

Australia's Best Program Delivery Company

Welcome to Seventh Way Tool

A unique tool to assist you with the right project management approach.





Seven Consulting - Services



1. Program Delivery



We deliver some of Australia's most complex and challenging agile, traditional and blended programs. We work with our clients to understand their organisational and program characteristics. These inform how we design our delivery approach to produce the best outcome for our clients. The majority of our Consultants are scaled agile (SAFe) qualified and we have over \$3bn of Agile and traditional Programs under direct management.

2. PMO Services



We provide
PMO establishment and
management, PMO
analyst and scheduling
services, and tools for some
of the largest organisations
in Australia.

3. Delivery Consulting



We provide delivery capability uplift, sponsor and project manager training, portfolio and program reviews to assist our clients improve their program delivery.

All of our clients are reference sites

Our Clients



Seven Consulting has a proven track record delivering critical outcomes for Australian organisations across industries and domains. 100% of our clients are reference sites.

















































































Our clients and staff are our top priority



Client Satisfaction Survey Results

Year	Satisfaction rating	Survey questions
January – June 2019	99.13%	7,364
2018	98.65%	15,450
2017	99.08%	9,691
2016	98.94%	10,336
2015	99.35%	5,655
2014	99.26%	3,520

100% of our clients are reference sites



"It is clear that you only recruit PM's that are the best in the business"



"No fuss, just good, honest and consistent project delivery"



"Highly professional staff, great support from the broader organisation. Clear about what they are good at and stick to this"



"Very professional" "Great consulting skills"

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Staff Satisfaction Survey Results

Survey Date	Satisfaction rating
Jun '19	98.82%
Dec '18	96.44%
Jun '18	96.40%
Dec '17	97.50%
Jun '17	98.30%
Dec '16	97.00%



How do we get 98%+ client satisfaction?



Why all our clients are reference sites.



Hands on ownership



High staff engagement, low turnover with **no** contractors



At a minimum there is monthly Quality Assurance review of the consultant's work, done by either the Founder, Managing Director or PMO Practice Lead



Bench support available to all consultants at no cost to the client



Extensive mentoring and training support, strong IP and knowledge sharing



Holiday and sick leave cover for assignments



Strong in-house tooling to support consultants, clients and quality assurance

How our values impact our delivery?





Teamwork

Teamwork has to be at the core because you can't deliver big projects without great teamwork – we focus on ensuring that the Seven team, the client team and vendors work seamlessly together.



Transparency

Assumptions and poor communications kill projects, whereas openness is the foundation of good relationships and reliable delivery. We remain a completely independent consultancy.



Delivery

A focus on outcomes focuses the team and grows confidence. With a confident attitude, expert personnel and effective teams we always deliver to clients high expectations.

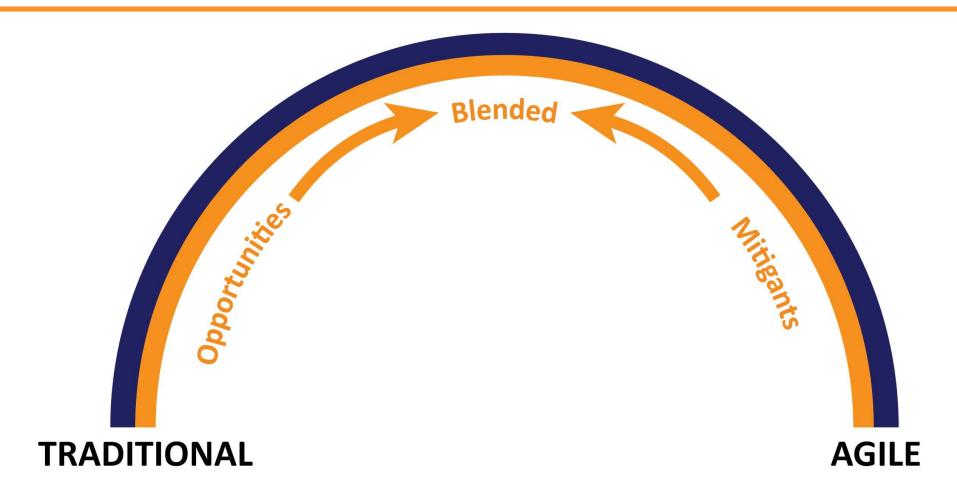
Introduction



- Programs are different.
- Organisations (technically and culturally) are different.
- We believe that these characteristics should impact on how the programs should be delivered.
- Therefore we believe that there is no single best way to deliver all programs irrespective of differing program and organizational characteristics.
- Organisations try to implement single delivery approaches to fix their issues.
- After some initial success based on using the A team and picking suitable programs, the portfolio focus changes and delivery starts to struggle and the organisation starts to move away from the approach.
- Then after a while the lack of a unified approach is blamed for delivery issues.
 Causing a tighter approach to be implemented.
- And so the cycle goes.

Seven Consulting – Program Delivery Spectrum





All of our clients are reference sites.

Market evolution



TEAMWORK - TRANSPARENCY - DELIVERY

- Phase 1: Agile doesn't work, we're not touching that rubbish. 5% of companies now
- Phase 1a: Agile might work lets try it. 15%
- Phase 2: Agile is the answer. We're moving everything to agile. 35%
- **Phase 3**: Agile has transformed my business, I am a genius. Look at this cool new digital app and my boards. 15%
- Phase 4: Senior execs get tired of lack of clarity and delays around major deliveries. Question agile. Not sure what the answer is. 20%
- Phase 5: We need to blend the techniques as appropriate to our organisation and projects. How do we best do that. 10%
- Bonus Phase : Where are the agile boundaries?

What does work.



- Assessing these characteristics to work out the best way to deliver is the work of skilled and experienced program managers.
- While we don't believe in one approach, we do have a bias towards agile.
- We have spent two years codifying our 1000's of years of experience to allow this analysis to be done in 20 – 30 minutes.
- In addition, this will provide an overview of the delivery streams, phases and dependencies
- Finally the tool links the deliverables to templates and supporting documents as well as creating a starting schedule based on the delivery approach.
- This tool is of best value to
 - Portfolio Managers
 - ePMO or ITPMO Managers
 - Program Reviewers.



Example Characteristics

4. Importance of speed to market versus quality



Agile



- Speed, speed, speed.
- What does this work best for?
 - New products.
 - New campaigns.
 - Market testing.
 - Non Core Systems.

Traditional



- Quality, quality, quality.
- What does this work best for?
 - Looking after peoples money, banking, payroll etc.
 - Looking after core systems.
 - Looking after systems that impact on peoples safety.
 - Best where once you release you can't take it back.

3. Ability to deliver in short cycles.







- Can produce partial business benefits quicker.
- Get feedback from live customers quickly.
- Refine and improve outputs for latter cycles.
- How a child learns to walk.

Traditional



 Best suited to majority of functionality being released in one go e.g. a payroll program, GST introduction, currency change.

5. Are the tools (environments, processes and data) for continuous development, testing and deployment in place?



Agile



- Hard to move to continuous development, testing and release if the supporting elements are not in place for this.
- Many companies need time to put these in place before they can run really agile programs.
- This is especially true at scale and for non digital and highly integrated systems

Traditional



 Simpler for traditional projects as they have more time in parallel with requirements, design and build to put these items in place where they don't exist (to the extent they need them and they will need less.)

Example Independent decisions



- Do we need to do a parallel run?
- Do we need to test operability of the new system?
- Do we need to do performance, DR/BCP or Security testing?
- Do we need to perform a dress rehearsal?
- Do we need to etc.

Seventh way Tool screenshots





7th Way Delivery Approach Discovery



Seventh Way - Approach Selector Step 2: Complete this questionnaire to find the methodology which best suits your project. Organisation: Department of Human Services Project Name: Project 7								
1 The scope of the project is able to be changed once it has begun								
O Strongly Agree								
	Category: Value Guidance:							
○ Neutral	Agile methods focus on the business outcomes and progressive refinement of the understanding of the deliver these outcomes. Regular review of the priority of Features and User Stories will likely vary the dimension which is required to be flexible.	he scope. Therefore, scope is						
○ Disagree	Traditional methods tend to use a decomposition approach which requires traceability back to the o definition. Therefore, changes in scope require more formal management and may require significant completed phases.							
O Strongly Disagree								
Next								
Overall Progress: Entry Form Methodology Selector Defined Methodology	Component Selector Final Report Progress of this Section:	1 of 28						
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7th Way - Selected Approach



	Seventh Way - Selected Approach Step 2 Result: Delivery Model - determine most appropriate delivery model (agile, traditional, or hybrid) Organisation: Department of Human Services Project Name: Project & Australia's Best Program Delivery Company Project &									
_			core (do the project characteristics suit agile?): diness Score (is the organisation ready to execute	70.2% 45.3%	The recommended delivery model for this project is Hybrid Fig. 1 Fi					
		Question		Response	Advice					
3.		A knowledgeable a to the project	nd empowered Product Owner exists and is assigned	Disagree	Appointment of a knowledgeable and empowered Product Owner is critical to the success of agile projects. Consider educating the sponsor in the agile approach and associated benefits to reinforce the importance.					
4.		The Product Owner	can devote sufficient time to the project	Disagree	The availability of the Product Owner to play their role is critical to the success of agile projects. Consider educating the sponsor and product owner in the agile approach and associated benefits to reinforce the importance. Schedule known Product Owner activities (e.g. Showcases) along with					
5.		It is easy to access t	the end users / customers	Disagree	Agile methods require frequent engagement with actual users or customers to provide input, feedback and acceptance of delivered features. Seek commitment to engagement of appropriate suer or customer representatives.					
	Showing 3, 4 and 5 out of 9 items									
O	vera	all Progress: En	try Form Methodology Selector Defined Methodology Com	ponent Selector Final Report	Progress of this Section:					
	Res	start All		All Rights Reserved for S www.sevenconsu						

7th Way - DELIVERABLE Refinement



Seventh Way - Deliverable Refinement Step 3: Complete this questionnaire to find out deliverables required according to the selected approach of your project. Australia's Best Program Delivery Company Program Delivery Company									
Organisation: Department of Human Services P	roject Nar	me:			Project & Recommended Approach:	H	lybrid		
	,	Archite	ecture						
1. Does the solution need backup?	● Yes	0	No	6	Is a proof of concept an option?) Yes	•	No	
2. Is the new system operations critical to the business within 24 hours of outage?	O Yes	•	No	7	Are there adequate and appropriate resources to support a proof of concept?) Yes	•	No	
3. Is DR / BCP critical for new /changed systems?	O Yes	•	No	8	Will the time line allow for running a proof of concept?	Yes	•	No	
4. Is the project impacting a mission critical application environment?	O Yes	•	No	9	Is there sufficient budget to support running a proof of concept?	Yes	0	No	
5. Is there high complexity and impact around new or changes operations to existing operations?	O Yes	•	No						
Next									
Overall Progress: Entry Form Methodology Selector Defined Methodology Comp	onent Selector		Final R	port	Progress of this Section:	1 of	9		
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7th Way Output



Seventh Way - Final Dashboard Final Report: The matirx present list of all deliverables, responsible work stream and related phase of each deliverable. Organisation: 0 Project: 0 Project Manager: 0 Creation: 10/07/2019										
The rec	ommended approach for this project is:	Agile	Total No. of Recomm			of Recommended Components:				
	1. Propose	2. Initiate	3. Plan	4. Design	5. Build	6. Validate	7. Implement	8: Close		
Agile	Product Virian	Product Backley	Aqilə Stury Boord	Eleberated Uzer Staries, Iteration Goal Statement	Burndaun Charte					
Architecture			Architecture (Praject)	High Lovel Darign						
Architecture/ Technology Team			Man Functional Specifications							
Benefits			Business Care		Farocart Bonofit Roviou			Actual Bonefitr Review, Bonefit Realization Report		
Change Management				Buriners Impact Acrossmont						
Implementation					Implementation/Deployment Plan	Implementation Run Sheet, Fred Deployment Gof No-Go Checklist & Approval				
Operations			OpeRoquiremonts		Operational Procedures	Operations Team Testing	Production Defect Reporting			
Project Management		Occirians Register, Financiale Tracker, Frinanciale Tracker, Project Tanacoment Plan / Program Charter, Project Town and Stakeholder Contact Sheat, Status Reports, Birks Leruer Acromations Dependenciae	Praject Deliverable Register, Traceability Matrix					Partimplomentation Report f Retrospective, Project Clause Report		

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Outputs after 20-30 minutes



- Suggested Delivery approach for your program
- The risks with that approach and suggested mitigants.
- Deliverables by phase and workstream
- These deliverables have click-through links to templates and instructions.
- Automatically created schedule layered by phase and workstream with dependencies already created

Implementation steps and median durations



- Understand and review current SDLC 1 week
- Recommend and agree any changes around deliverables and descriptions. 2 weeks
- Updating tool to reflect agreed approaches. 1 week
- Add new or revised templates to intranet. 2 weeks in parallel.
- Test tool on sample set of projects. 1 week
- Rollout. 2 weeks. Mostly spent organizing rollout meetings.
- Total 8 weeks.

What you are getting



- Review of current methodologies.
- Agreed improvements to the methodologies.
- 3. Tool updated to reflect agreed situational delivery processes.
- Revised processes and templates.
- Training and Rollout

Business Outcomes



- Project delivery customised and optimised based on it's characteristics.
- 2. Reduced level of project management oversights or omissions.
- 3. Better project outcomes.

Licence Costings



No of users	Monthly cost	Cost per user per month	Coaching pack	Email support	Access to monthly masterclasess	
1-5	\$ 2,000	\$ 667	10 hours	у	у	
6-20	\$ 3,000	\$ 231	20 hours	У	У	
21-50	\$ 5,000	\$ 143	30 hours	У	У	
51-200	\$ 10,000	\$ 80	50 hours	У	У	
201+	\$ 20,000	\$ 67	100 hours	у	У	

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Seven Consulting are proud sponsors of Australia's National Football side, the Westfield Matildas



We are extremely proud to be official sponsors of Australia's best team.
The Westfield Matildas are now ranked 8th in the world and were finalists in the Asian Cup.
We are also providing paid internships for a number of the team
(Tameka Butt, Elise Kellond-Knight and Lydia Williams) to support their post sporting careers.





Australia's Best Program Delivery Company

Award Winning Company

Woolworths Group IT
Exceptional Services Award
Winner 2018



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