

WEBINAR:

PRISM G2

PRE-MADE, OFF THE SHELF
COST MANAGEMENT



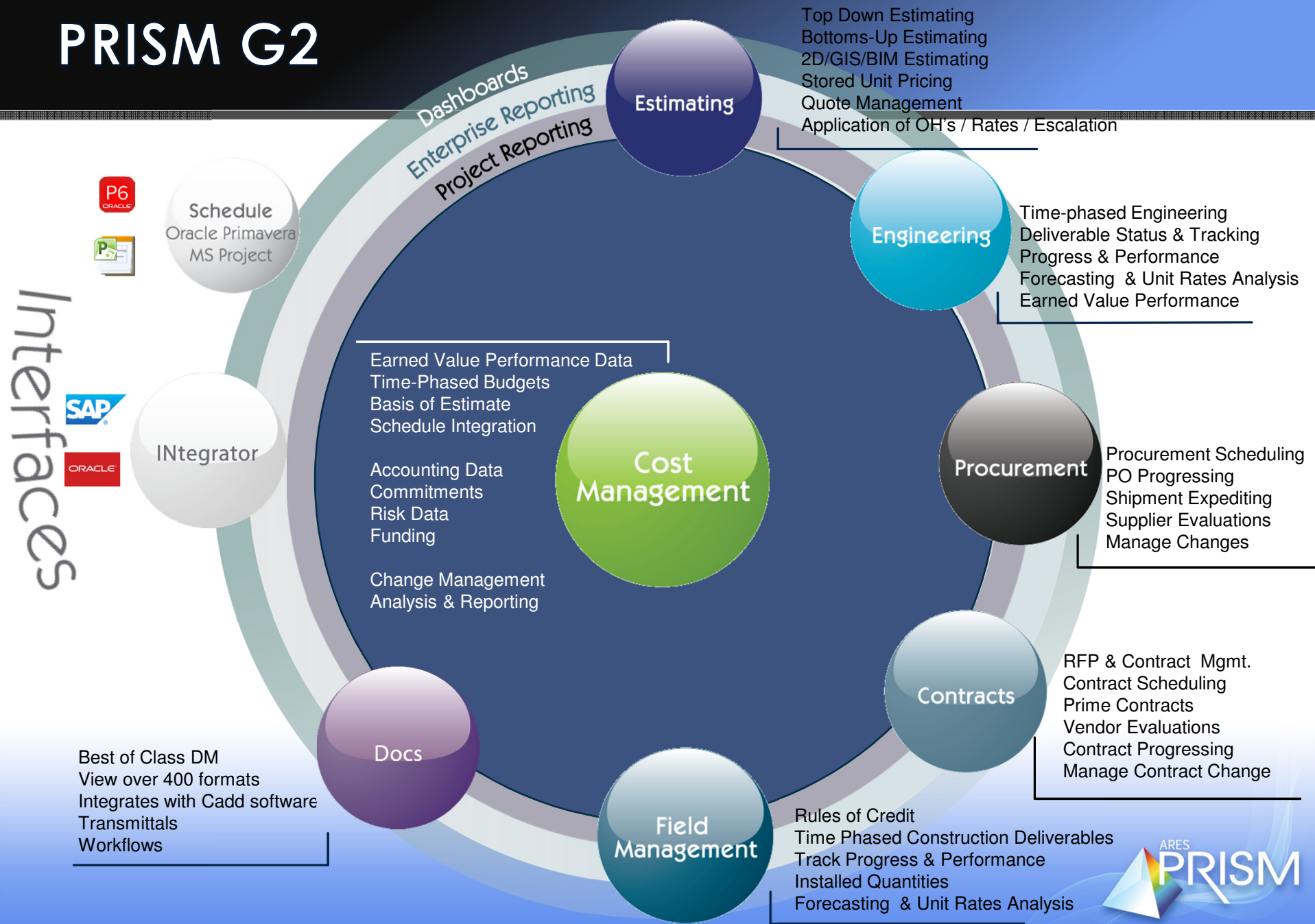
INTRODUCTIONS

Ett DiGiovanni

Project Management Solutions Expert – ARES PRISM

Ett DiGiovanni leads product management for ARES Project Management, developers of ARES PRISM integrated cost management software. Ett's career started off as a scheduler during the "BC" period (i.e. before computerized scheduling). Over the past 30 years, Ett has also obtained practical knowledge and experience in estimating, cost engineering, earned value, contracts administration, purchasing, project accounting, materials management, document control and field management.

PRISM G2



PRISM G2 PROVIDES PRE-MADE BENEFITS

- ROI benefits
- Productivity benefits
- Risk Mitigation benefits
- Staff benefits

PRISM G2

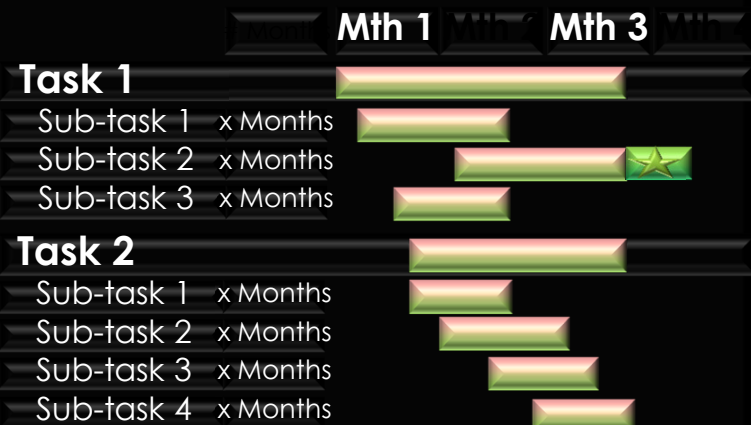
ROI BENEFITS



PRE-MADE - QUICK TO IMPLEMENT

IMPLEMENTS WITHIN MONTHS

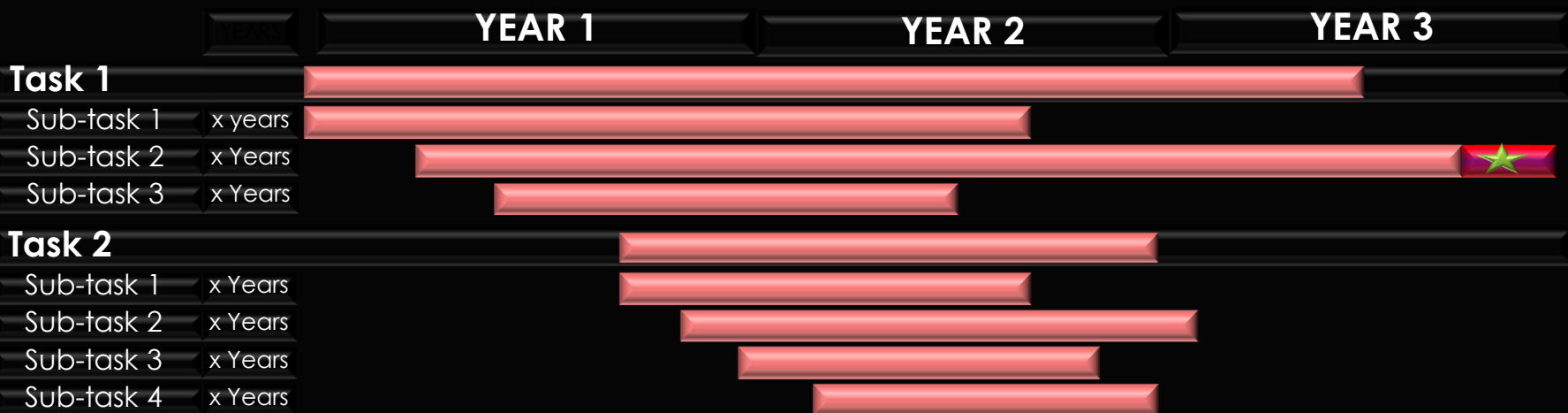
PRISM Pre-made



- Quick to Implement 1 to 3 months
- Users are engaged early on
- Quicker improvement of quality of your project data
- Decreases bad legacy data
- Benefit from upgrades & enhancements (i.e. take advantage of new functionality)
- Self Sustainable, less costly to maintain and better value for the money

COMPETITORS TAKE YEARS TO IMPLEMENT

CUSTOM SOLUTIONS



BENEFITS TO RETURN ON INVESTMENT (ROI)

Sample Return on Investment Scenario		
Assumptions	PRISM G2 "Pre-made" Solution	Customized "Configurable" Solution
Cost of Software	\$100,000	\$100,000
Annual Maintenance	\$20,000	\$20,000
Implementation Time	6 weeks	1 year
Implementation Rate	\$250/Hour	\$250/Hour
Implementation Costs	\$60,000	\$520,000
Software Life	10 years	10 years
Discount Rate	8%	8%
Annual Cost Savings	\$100,000	\$100,000
Net Present Value	\$365,510	-\$129,860

A \$495,000 difference between "Pre-made" and "Configurable" solution. So, investing in "configurable" (customized) solutions cannot be justified

PRISM G2

PRODUCTIVITY BENEFITS

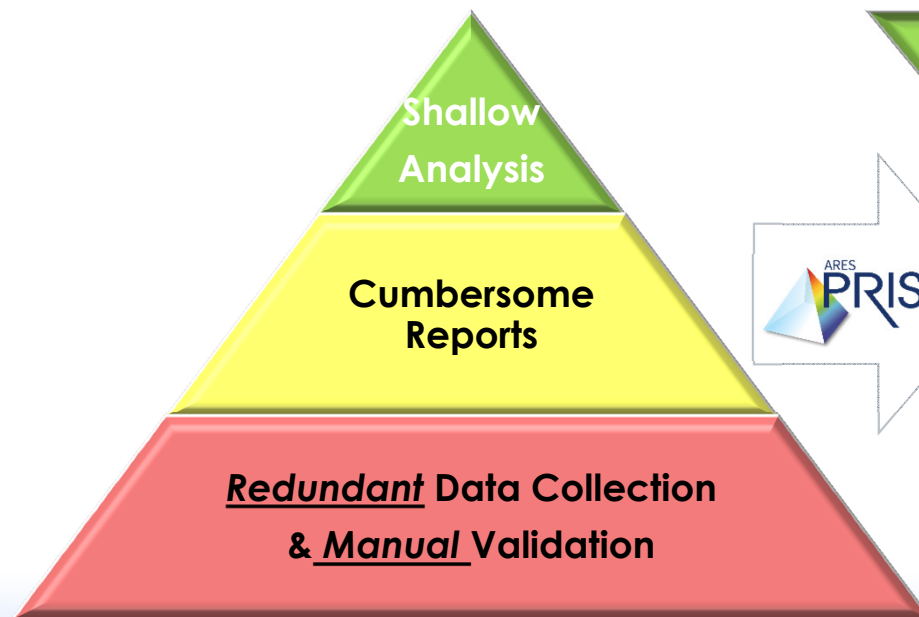


PRE-MADE PRODUCTIVITY BENEFITS

“Productivity is being able to do things that you were never able to do before.”

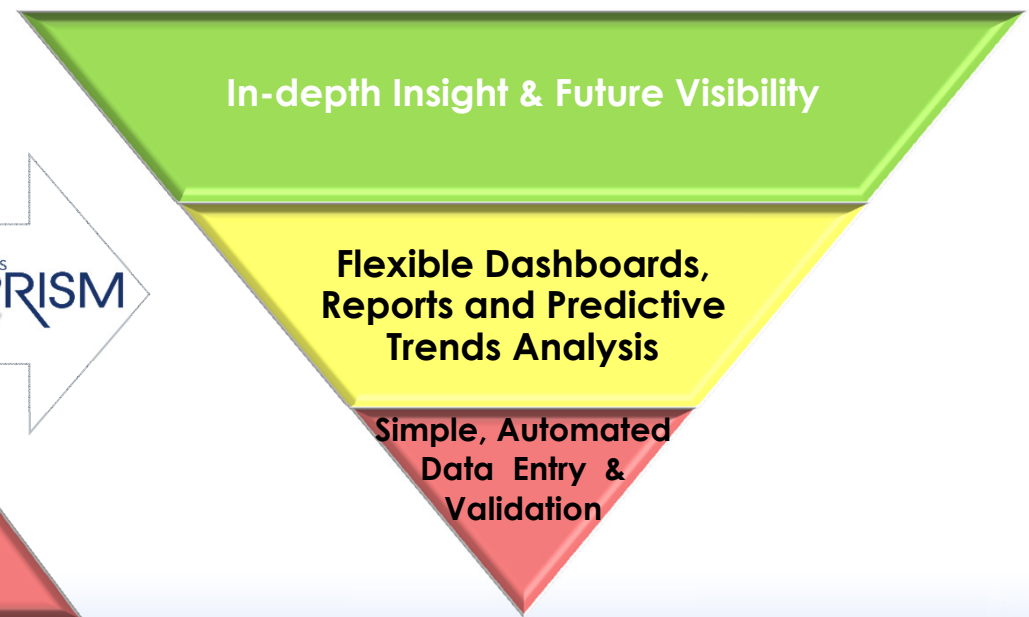
Franz Kafka

Project Reporting”



“50-80% of Project Controls’ time spent manually validating data & producing reports”

“Strategic Project Controls”



“Project Controls Eliminating Surprises & Saving the Company \$MM Annually”

PRE-MADE PRODUCTIVITY BENEFITS

“The productivity of work is not the responsibility of the worker but of the manager.”
Peter Drucker

- Providing the right tools is key to improving staff productivity
- An integrated solution reduces:
 - Staff “downtime” waiting for data
 - Setup time from months to weeks
 - The need for additional staff



PRISM G2 can result in 20% reduction in project services cost

PRISM G2

RISK MITIGATION BENEFITS



RISK MITIGATION BENEFITS - EXCEL

“Is Excel the most dangerous piece of software in the world?” New Statesman Magazine Feb 2013

- Large risks involved
- Relying on people with no programming experience reporting on sensitive data
- No debug features
- No audit trail
- No way to test why a spreadsheet returns the value it does
- Excel is the worst way to run a company's software

NewStatesman

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Alex Hern

Dispatches from the front line of the internet



Is Excel the most dangerous piece of software in the world?

Microsoft's calculator is partially to blame for JPMorgan losing \$9bn, and a lot more besides.

Is Excel the most dangerous piece of software in the world? *Baseline Scenario's* James Kwak reports on a little-mentioned aspect of the notorious "London Whale" debacle at JPMorgan, where Bruno Iksil headed a proprietary trading team which made losses of up to \$9bn.

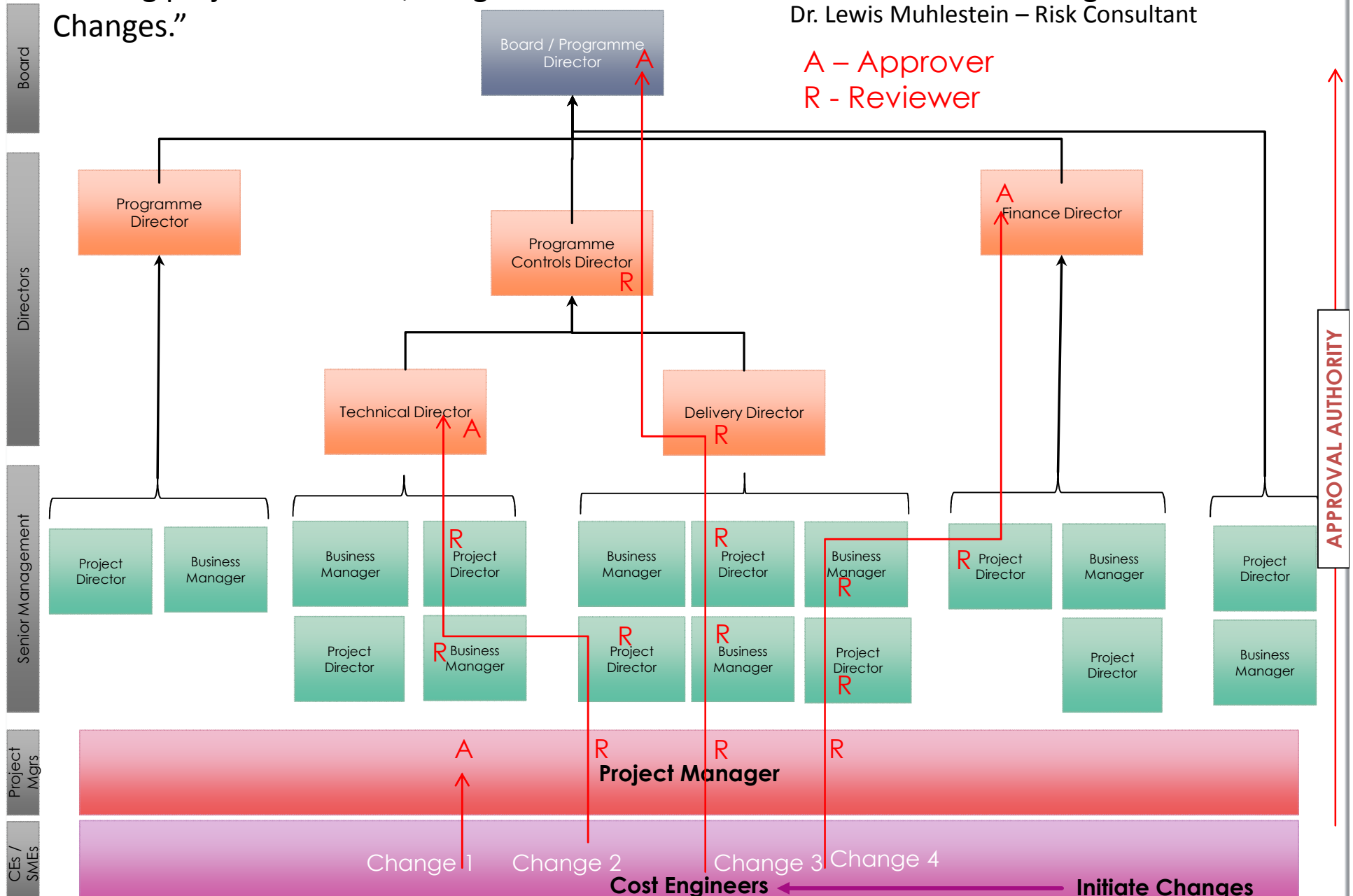
It turns out, Kwak writes, that Excel was partly to blame:

“

To summarize: JPMorgan's Chief Investment Office needed a new value-at-risk (VaR) model for the synthetic credit portfolio (the one that blew up)... The new model “operated through a series of Excel spreadsheets, which had to be completed manually, by a process of copying and pasting data from one spreadsheet to another”... After the London Whale trade blew up, the Model Review Group discovered that the model had not been automated and found several other errors. Most spectacularly,

Risk Mitigation Benefits – Integrated Changes

“During project execution, the greatest source of cost and schedule risks originate from Changes.”
Dr. Lewis Muhlestein – Risk Consultant



BENEFITS OF INTEGRATED CHANGE MGMT

- Faster reporting of Changes by:
 - Eliminating the need for 'wet' signatures, couriers, printers and meetings
 - Automating the Change status
- Eliminates the need for maintaining manually updated logs by:
 - Providing a single live source for identifying and approving changes
 - Automatically informing other departments of the approval of Trends and Changes
- Manage accounts with multiple budget owners and approvers by:
 - Automatically identify reviewers and approvers based on ownership and authority
 - Automatically sending email notifications

BENEFITS OF INTEGRATED CHANGE

- Controls how changes are handled by:
 - Making it impossible to break the rules
 - Changes must follow a set process
- Publish cost reports within 4-5 days of month end by:
 - Making changes an integral part of the cost mgmt system
 - Reviewing and approving changes on a daily basis

PRISM G2 STAFF BENEFITS



STAFF BENEFITS



CEO/Owner



Mgr of
IT



VP Projects



CFO



Mgr of
Project Controls



Project
Manager



Mgr of
Procurement



Mgr of
Construction



Mgr of
Engineering



Cost Engineer



Scheduler



Purchasing
Agent



Expeditor



Contracts
Administrator



Accountant



Design
Engineers

PRE-MADE BENEFITS FOR COST ENGINEERS

- Flexible Coding structures
- Easy to use with intuitive design
- Standard and customizable reports
- Quick setup of:
 - Budgets
 - Schedule integration
 - Time-phasing
- Centralized Change Management
- Simple commitment and actual imports
- Time saving utilities for:
 - Calculating accruals
 - Account Re-coding
 - Re-baselining
 - Copying data between Accounts
 - Consolidating Accounts

PRE-MADE BENEFITS FOR PURCHASING AGENTS

- Prepare RFQ data from Purchase Requisitions
- Select bidders from a Supplier database
- Include standard RFQ document attachments
- Develop Bid analyses from bids received
- Award and Issue PO's with attachments & T&C's
- Manage "Instructed Changes" using workflows
- Manage "Executed Changes" using workflows
- Update RFQ/PO progress
- Print standard and customizable procurement reports

PRE-MADE BENEFITS FOR EXPEDITORS

- Create Shipments for PO Items
- Prepare a Shipment Plan based on project schedule “required on site” dates
- Track multiple Shipments per PO
- Track Vendor documents per PO
- Print standard and customizable shipment reports

PRE-MADE BENEFITS FOR CONTRACTS ADMINS

- Prepare RFP data from Contract Requisitions
- Determine engineering drawing status prior to bidding
- Select bidders from a Contractor database
- Link standard RFP document attachments
- Develop Bid Analyses from bids received
- Issue Contracts with attachments and T&C's
- Manage "Instructed Changes" using workflows
- Manage "Executed Changes" using workflows
- Update Contracts progress by Pay Item
- Print Standard and customizable contract admin reports

PRE-MADE BENEFITS FOR ACCOUNTANTS

- Record Invoices and Payments per:
 - Purchase Order Line Item
 - Contract Pay Item
- Calculate advance payments and recoveries
- Calculate retention and releases
- Update actuals to Cost Management Control Accounts
- Supports “zero-based balance” bank accounts
- Update invoice data to your ERP system
- Simple reconciliation of actuals with your ERP
- Print Progress Payment Certificates
- Print Standard and customizable accounting and aging reports

PRE-MADE BENEFITS FOR DESIGN ENGINEERS

- Easy to use with and intuitive design
- Prepare drawing and specification lists
- Estimate engineering man-hour budgets
 - By deliverable, type or work, engineering package and discipline
- Update progress by:
 - Document milestone, type of work, engineering package and discipline
- Track engineering man-hour changes
- Maintain process equipment and bulk materials lists
- Prepare engineering purchase requisitions
- Print standard and customizable engineering status reports

PRE-MADE BENEFITS FOR SCHEDULERS

- Eliminate the need for:
 - Cost loading schedules
 - Detailed procurement activities
 - Detailed contract admin activities
- PRISM G2 will be the source for:
 - Procurement expected delivery dates
 - Contracts admin expected mobilization dates
 - Engineering expected completion dates
 - Calculating engineering activities % complete
 - Calculating construction activities % complete

PRE-MADE BENEFITS FOR MGR OF PROJECT CONTROLS

- Eliminate the dependency on Excel
- Standardize coding and procedures across projects
- Timely issuance of project status reports
- Employee availability and staff plan reporting
- Improve employee productivity
- Reduce staffing needs
- PRISM is a bench marking tool for new projects and proposals:
 - Provides estimating rates and prices
 - Historical data analysis
- Report status across projects

PRE-MADE BENEFITS FOR PROJECT MANAGERS

- One source for all project data
- Improve data integrity
- Quick “What-if” scenarios
- Faster issuance of project status reports – 4 days
- Earned Value analyses and reporting
- Intuitive interface for making inquiries
- Integrated change management with approval process
- Reduce project staffing requirements
- Easy to use reports at your fingertips
- Dashboard reporting to executive management

PRE-MADE BENEFITS FOR PROCUREMENT MGRS

- Prepare Procurement Control Plans based on the project schedule
- Prepare Contract Control Plans based on the project schedule
- Standardize coding across projects
- Maintain Performance ratings for:
 - Contractors
 - Suppliers
- Standard document attachments per type of PO/Contract
- Print Commitment reports across projects

PRE-MADE BENEFITS FOR ENGINEERING MANAGERS

- Eliminating dependency on Excel
- Standardized coding across projects
- Faster issuance of engineering status reports
- Employee availability and staff planning reporting
- Engineering progress reporting across projects
- Productivity reports by:
 - Project
 - Engineering Discipline
- PRISM as a source of data for new projects and proposals:
 - Engineering estimating data
 - Engineering analysis data

PRE-MADE BENEFITS FOR CONSTRUCTION MANAGERS

- Adopt defined Rules of Credit per type of task
- Estimate construction quantity and man-hour budgets
 - By deliverable – equipment item, foundation, cable, piping iso
 - By Task
 - By system
 - By WBS
- Update progress by:
 - Deliverable rules of credit
 - Task rules of credit
 - Task actual quantities installed and hours
- Track construction budget and forecast changes
- Print standard and customizable construction productivity and status reports by contract or WBS

PRE-MADE BENEFITS FOR IT MANAGER

- Flexible – works with Oracle and MS-SQL databases
- Simple and quick installation (1 day typical)
- Seamless interface to P6 and MSP (pre-made)
- Quick integration to SAP, Oracle or any ERP
- Role based solution:
 - Client
 - Hosted
 - Mobile
- Minimum IT Support required
- 24/7 Software Support
- No cost “sandbox” testing environment
- Detailed and easy to understand installation manuals
- Easy to install “patches” and new versions
- Supports OS Authentication for Login

PRE-MADE BENEFITS FOR VP'S OF PROJECTS

- Portfolio / proposal planning
- Market project control capabilities to prospective clients
- Fast and economical roll-out
- Have one source of data for all projects
- View data across projects
- Improve data integrity
- Reduce project staffing needs
- Drill-down web-based Portfolio Dashboard

PRE-MADE BENEFITS FOR CFO'S

- Seamless interface to your ERP system in 2 weeks
- Timely and accurate accrual reporting
- Report against:
 - Financial (Annual) Budgets
 - Funding Sources
- Higher profits due to:
 - Fast and economical implementation
 - Lower support and maintenance costs
 - Productivity improvements
 - Early identification of project overruns and savings
- PRISM provides a justifiable ROI
- Drill-down web-based Portfolio Dashboard

PRE-MADE BENEFITS FOR CEO/OWNERS

- Promotes team approach to project execution
- Improves staff morale by reducing stress levels
- Market project mgmt capabilities to client prospects
- Early identification of project risks
- PRISM provides a justifiable ROI to company stakeholders
- Have one source of data for all projects
- Drill-down web-based Portfolio Dashboard

IN SUMMARY... A PRE-MADE SOLUTION OFFERS

- ROI benefits
 - PRISM G2 being a pre-made, off the shelf solution, reduces up-front implementation costs and ensures a positive return on investment
- Productivity benefits
 - PRISM G2 is a productivity improvement tool that reduces project services costs by automating and validating data entry functions, thereby providing more time for analyses and accurate forecasting.
- Risk Mitigation benefits
 - PRISM G2 mitigates risk during project execution by removing the reliance on Excel and providing an integrated change management solution to control project changes – the biggest source of project risk
- Staff benefits
 - PRISM G2 provides benefits to all staff involved in project executions including executives, middle managers and “day-to-day” staff in various disciplines

QUESTIONS & ANSWERS



PRISM CONNECT 2017

A promotional poster for the PRISM CONNECT 2017 event in San Diego. The background features a night-time skyline of San Diego with its lights reflected in the water. At the top, there is a stylized logo for 'PRISM CONNECT' that incorporates a speedometer and a checkered racing flag pattern. The text 'PRISM CONNECT 2017' and 'SAN DIEGO' is prominently displayed in the center. In the bottom left corner, the 'ARES PRISM' logo is shown. The bottom right corner contains event details: 'Conference & Networking Event', 'Manchester Grand Hyatt', 'San Diego, California', 'Conference: October 30-31, 2017', 'Training: November 1-3, 2017', and the registration website 'www.aresprism.com/prismconnect2017'.

PRISM CONNECT

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ARES PRISM

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