



HP PPM Center and ResultsPositive PPM Rapid Start Services

Solutions for optimizing your business outcomes

Running a successful business today presents a variety of vexing challenges. Even mid-market companies like yours face enterprise-sized issues such as competing in a global marketplace, defending against security threats, managing costs in a turbulent economy, adhering to industry and governmental standards and regulations, optimizing supply and value chains, and maximizing the effectiveness of technology and personnel assets. The need to have a clear view of your business—knowing exactly what your organization is working on, understanding where your discretionary and non-discretionary funds are being spent, and utilizing your workforce in the most efficient manner possible—cannot be overstated.

Chances are that you're considering the adoption of HP's Project and Portfolio Management (PPM) solution. You recognize the need to make real-time business decisions that increase your competitive edge. You are looking to maintain a high growth strategy, optimize your business technology portfolio, reduce costs and process inefficiencies, and communicate—in a timely and clear fashion—the status of your strategic projects and “keep-the-lights-on” service requests.

You certainly don't want to add complexity to your environment—but you do want to make sure that any change to your business will integrate easily and be embraced throughout your organization.

Improve productivity, reduce risk, and lower costs

HP PPM Center and ResultsPositive PPM Rapid Start Services can help you transform your technology organization into one that promotes greater business outcomes quickly and efficiently. This solution suite, created and honed from years of our own hands-on experience and industry leadership, is designed to:

- Increase productivity in your project management office
- Reduce your technology operating costs and administrative burdens
- Significantly improve your project schedule and budget performance
- Boost workforce productivity
- Decrease project risks and product defect rates

ResultsPositive



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ResultsPositive PPM Rapid Start features:

- Pre-defined and configured best-practice solutions and templates
- 25 proposal, project, application change, and non-project request forms
- 25 simplified and automated lifecycle processes
- 30 end-user training courses easily tailored to meet your requirements
- Role-based dashboard reporting
- Executive and project-management trending graphs and metrics

Additionally, the HP PPM Center and ResultsPositive Rapid Start Solution suite can help you automate lifecycle business processes, solidify your technology governance through workflow automation, and reduce your auditing expenses as you comply with complex regulations such as Sarbanes-Oxley. This innovative solution suite is based on technology management best practices and methodologies that can be customized to fit your specific needs, is quick and cost-effective to implement, and has been designed to promote organization-wide adoption.

HP PPM Center delivers value and visibility

HP PPM Center provides real-time visibility into, and control over, strategic and operational demand—including current project investments; proposals under review; and the deployment of application changes at the enterprise, department, and team level. The solution suite allows you to:

- Align technology activities with business goals
- Rapidly adapt to unforeseen business change
- Make sure the right people are working on the right projects at the right time
- Gain financial visibility and governance throughout the technology lifecycle, allowing the technology organization to be run like a business

The user interface provides a real-time executive dashboard that automatically reports the status of your organization's projects. This means that you and your managers can go to just one place—your Web browser—to analyze your portfolio and see what your business is doing. Stakeholders have their own role-based views, providing an efficient way to

keep everybody focused on their assignments, their responsibilities, and their place in the decision-making process. Your executives and managers can analyze the portfolio, manage projects and project resources throughout the project and application change lifecycles, and obtain real-time information for real-time problem-solving—because all vital information is clearly presented.

The result: You achieve visibility from the top while your managers control the details across your organization.

A simple and easy-to-use solution built quickly to meet your needs

HP PPM Center and ResultsPositive PPM Rapid Start Services demonstrate that implementing PPM does not have to be complex or time-consuming. In fact, this solution suite can be deployed—and customized for your organization—within three to six weeks. ResultsPositive Rapid Start Services incorporate technology management best practices and consist of pre-configured best-practice solutions and templates, including 25 simplified lifecycle processes that are easily tailored to meet your requirements; a comprehensive implementation toolkit featuring business process and product training course materials; and a comprehensive set of role-based dashboards, key performance indicator (KPI) metrics, and more than 100 customized graphical portlets so that you can monitor performance trends.

The result: faster time to value, increased return on investment (ROI), and greater organizational adoption.

Why the HP and ResultsPositive PPM Rapid Start Solution is leading edge:

- Holistic, best-practices implementation solution
- Real-time trending metric graphs and reporting
- Quick and easy implementation that fosters organization-wide adoption
- Customizable to fit your needs
- Simplified lifecycle processes

Real-time information for real-time problem-solving

ResultsPositive PPM Rapid Start Services consist of four different solution packages:

- Project and Portfolio Management
- Application Lifecycle Management
- Product Management
- Vendor Management

Each solution features best-practices lifecycle processes, role-based dashboards and executive scorecards, real-time trending metrics, and status reporting. These features are enabled by HP's industry-leading PPM Center, which provides portfolio management, program management, project management, resource management, and demand management functions. These combined solutions allow you to:

- Assess, plan, and build an efficient and effective technology work environment
- Design, tailor, and automate your processes
- Quickly train and transform the culture of your technology organization

ResultsPositive PPM Rapid Start Solution packages

- **Project and Portfolio Management (PPM):** Based on industry and Project Management Institute™ (PMI) best practices, the PPM solution gives you the ability to track and monitor internal initiatives, proposals, and in-flight projects as well as analyze a range of “what-if” scenarios. Specifically, you can follow approved projects through phased milestone lifecycles and project work plans, and then assess customer satisfaction with random surveys. This solution package also provides robust issue- and risk-management capabilities, with built-in escalation functions for your steering and operating committees.

- **Application Lifecycle Management (ALM):** The ALM solution supports logging, tracking, and reporting of change requests and service level agreements (SLAs) and their corresponding status. For example, it will track the initiation, execution, control, and completion of your application change requests, giving you a way to monitor approved change requests throughout the application change lifecycle. You can also track and manage large enhancement change requests through streamlined software development lifecycles.

- **Product Management:** The Product Management solution supports the capturing of new product ideas, features, and defects. With this solution, your product managers can oversee a complete product portfolio of product releases and engineering projects while optimizing the utilization of resources. Product development managers can easily manage the entire product development lifecycle—from prototypes and beta test programs to product launch and release updates.

- **Vendor Management:** The Vendor Management solution lets you log, track, review, approve, and manage vendor selection, contract negotiation, and ongoing performance. This multi-faceted solution includes capabilities for request-for-proposal (RFP) management, vendor proposal evaluations, contract management, and vendor performance management. The RFP management function, for example, lets you manage the process of identifying and inviting selected, qualified vendors to bid on selected RFPs. This includes RFP timeline reporting and the status of your vendors' submissions. The contract management capability also provides a mechanism to track and monitor the performance of your vendors, including contract deliverables, project performance, and SLAs. Another key function gives you the ability to track and link approved and unapproved scope changes to vendor contracts and associated projects.

HP PPM Center and ResultsPositive PPM Rapid Start Services enable you to measure the performance of your business and technology operations in real time by helping you to manage your enterprise projects, meet the various demands for technology services, satisfy your process and compliance requirements, and create and maintain a transparent culture that promotes greater business outcomes.

HP PPM Center and ResultsPositive Rapid Start Services make good business sense

A variety of PPM solutions and services exist, but HP PPM Center—combined with ResultsPositive PPM Services—stands out for all the following reasons:

- The solution has generated tangible business outcomes, from 450% productivity improvements to 25% reduction in technology operating costs.
- It provides a holistic implementation program that promotes the adoption and acceptance of vital process changes throughout your organization.
- Implementation is quick and easy, with simple, easy-to-use best-practice solutions that can lower your implementation costs by up to 75%.
- The solution is customizable and easily tailored to meet your specific requirements.

Why HP and ResultsPositive?

HP is renowned as the industry leader in the PPM space and has been helping enterprises like yours manage and transform their technology environments to optimize business outcomes for more than two decades. Designed for quick deployment and rapid time to value, HP's modular approach to PPM allows you to select the solutions that are right for you.

HP PPM Center was awarded "Most PPM Synergy" at the Gartner PPM Summit 2007 in Boston for its combination of comprehensive portfolio analysis, ease of configuration, powerful resource scheduling, and strong quality processes. The award also recognized HP PPM Center for its capabilities in time, cost, and risk management.

ResultsPositive is a strategic HP Software Business Partner and recognized leader in technology management, PPM and ALM best practices, and process engineering and productivity improvements. ResultsPositive has helped businesses like yours achieve significant business outcomes ranging from a 15% to 25% process efficiency improvement to 25% to 50% reduction in administrative reporting activities. Plus, our consultants have extensive, day-to-day operational experience using PPM solutions.

Together, our combined experience and expertise in process design, process automation, KPI performance measurements, and organizational adoption services differentiate us from others in the industry and provide you with more opportunities to maintain your competitive edge.

To learn more

For more information on HP PPM Center, please contact your HP sales representative or visit: www.hp.com/go/ppm

For more information on ResultsPositive PPM Rapid Start Services, please contact your ResultsPositive sales representative or visit: www.resultspositive.com

Technology for better business outcomes

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