



Australia's Best
Program Delivery Company

Welcome to Seventh Way Tool

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



Official Partner
of the
 **Westfield
MATILDAS**



1. Program Delivery



We deliver some of Australia's most complex and challenging agile, traditional and hybrid 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) certified 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
2019	99.08%	14,949
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

Staff Satisfaction Survey Results

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



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



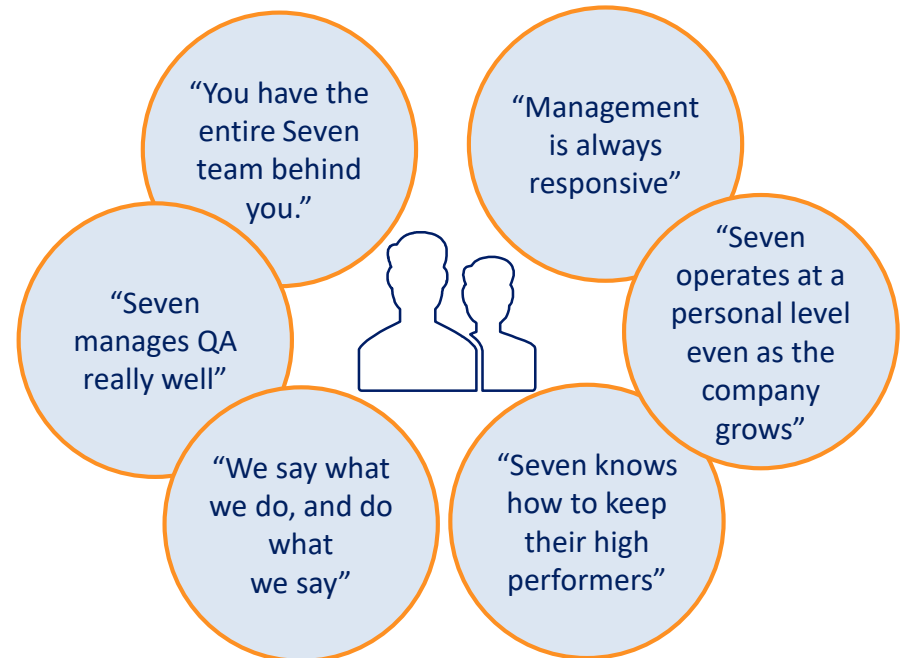
"No fuss, just good, honest and consistent project delivery"



"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"



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

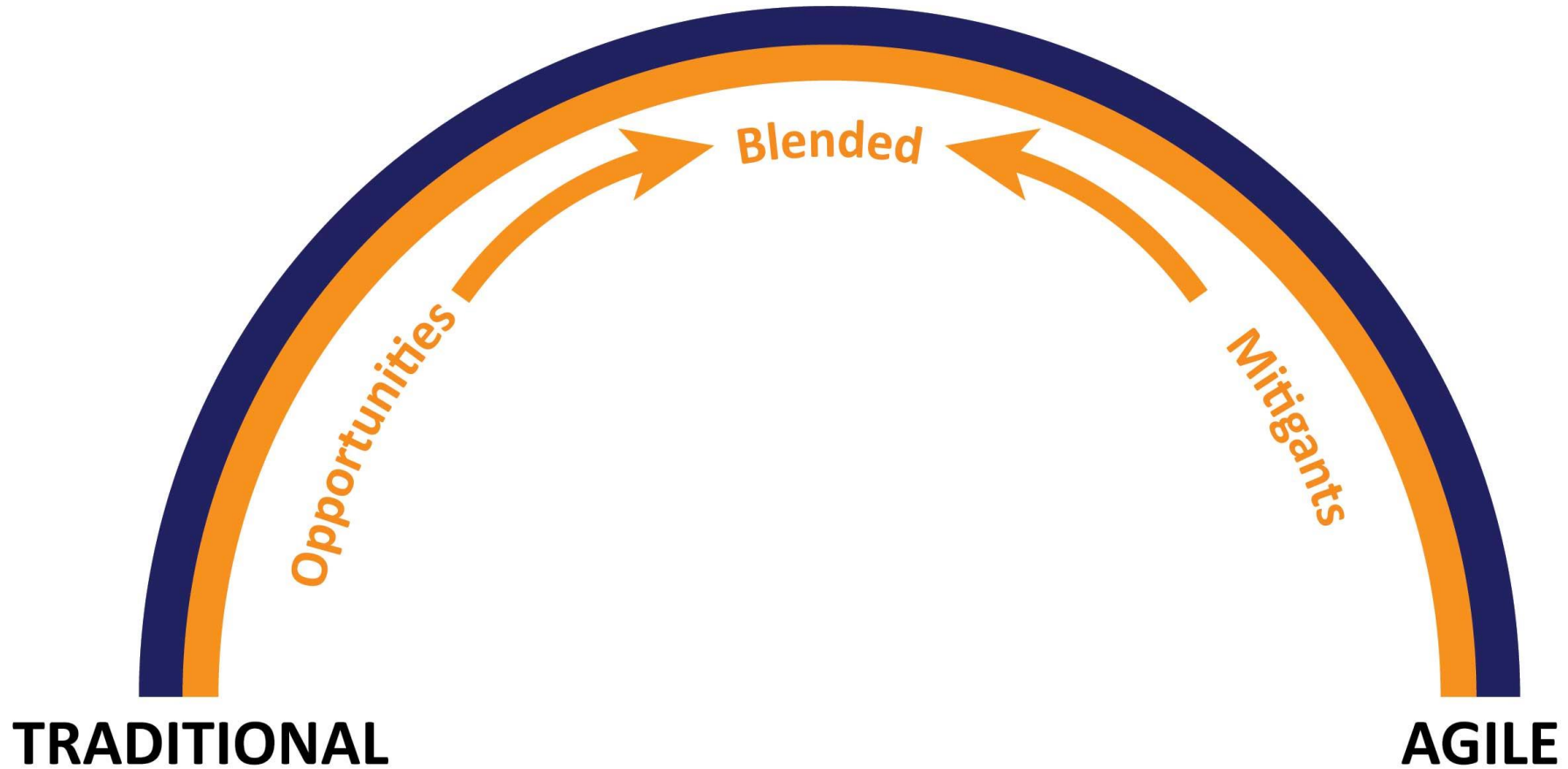
Assumptions and poor communications kill projects, whereas openness is the foundation of good relationships and reliable delivery. We remain a completely independent consultancy.



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.

- 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.



All of our clients are reference sites.

- **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?

- 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.

Agile



- 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.)

- 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.



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Welcome to Seventh Way tool

A unique tool to select the best methodology and tailor artefacts according to your project requirements.

Click here to Proceed



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7th Way Delivery Approach Discovery

Seventh Way - Methodology Selector

Step 2: Complete this questionnaire to find the methodology which best suits your project.

Organisation:

Project Name:

1 The scope of the project is able to be changed once it has begun

- Strongly Agree
- Agree
- Neutral
- Disagree
- Strongly Disagree

Category: Product Vision

Guidance:

Agile methods focus on the business outcomes and progressive refinement of the understanding of the features required to deliver these outcomes. Regular review of the priority of FEATURES and USER STORIES will likely vary the scope. Therefore, scope is the dimension which is required to be flexible.

Traditional methods tend to use a decomposition approach which requires traceability back to the original high level scope definition. Therefore, changes in scope require more formal management and may require significant rework to the output of completed phases.

Next

Overall Progress: Entry Form Methodology Selector Defined Methodology Component Selector Final Dashboard

Progress of this Section:

Restart All

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7th Way - Selected Approach

Seventh Way - Defined Methodology

Welcome John Smith

Step 2 Result: Delivery Model - determine most appropriate delivery model (agile, traditional, or hybrid)

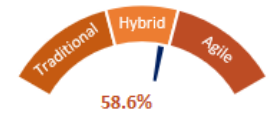
Organisation: Project Name:

Agile Suitability Score (do the project characteristics suit agile?):

Agile Readiness Score (is the organisation ready to execute agile?):

The recommended delivery model for this project is

Hybrid



Question	Response	Advice	Execution Risk to Go Agile	Execution Risk to Go Traditional
1. There are more requirements than can or should be delivered (nice-to-have requirements)	Disagree	The agile methods call for prioritisation and delivery of the requirements according to their impact on the business outcomes. Obtain agreement with the business and establish mutual understanding.		
2. Project viability or outcomes are uncertain	Disagree	Identify sub-sets of functionalities that would benefit from early feedback from the business and/or the customers. These sub-sets will be parts of the solution that are either the key or highest risk that need to be handled.		
3. The project is not critical to business operations.	Disagree	Agile methods will be used to incrementally develop the product. However, each increment may not be deployed to end users until the entire solution is complete and has undergone the required integrated testing.		

Showing 1, 2 and 3 out of 9 items

Next Page

Overall Progress: Entry Form Methodology Selector Defined Methodology Component Selector Final Dashboard

Progress of this Section:

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7th Way - DELIVERABLE Refinement

Seventh Way - Component Selector

Welcome John Smith

Step 3: Complete this questionnaire to find out deliverables required according to the selected approach of your project.

Organisation: Project Name: Recommended Approach:

Architecture

1. Is the new system critical to business operations within 24 hours of an outage? Yes No
2. Is Disaster Recovery and Business Continuity Plan critical for new /changed systems? Yes No
3. Is the project impacting a mission critical application environment? Yes No
4. Is there high impact to operations? Yes No
5. Is a proof of concept an option? Yes No
6. Are there adequate and appropriate resources to support a proof of concept? Yes No
7. Will the time line allow for running a proof of concept? Yes No
8. Is there sufficient budget to support running a proof of concept? Yes No

Next

Overall Progress: Entry Form Methodology Selector Defined Methodology Component Selector Final Dashboard

Progress of this Section:

Restart All

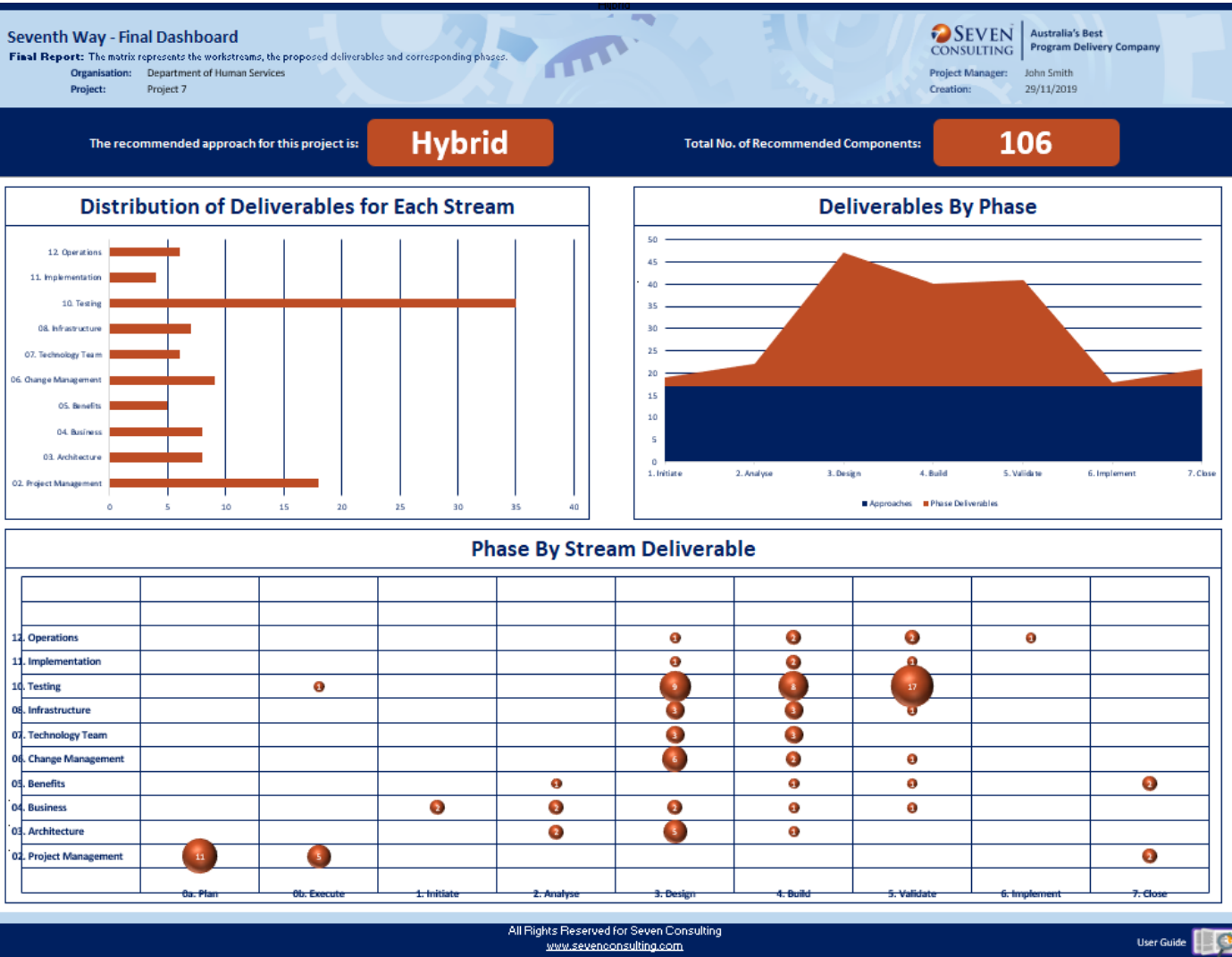
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7th Way Output



7th Way Output

Component Library

Lists suggested deliverables and activities by phase and stream

Seventh Way - Methodology Advice
 Advice is available in areas where the program / project does not meet the requirements of the selected method.

Organisation: Department of Human Services
 Project: Project 7

Hybrid

QID	Question	Response
1	The scope of the project is able to be changed once it has begun	Neutral
2	The requirements for the project are not well known or are highly likely to change	Neutral
3	There are more requirements than can or should be delivered (nice-to-have requirements)	Neutral
4	Project viability or outcomes are uncertain	Neutral
5	The project is not critical to business operations.	Neutral
6	Flexibility is required to adapt to changing market conditions	Neutral
7	The effort required to complete the project cannot be easily estimated	Neutral
8	Speed to market or speed to value are critical	Neutral
9	The stakeholders are willing to work in an iterative way	Neutral
10	The tested deliverables can be implemented in short cycles	Neutral
11	Rapid, iterative delivery of functionality / features is more important than implementing a feature-rich product	Neutral
12	The risk of breaking existing working system or business process functionality is low	Neutral
13	A knowledgeable and empowered Product Owner (Member of agile team responsible for defining stories and prioritizing the team backlog) exists and is assigned to the project	Neutral
14	The Product Owner can devote sufficient time to the project	Neutral
15	It is easy to access the end users / customers	Neutral
16	The team's experience aligns to projects with high rates of change, i.e. adaptable, independent thinking	Neutral
17	If Agile is adopted, the team and stakeholders have access to a qualified and experienced Agile Coach or Scrum Master	Neutral
18	The team is able to co-locate	Neutral
19	Team size within the project is small to medium (<15 team members)	Neutral
20	On this or similar programs in this organisation delivery teams are stable	Neutral
21	The delivery team can be empowered, is flexible and able to self-manage	Neutral
22	The development tools necessary for continuous software integration are in place	Neutral
23	Automated testing tools are in place	Neutral
24	The operational capability exists to support multiple rapid deployments	Neutral
25	This project only requires changes to one application or platform?	Neutral
26	How many integration points does the project have?	Neutral
27	Project delivery is not impacted by other programs of work operating in the same space	Neutral
28	Streams can work in an agile manner	Neutral

Methodology Advice

Lists the responses to the Methodology questions and displays advice as appropriate

Seventh Way - Component Library
 This library provides a description for each component, so will suit template links where applicable.

Organisation: Department of Human Services
 Project: Project 7

Hybrid

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 Project Manager: John Smith
 Creation: 29/11/2019

Phase	Stream	Project Components	Revised Description
0a. Plan	02. Project Manager	Budget	The budget for a project is the combined costs of the individual activities or work packages that the project must accomplish. The budget is represented by the approved cost baseline. MS Project Schedule including all tasks, deliverables, milestones and dependencies List of all artefacts prepared by the Project, by time/phase/release/stream
		Integrated Project Schedule	The Project Management Plan (PMP) is a formal, approved document used to manage project execution. The PMP documents the actions necessary to define, prepare, integrate and coordinate the various planning activities. The PMP defines how the project is executed, monitored and controlled, and closed. It includes Governance Cycle Definition, Document Management Plan, Internal and External Audit Review Plan, Change control process and Schedule Management Plan. Summary of high level risks the project must mitigate
		Project Deliverables Register	List of all team members and key stakeholders, noting contact details
		Project Management Plan / Program Charter	A Project Quality Management Plan is a formal framework that defines the project management processes that will be applied ensure that the project is managed in accordance with relevant methodologies and standards so that the delivery of project outputs can be confirmed by the Steering Committee as 'fit for purpose'.
		Project Risk Assessment	A formal document outlining what resources are required, how, when and where they are allocated. Focus should be on optimal utilisation of the resource capacity.
		Project Team and Stakeholder Contact Sheet	A log for tracking risks, issues and changes. The RAID log includes a description of each item, the impact it is having, its seriousness and actions needed to contain and remove it.
		Quality Management Plan	A SC charter addresses the committee's mission, authority, responsibilities, composition, frequency of meetings, requirements for minutes, and how they report their findings to the board/packages if required. Often called a Terms of Reference.
		Resource Plan	The Requirements Traceability Matrix (RTM) is a document that links requirements throughout the validation process. The purpose of the Requirements Traceability Matrix is to ensure that all requirements defined for a system are tested in the test cases, and what has been signed off has in
		Risks, Issues, Assumptions, Dependencies Register	
		Steering Committee Charter	
		Traceability Matrix	
0b. Execute	02. Project Manager	Daily Stand-ups - Sorums/Work Stream	Daily Stand-Up Meetings are usually timeboxed meetings with to keep the meeting 5 and 15 minutes, and take place with participants standing up to remind people to keep the meeting short and to-the-point. The stand-up meeting is sometimes also referred to as the "stand-up", "morning rollcall" or "daily scrum". Stand-Up Meetings can be held at a Program level or at a Project/Work Stream level. When adopting an Agile methodology, these meetings are referred to as a Scrum or Sorums (when focusing on multiple scrums or Work Streams) or a Sorum Meeting (when focusing on a single Work Stream). Detailed estimate of project costs. To be used to track financial performance. Information on project for new starters to the project team. Regular reports on the status of the project. In Agile can be supplemented by Burn up /burn down A Town Hall is a formal meeting held with all members and stakeholders of a project team. Information is shared on project status, upcoming changes, and attendees are the opportunity to ask questions. Town Halls are typically held on a regular basis. Information is shared on project status, upcoming changes, and attendees are the opportunity to ask questions.

Component Selector

Lists the responses to the Component questions for reference

Seventh Way - Component Selector
 Below are the responses to the Component Selector Questions

Organisation: Department of Human Services
 Project: Project 7

Hybrid

Australia's Best Program Delivery Company
 Project Manager: John Smith
 Creation: 29/11/2019

Group	Area	Question	Response
G0020	Architecture	01. Is the new system critical to business operations within 24 hours of an outage?	Yes
		02. Is Disaster Recovery and Business Continuity Plan critical for new /changed systems?	No
		03. Is the project impacting a mission critical application environment?	No
		04. Is there high impact to operations?	No
G0030	Business	05. Is a proof of concept an option?	Yes
		06. Are there adequate and appropriate resources to support a proof of concept?	No
		07. Will the time line allow for running a proof of concept?	No
		08. Is there sufficient budget to support running a proof of concept?	Yes
G0040	Change Management	01. Is there a need to formalise service levels regarding any new environments being delivered?	Yes
		02. From an application perspective, is an improved and optimal end user experience important?	No
G0050	Infrastructure	01. Are individual business roles impacted by the change?	Yes
		02. Does the project cause business process change?	Yes
		03. Is end user training required?	Yes
		04. Is there material business impact?	No
G0060	Testing	05. Are there changes to the future operating model?	Yes
		01. Is physical infrastructure required?	Yes
		02. Are there material changes to data structure?	No
		03. Is the project building or updating infrastructure?	Yes
G0070	Testing	01. Are there performance requirements?	No
		02. Are service levels linked to penalties?	Yes
		03. Is non functional performance critical?	No
		04. Is there more than one application being changed?	Yes
G0080	Implementation	06. Does the system have users?	Yes
		07. Do any of the planned changes have a user impact?	Yes
		03. Is the project changing an existing platform?	Yes
		04. Could a new or changed system pose a security threat?	Yes
		01. Is running a pilot an option?	No
		02. Are there adequate and appropriate resources to support a proof of concept?	No
		03. Will the time line allow for running a pilot?	No
		04. Is there sufficient budget to support running a pilot?	Yes
		05. Is there a material risk to customer experience?	Yes
		06. Is it possible to decommission the system?	Yes

Outputs after 20-30 minutes

- Suggested Delivery approach for your program
- The risks with that approach and suggested mitigants.
- Deliverables by phase and workstream
- Automatically created schedule with dependencies already created

- 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

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

1. 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

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

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, and Elise Kellond-Knight) to support their post sporting careers.





Australia's Best Program Delivery Company

Award Winning Company

WOOLWORTHS GROUP

Woolworths Group IT
Exceptional Services Award
Winner 2018



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