scale & meet long term customer requirements
  – Responsive and dedicated Support for customers
  – Simplify the Complex

Oracle Certified and Specialised resources

(note most staff have more than one specialisation)

	Sales/Pre-Sales	Implementation	Support	Subject Matter Experts	Case Studies
Prime	5	7	7	7	-
Aconex	In progress	In progress	In progress	5	-
Unifier	13	8	7	5	✓
Unifier Cloud	13	8	7	5	✓
EPPM (incl HPS hosted)	13	5	9	5	✓
EPPM Cloud	13	5	9	5	✓
OPPM	13	2	9	7	✓
PPM (incl. HPS hosted)	13	2	9	7	✓
Risk Analysis	3	2	2	2	✓
AutoVue	3	2	2	2	✓
BI Publisher & Analytics	5	3	3	5	✓
WebLogic & Web Services	4	5	3	3	✓
Gateway	2	2	2	2	-
Oracle Integration Cloud Services	2	2	2	4	✓

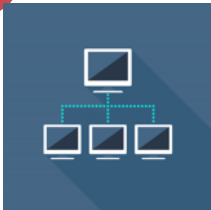# Our Approach – Conceptual Design Foundation

1 Understand business objectives, PPM practices, and key requirements

2 Survey existing Tools and Technologies to define links and identify gaps

3 Model optimized PPM solution to support requirements, practices, and extend to vision

4 Build Deployment Plan Unit, System & User Acceptance Testing, Support

www.**hydepark**solutions.com

Why projects fail?

we understand why projects fail, so design your solution so yours don't fail

Why P3M Systems Implementations Fail

Process Improvement

"You replicated every flaw we had"

- Did not streamline
- Did not leverage inherent software best practice
- Employed the experts then immediately marginalised them

Functionality

"I can't run a project with this system"

- Generally criticism of smaller projects
- Common to Rapid Prototyping
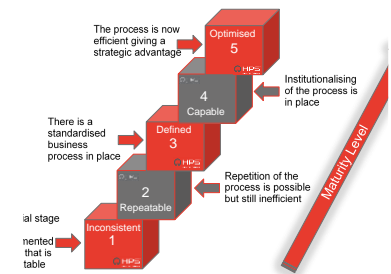- Not ideal for integrated solutions

Extensibility

"We must break the current system to extend it"

- No strategic plan for entire implementation
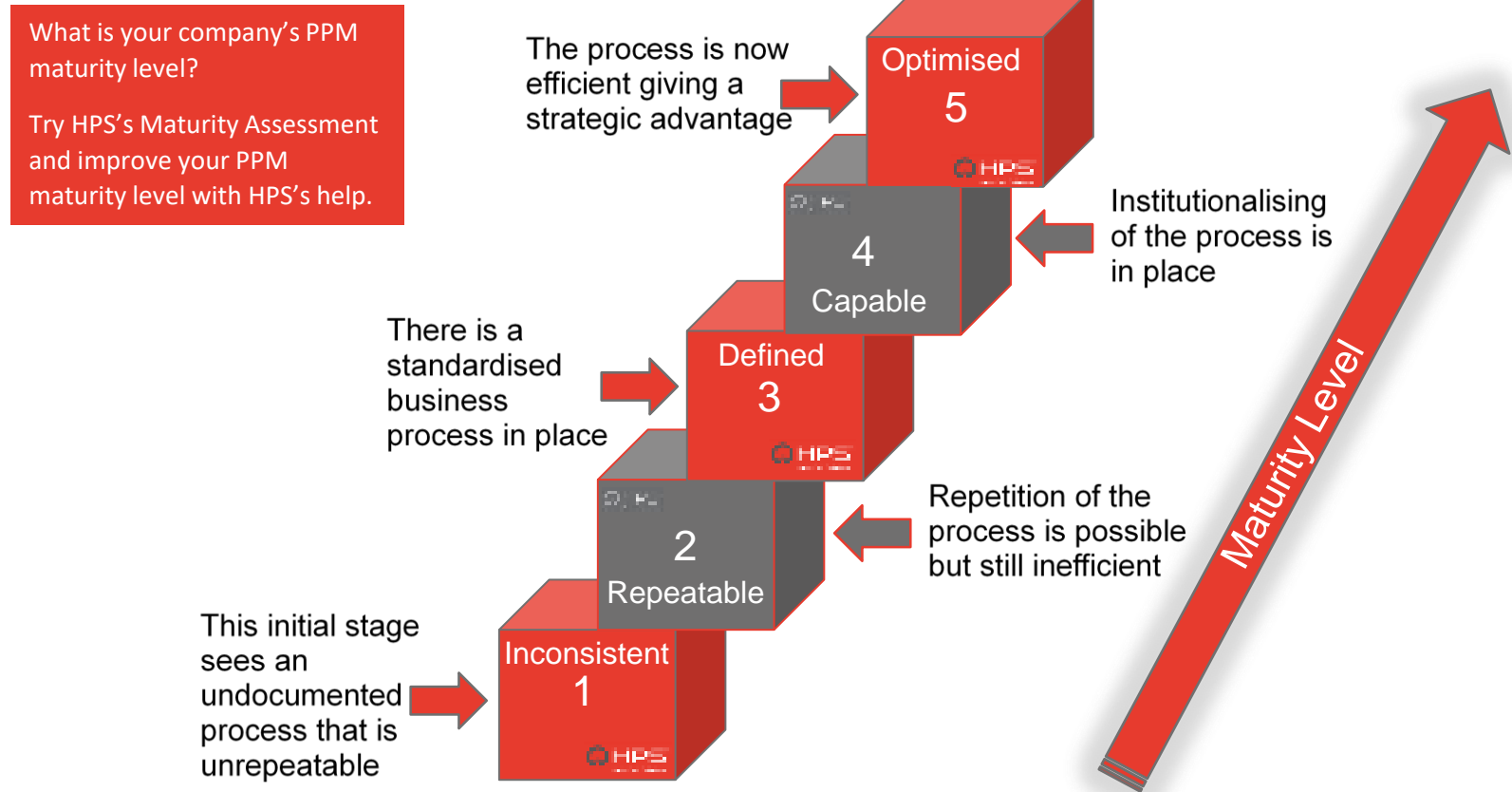- Often bottom-up departmental project – silo view
- Common of Agile developments

Assessing your Maturity

we understand the impact of maturity on PPM process and systems adoption

Maturity Assessment – where are you today?

What is your company's PPM maturity level?

Try HPS's Maturity Assessment and improve your PPM maturity level with HPS's help.

The process is now efficient giving a strategic advantage

Optimised
5

Institutionalising of the process is in place

4
Capable

There is a standardised business process in place

Defined
3

Repetition of the process is possible but still inefficient

2
Repeatable

This initial stage sees an undocumented process that is unrepeatable

Inconsistent
1

Maturity Level

www.**hydepark**solutions.com