Hyde Park Solutions – let us introduce ourselves

Corporate Overview – Long From

Simplified Complexity – its just what we do

Looking for a safe pair of hands, practical advice with years of experience

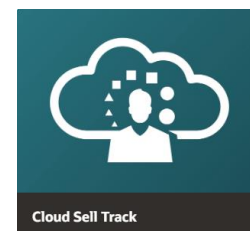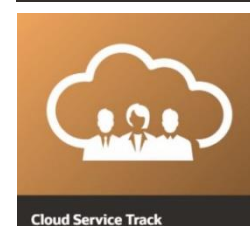let us introduce Hyde Park Solutions

we guarantee quality

Contents

1. Who are we?
   a. Focus on everything P3M
   b. Contact us
   c. Customers
2. What do we do?
   a. We do 5 things, but we do them really really Well!
   b. 2 things differentiate us
   c. Our Approach & Our Certified & Specialised Oracle resources
3. HPS Training Academy
4. Why projects fail
5. Assessing your Maturity
6. Customer Stories

ORACLE | Partner

License & Hardware Track

Cloud Service Track

Cloud Sell Track

1. 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

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

Tactical

Scope of Initiatives

Who are we?

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Portfolio Management, Project Management & Project Control Professionals

Consultants and Technologists

Project and Portfolio Management Consultants

Integration Specialists

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

1(b) HPS Contacts

Who does what, who you going to call?

Who should I call – by product & service

	Sales/Pre-Sales	Professional Services Subject Matter Expert	Integration & Technical PS	Support	Training
Primavera Cloud (Prime)	Andrew	Daleen	Charles	Tina	Elaine
Oracle Aconex	Alister	Alister	Alister	Tina	Elaine
Unifier	Andrew	Alister/Ankit	Ankit	Tina	Elaine
EPPM	Jonny/Andrew	Richard/Dave/Elaine	Richard	Tina	Elaine
OPPM	Andrew	Andrew/Daleen	Charles	Tina	Elaine
Professional PPM	Jonny/Andrew	Richard/Dave/Elaine	Richard	Tina	Elaine
Primavera Risk Analysis PRA	Andrew	Dave	Dave	Tina	Elaine
AutoVue	Jonny	Richard	Richard	Tina	Elaine
BI Publisher	Richard	Zeenat/Nishi for Unifier	Zeenat/Ankit	Tina	Elaine
Primavera Analytics	Andrew	Zeenat/Ankit	Richard/Ankit	Tina	Elaine
WebLogic & Web Services Integration	Jonny	Richard	Richard	Tina	Elaine
Gateway	Jonny	Richard	Richard/Ankit	Tina	Elaine
Oracle Integration Cloud Services	Andrew	Richard	Richard/Charles /Ankit	Tina	Elaine

Contact details

	Mobile	Landline	Email @hydeparksolutions.com	Backup
Andrew	+44 7703 128 492	+44 203 882 0174	andrew.ross	Jonny
Alister	+44 7786 252 126	+44	alister.brand-williamson	Andrew
Ankit	+91 888 498 8181	+1 331 205 1556	ankit.mishra	Charles/Richard
Charles	+44 7813 036 338	+44 1926 911 444	charles.hobbs	Richard
Daleen	+44 7715 675 955	+44 1926 911 443	daleen.atrydom	Andrew
Dave	+44 7867 617 956	+44	dave.stephens	Richard
Elaine	+44 7739 711 859	+44 1926 956 021	elaine.brewer	Richard
Jonny	+44 7738 057 643	+44 1926 911 445	jonathan.hill	Andrew
Nishi	+91 902 853 5174	+1 331 205 7532	nishi.Mehunkar	Ankit/Zeenat
Richard	+44 7801 967 658	+44 161 240 1771	richard.jebb	Andrew
Tina	+44 7776 246 516	+44 1926 911 246	tina.bugg	Andrew/Richard
Zeenat	+91 970 260 3678	+1 331 205 7570	zeenat.shaikh	Ankit/Richard

Expertise Through Acquisition

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

- ○ Founded1982
- ○ Project & Risk SME's
- ○ Primavera EPPM/PPM and Integrations
- ○ UK
- ○ 5 Core Employees

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

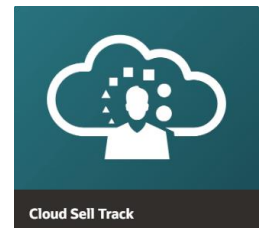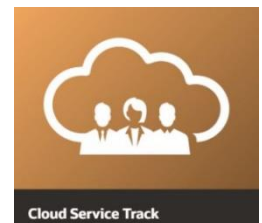# Global customers, Local support

Proven engagement success

2. What do we do?

Sell, Consult, Integrate, Train & Support – A fresh approach to problem solving!

We do 5 things, Well!

- **Sell Oracle Primavera Software** – all Primavera Software

    – Full range of Primavera CEGBU software
    – HPS's Integration & Automation Utilities (for Primavera software)
    – Innovative approach to integrate a range of Oracle tools

- **Professional Services** – Assess, Install, Configure

    – Assess & Understand Requirements
    – Design & Architect Solution
    – Build Environment & Install Software
    – Configure & Customise only if required & Implement Solution

- **Integrate, Migrate and Report** – Creating a Common Data Environment (CDE)

    – Collect, Clean, Migrate and Align Reference & Transactional Data – Cloud Migration Service
    – Integrate with other systems – Cloud Integration Service
    – Build a Data Store to Expose Data to your chosen reporting tool – Cloud Reporting Service – Analytics

- **Training Services** – Driving value from your software investment

    – Train – Assess need, Design course, Deliver training, Support customer
    – Hyde Park Solutions Training Academy – will be offering PMI accredited courses by 2020
    – Standard or Customised to customer requirements
    – Public Courses - On all Oracle Primavera Products

- **Support** – for customers using ITIL best practices

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

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License & Hardware Track

Cloud Service Track

Cloud Sell Track

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 specialists
  - Certified and specialised resources
  - Unrivalled integration expertise & Experience
  - Creating solutions that scale & meet long term requirements
  - Responsive and dedicated ITIL Support for customers
  - Simplify the Complex

Sell, Consult, Integrate, Train & Support

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	Sell	Professional Services		Integrate Migrate & Report		Train			Support	
Cloud		Architect	Configure	Integrate	Report	Fundamentals	Advanced	Masterclass	Process	Technical
Primavera Cloud (OPC)	✔	✔	✔	✔	✔	✔	✔	✔	✔	-
Aconex	✔	✔	✔	✔	✔	✔	✔	✔	✔	-
Unifier Cloud	✔	✔	✔	✔	✔	✔	✔	✔	✔	-
EPPM Cloud	✔	✔	✔	✔	✔	✔	✔	✔	✔	-
On-Premise										
EPPM	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔
PPM	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔
Unifier	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔
OPPM (Cloud option)	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔
Risk Analysis	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔
AutoVue	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔
BI Publisher	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔
Primavera Analytics	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔
WebLogic	✔	✔	✔	✔	✔	✔	✔	✔	-	✔
Gateway	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔

Our Approach – Conceptual Design Foundation

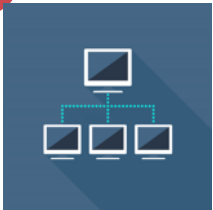**HPS™**
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1 Understand business objectives, PPM practices, and key requirements

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

2(c). Certified Resources

Driving value from your software investment & embed best practice

Oracle Certified & Specialised Resources

(note most staff have more than one specialisation)

	Sales/Pre-Sales	Implementation & Integration	Support	Subject Experts	Case Studies
Primavera Cloud (Prime)	5	7	5	7	-
Oracle Aconex	1	1	1	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	✓
Professional PPM (incl. HPS hosted)	13	2	9	7	✓
Primavera Risk Analysis PRA	3	2	2	2	✓
AutoVue	3	2	2	2	✓
BI Publisher & Analytics	5	3	3	5	✓
WebLogic & Web Services Integration	4	5	3	3	✓
Gateway	2	2	2	2	-
Oracle Integration Cloud Services	2	2	2	4	✓

Certified Resources by Product/Region

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Subject	Oracle Product Implementation	Europe Servicing USA Canada Africa	USA	Pune - India Servicing - Asia Middle East Africa	Africa Delivered by India & Europe
Portfolio	Primavera Cloud - Prime	3	-	2	-
Portfolio	Oracle Primavera Portfolio Management	6	-	-	-
Project & Programme	Primavera Cloud - Prime	8	-	2	-
Project & Programme	EPPM	5	-	2	-
Project & Programme	Professional PPM	5	-	2	-
Project Controls	Primavera Cloud - Prime	3	-	2	-
Project Controls	Aconex	1 r	-	-	-
Project Controls	Unifier	1 r t	-	10	-
Integrations	Oracle Integration Cloud Services & Gateway	3	5	2	-
Integrations	HPS Integration Cloud Services – CMS, CIS & CRS	3	5	2	-
Reports	BI Publisher	r	-	2	-
Reports	Primavera Analytics	r	-	1 r	-
Risk	Primavera Risk Analysis PRA	2	-	-	-

r – currently recruiting, t – staff currently in training

3. HPS Training Academy

Driving value from your software investment & embed best practice

Hyde Park Solutions Training Academy

- **HPS Training Academy**

  – Customers tell us current providers offer poor value for money
  – Online training options available for £250 per day
  – Quality training secures returns on license investment
  – Offer full range of Primavera product training – Yes even Aconex
  – 2020 HPS Academy will be accredited PMI provider
  – End of 2020 we will have in excess of 20 hours Online training content

- **Training Outline**

  – All trainers are expert users of Primavera software they train on
  – All trainers are Oracle Certified and Specialised & CIPD qualified
  – Best value for money – we will not be beaten on price
  – Provide award winning Eastwood Harris book
  – HPS Training Academy Certificates - only if requirements met

Hyde Park Solutions Training Academy

https://www.hydeparksolutions.com/primavera-training/

- **Classroom Training Prices**

  - 3 day - £1195
  - 2 day - £775
  - 1 day - £395
  - Weekend – £545 covers 2 courses
  - Masterclass - £495 per day

- **Online Training Prices**

  - 1 – 3 day - £250 per day

- If you're a customer, bought software from us, you should qualify for a discount up to 40% on classroom training.

– Online Primavera P6 Professional Training

Primavera P6 Professional – Introduction – 1 Day
Primavera P6 Professional – Constraints, Filters, Resources & Costs, Fixing Issues – 1 day
Primavera P6 Professional – Baselines, Updating & Reporting – 1 Day

+ Primavera P6 Training - EPPM or P6 Web

+ Primavera P6 Training PPM - P6 Professional

+ Primavera P6 Training Workshops

+ Primavera P6 Administrator Training

+ Primavera P6 Training Masterclasses

+ Primavera P6 Training Workforce Development

+ Unifier Training

+ Primavera Cloud Training (Prime)

+ Primavera Risk Analysis Training (PRA)

+ OPPM Training

+ Training Terms & Conditions

5. 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
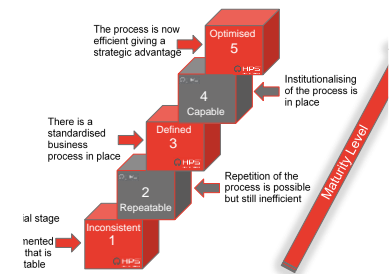
"We must break the current system to extend it"

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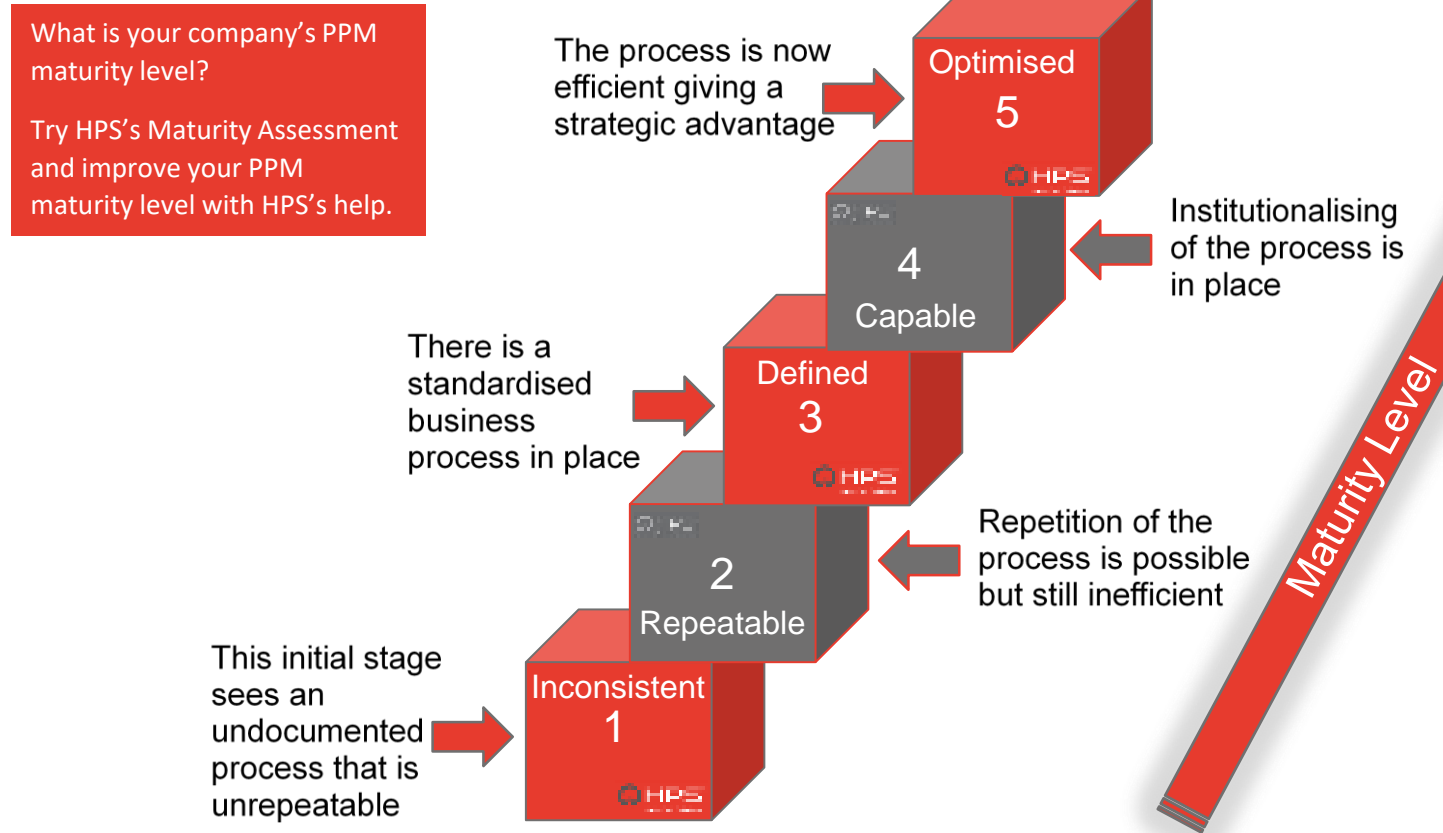- Common of Agile developments

6. Assessing your Maturity

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

Maturity Assessment – where are you today?

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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.**hydeparksolutions**.com