Hyde Park Solutions – Partnering Program

Working Collaboratively with HPS

Hyde Park Solutions
Certified Primavera Partner

The Agenda

Who are HPS?

Partner Program

Who are we?

SME & Technical Innovation

"One Stop Shop"

The toolset

Working with HPS

Simple partnership process

The approach

Timelines

Benefits

What can you achieve?

What can your customers expect?

What is the Partner Program?

The Partner Program is your opportunity to deliver Primavera implementation projects alongside some of the worlds leading Primavera consultants.

Partner	**Customer**
Develop your Product, Industry and Delivery knowledge/methodologies alongside our Primavera experts. Mentoring from our team will help you deliver your own future projects with your clients. Leading to your own self sufficiency!	Implement your own Primavera projects having the safety net that comes with experience. Develop your understanding of P3M business practices and product functionality. Leading to your own self sufficiency!

? Who are Hyde Park Solutions?

Who are we?

Hyde Park Solutions is a management consultancy specialising in Portfolio, Programme & Project Management including Risk and Project Controls solutions for capital intensive industries.

- Oracle Partner for 16+ years

- 30+ Oracle Certified Professionals

- Subject Matter Experts in Portfolio, Programme, Project, Project Controls & Risk Management

- Delivered 200+ projects all over the world Alaska, Australia, America, Finland, France, UK, United Emirates, Uganda.

- Oracle's thinking partner

- Oracle's largest software reseller in Europe for past 5 years

- If its complex - Oracle asks HPS

Subject Matter Experts & Technically Innovative

HPS™
Hyde Park Solutions

Subject Matter Expertise

Deep understanding of EPPM processes – and IT professionals

Tried and tested implementation methodology

Just do it approach – Practice & Pragmatic

Delivered on-time, at agreed cost & high quality

Tonnes of experience - 100's of successful implementations

Technically Innovative

ORACLE — Oracle Primavera Specialists

Deep pool of certified, specialized & experienced resources

Create innovative solutions & add-ons to Oracle EPPM technologies

Scalable & long-term solutions by design now and the future

Supporting enterprise customers globally

"One stop shop" for Primavera

HPS™
Hyde Park Solutions

Configuration

Training

Primavera License

Support

Integration

Reporting

Primavera Licensing
At the core of our offering is software.

Configuration
Ensure your Primavera configuration aligns with your current business practices

Training
HPS offer a wide range of training on the entire Primavera suite. Whether you're new or looking to upskill, we have a Primavera course for you.
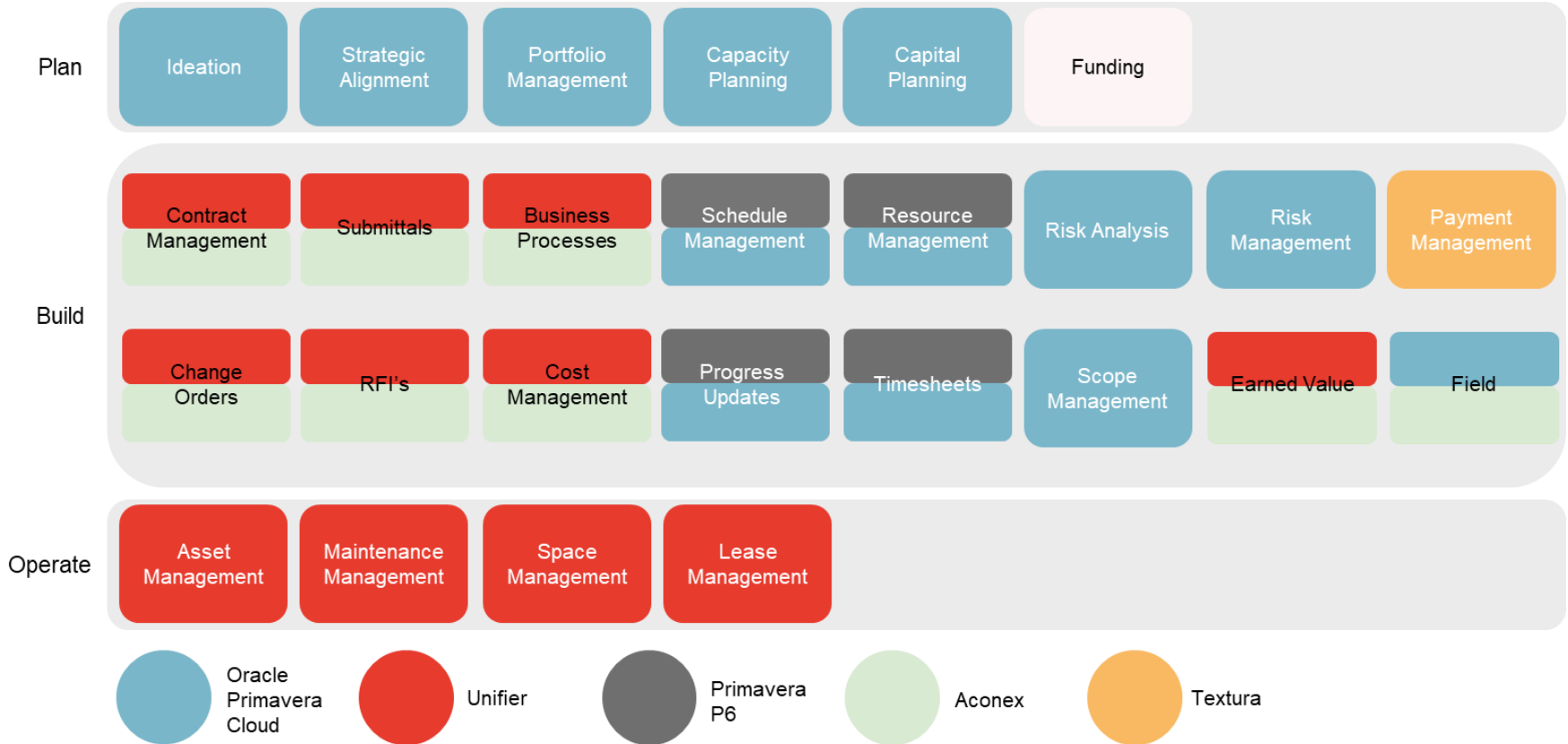
Support
Ensuring Primavera is up-to-date, secure and always accessible is key to continuously driving value from your investment.

Integration
Our integration team regularly integrate Primavera with everything from ERP, Cost and Contract solutions.

Reporting
Data without analysis is just data.
Our Project Reporting Solution enables better decision making by identifying and analysing key project data.
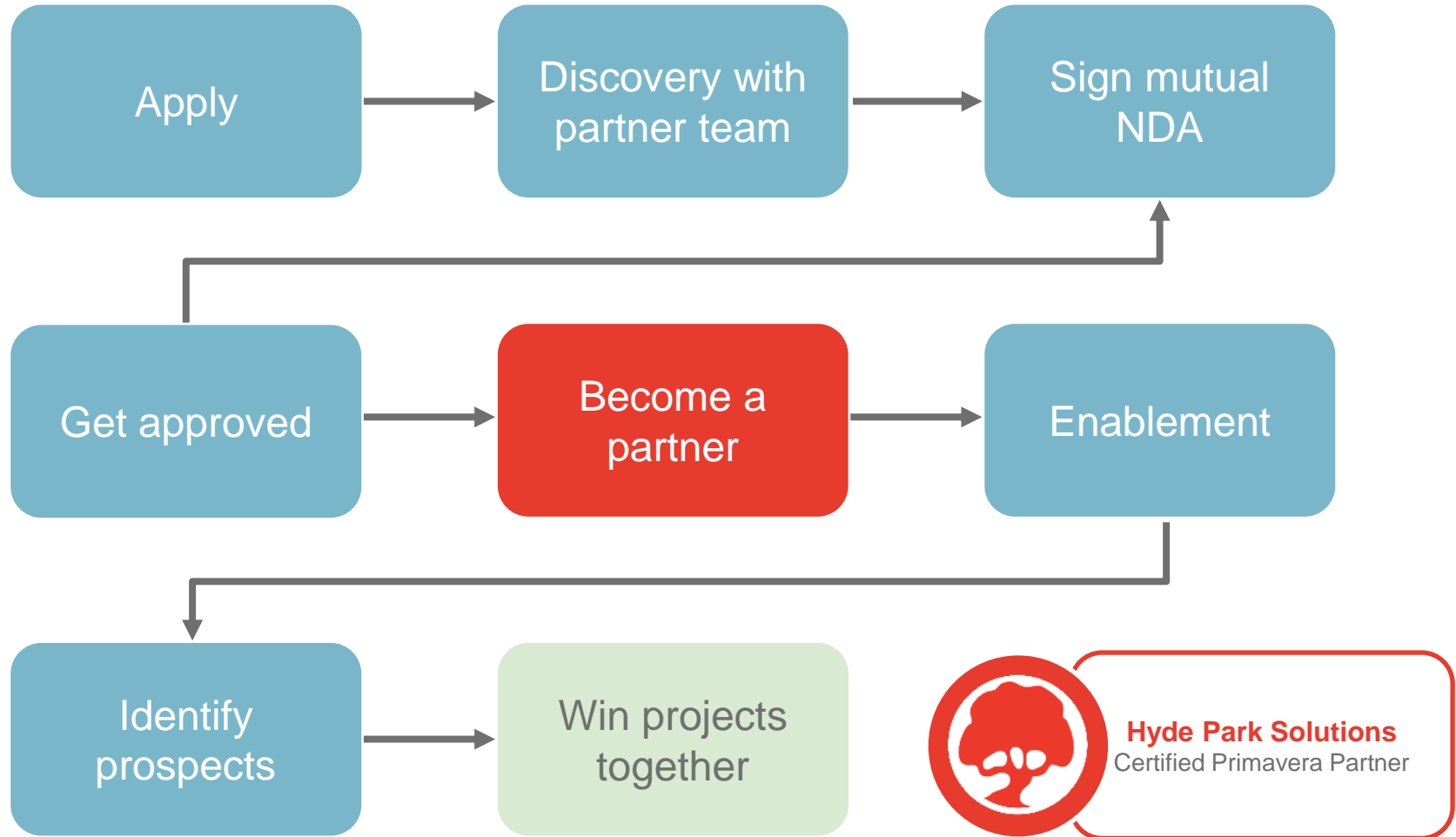
The Oracle Primavera Toolset

Plan

Ideation	Strategic Alignment	Portfolio Management	Capacity Planning	Capital Planning	Funding

Build

Contract Management	Submittals	Business Processes	Schedule Management	Resource Management	Risk Analysis	Risk Management	Payment Management
Change Orders	RFI's	Cost Management	Progress Updates	Timesheets	Scope Management	Earned Value	Field

Operate

Asset Management	Maintenance Management	Space Management	Lease Management

Legend:
- Oracle Primavera Cloud
- Unifier
- Primavera P6
- Aconex
- Textura

HPS Product Set

HPS Backup Utility	HPS Reporting Intelligence	Unifier FastTrack	Unifier Pre-Configured Packages	HPS Hosting	Integration Cloud Service

Working with Hyde Park Solutions

Simple Partnership Process

Apply → Discovery with partner team → Sign mutual NDA

Get approved → Become a partner → Enablement

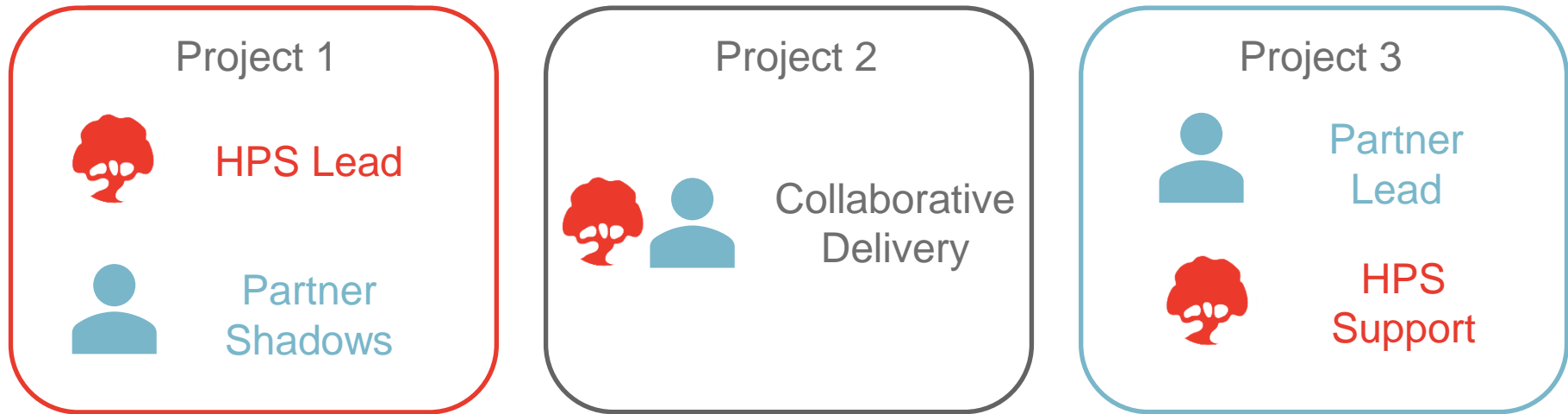Identify prospects → Win projects together

Hyde Park Solutions
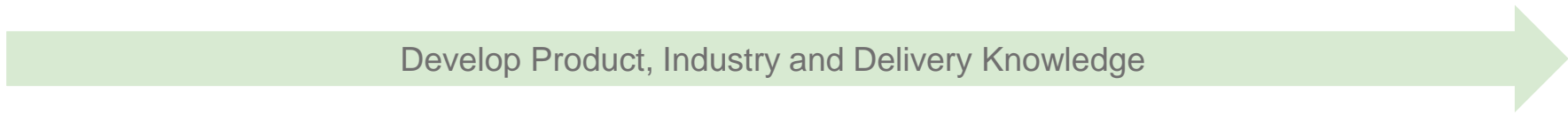Certified Primavera Partner

The Approach

Our approach is simple, across 3 (or less) projects we can provide you with the skills necessary to lead your own Primavera implementations.
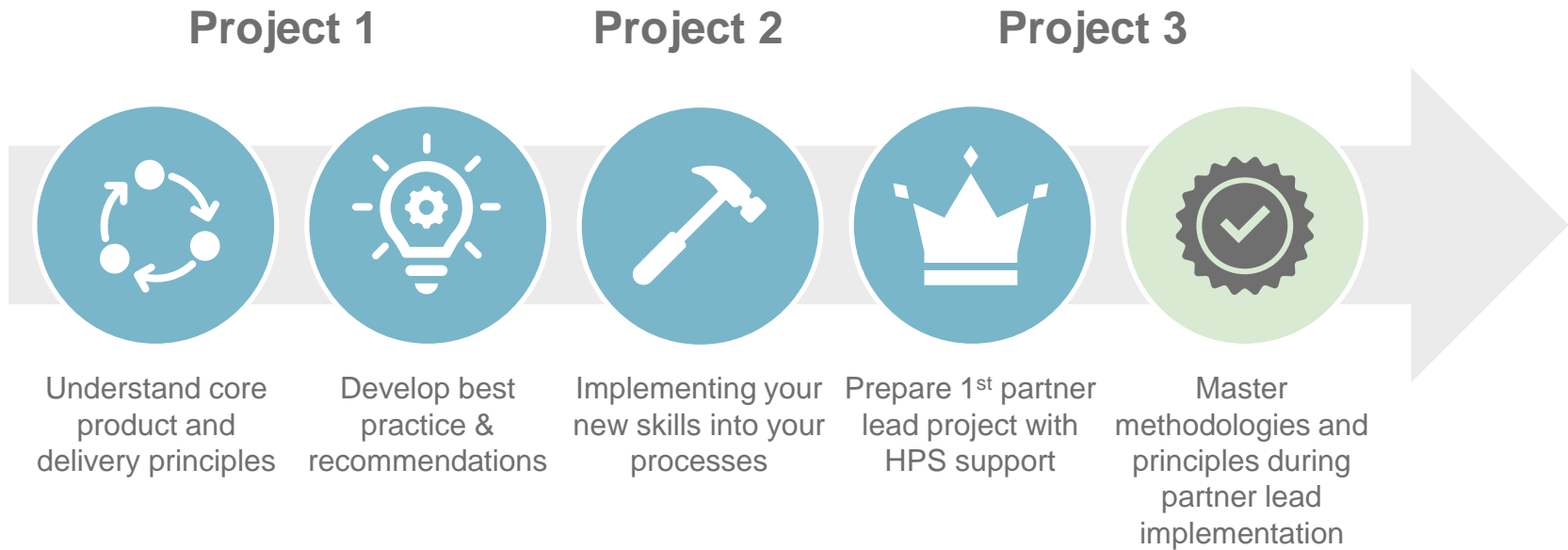
Project 1

HPS Lead

Partner Shadows

Project 2

Collaborative Delivery

Project 3

Partner Lead

HPS Support

Revenue Split

| 70% | 30% |

| 50% | 50% |

| 30% | 70% |

Develop Product, Industry and Delivery Knowledge

Timelines

Within 18 months we expect you could deliver your own implementation

Project 1   **Project 2**   **Project 3**

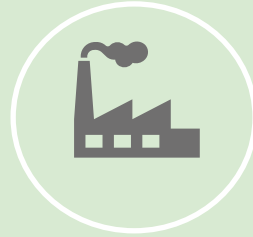| Understand core product and delivery principles | Develop best practice & recommendations | Implementing your new skills into your processes | Prepare 1st partner lead project with HPS support | Master methodologies and principles during partner lead implementation |

The Benefits

What can you achieve?

Product Knowledge

P6
Unifier
Primavera Cloud
Risk Analysis

Industry Insights

Construction
Engineering
Transport
Manufacturing
Oil & Gas
Government
Defence

Delivery Methodology

Tried & Tested
Hybrid Approach
Proven Methodology

What can your customer expect?

HPS™
Hyde Park Solutions

Knowledgeable Partner

Right products
Supporting tools
Pre-build config
Sensible suggestions

Industry Recommendations

Specific insights
Best Practice

Effective Delivery

Efficient delivery
Tried & Tested
Reliable process
Collaborative

Sign up today

Hyde Park Solutions
Certified Primavera Partner

https://www.hydeparksolutions.com/hps-partner-program/