![Seven Consulting logo]

Seven Consulting
Sponsor Coaching

**Australia's Best
Program Delivery Company**

Official Partner
of the

Westfield
MATILDAS

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Seven Consulting - Services

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

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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.

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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%

ABC "It is clear that you only recruit PM's that are the best in the business"
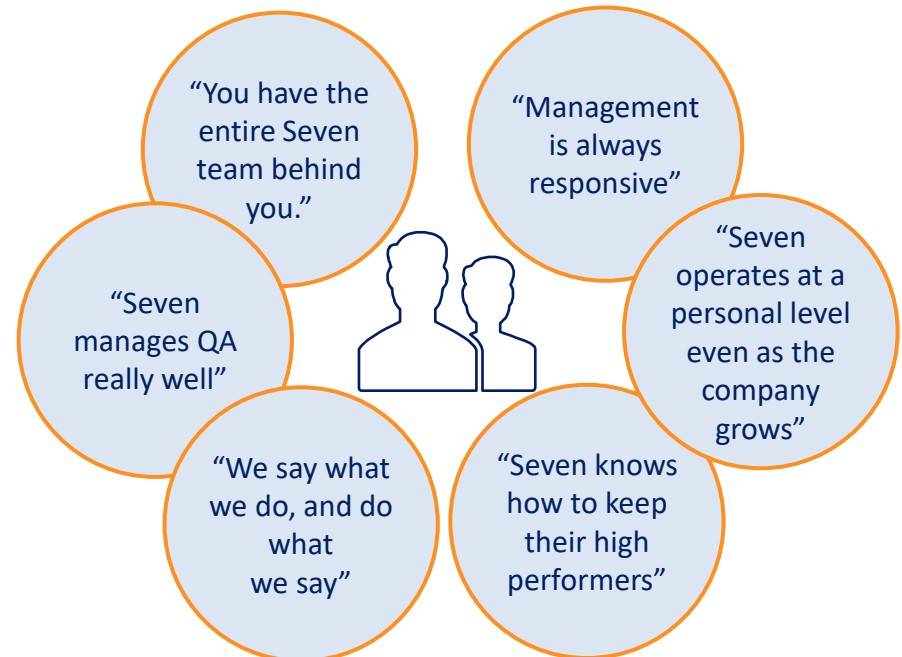
Woolworths "No fuss, just good, honest and consistent project delivery"

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

nab "Very professional" "Great consulting skills"

"You have the entire Seven team behind you."

"Management is always responsive"

"Seven operates at a personal level even as the company grows"

"Seven manages QA really well"

"We say what we do, and do what we say"

"Seven knows how to keep their high performers"

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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

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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.

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Why Sponsor Coaching Sessions?

- Projects are the vehicle of strategic change.

- The increasing rate of change is demanding Speed to Value from those projects

- An organization's agility in executing the right change the right way and realising the benefits from those changes.

- Many IT and project organisations are hampered by bureaucratic and slow project governance and project management models that were first used in the 1980's.

- The Corporate Executive Board (CEB) *Accelerating Projects* report of 2015 reveals that Sponsors behaviours have a significant impact on Speed to Value.

- Most organisations have standards and guidelines on **what** sponsors should do but not **how** to do their roles.

Seven Consulting can provide a proven transformative approach, not just for how projects are managed, but how projects are governed, sponsored and planned in an Agile environment.

- Agile Project Sponsorship and Agile Project Management are based on collaboration, openness, transparency, simplicity and speed as the levers of change.

- Seven Consulting has developed a suite of powerful tools and techniques that are proven to assist Sponsors to be more effective and agile.

- Rob Thomsett has been at the forefront of designing and deploying these methods for 15 years.

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Sponsor Coaching Experience/Case Studies

Our Agile executive consultants have designed and tailored sponsor briefings, sponsor mentoring and coaching around our powerful tools and techniques, for the following major organisations over the past 5 years:

- eon (UK) – one of the largest electricity companies in the EU

- CBA – Executive Sponsor Briefings (multiple year contract)

- NAB – Sponsor Briefings/Mentoring to over 200 senior executives (including. CEO Andrew Thorburn)

- Future Fund – Sponsor Coaching

- In 2015, one of our lead consultants worked with a small team to assist a major financial institution to effectively measure, manage and realise benefits from a $1 billion/pa project investment slate as part of the organisation's Agile Transformation. This involved developing leading edge approaches to benefits planning, managing and realising. This involved integrating benefits management into the governance, sponsorship, project and change management practices of the organisation.

Sponsor Coaching – Session Overviews

Given experience of senior management, this briefing has been designed as a series of conversations and tutorials. The executives involved in the briefing session can select the tutorials appropriate for their concerns.
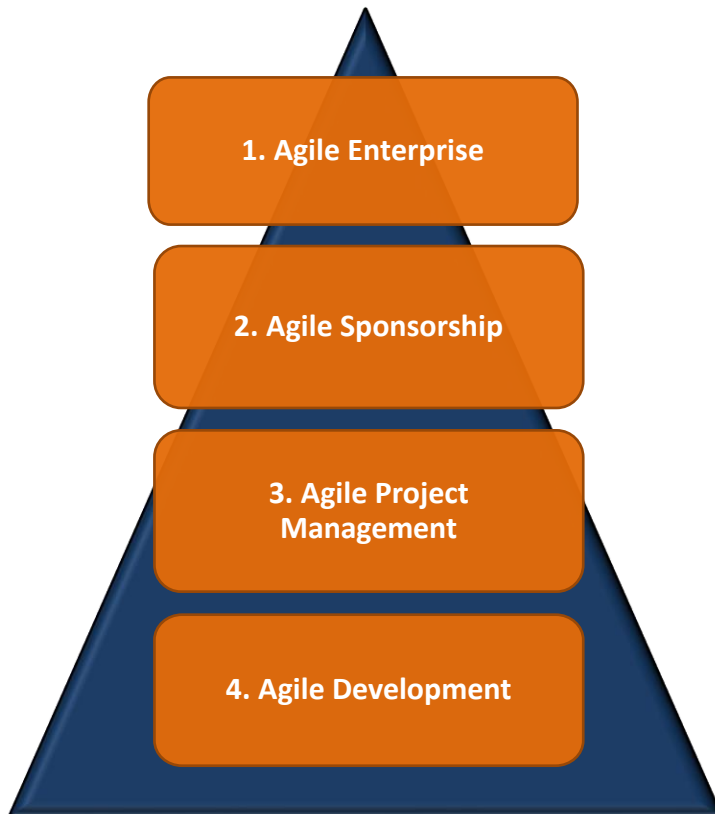
The Coaching Sessions can be designed in 1 hour segments, half-day sessions or full-day sessions. They can be one-on-one or small group sessions.

Coaching session available include:

- 1. The new project management process – agile and simple

   This tutorial covers Agile project management the various project contracts required by senior management for managing complex projects - Business Case, Quality Agreement, Stakeholder Agreements and Benefits Realisation. It explores key tools for "Setting up projects for Success".

- 2. Agile sponsorship – doing the right project right

   This tutorial explores the roles of senior business managers in managing Agile projects. This tutorial also examines senior managers role in the critical issue of project stakeholders or service providers. It covers techniques for analysing stakeholders relationships and for developing various stakeholders agreements. It also explores the role of stakeholders in benefits realisation.

- 3. Modeling objectives/Added Value/Benefits Realisation

   This tutorial concentrates techniques for developing accurate and measurable project objectives/outcomes and the relationship between objectives and return-on-investment. It also presents the critical executives roles and powerful tools for managing benefits realisation and ensuring added value from their IT investment.

- 4. Quality Requirements

   This tutorial concentrates on powerful techniques for modeling quality expectations or requirements. It also considers the impact on quality expectations on other project management issues such as estimation and risk. Senior management must define their quality expectations as part of managing the project. This topic is critical to effective governance and sponsorship.

- 5. Project Risk Assessment and Management

   This tutorial examines the various approaches to project risk analysis, assessment and management. It also explores risk reporting, risk mitigation models and risk management plans and the role of senior management in project and benefit realisation risk management. It also examines the impact of execution risk and benefits realization risk.

- The briefing also provides participants with a copy of *Agile Sponsorship* by Rob Thomsett.

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The Integrated Agile Enterprise Framework

- Seven Consulting's Agile Project Enterprise Framework outlined below is a proven framework of integrated processes, tools and techniques focused on simpler, faster delivery & improved ongoing support of the delivered change.

- The key focus is the integration of speed of decision-making, planning and delivery of real benefits.

1. Agile Enterprise

2. Agile Sponsorship

3. Agile Project Management

4. Agile Development

1. **Agile Enterprise** (AE) focuses on the cultural, procedural and people changes required to optimise, adopt, embed to sustain Agile models of project delivery. This includes an agile approach to strategic portfolio governance.

2. **Agile Sponsorship** (AS) requires executives to get closer to their projects, their project managers and their project teams. Single sponsors who must be flexible in making time available for face-to-face meetings and use simplified and face-to-face reporting lines. The Agile Sponsor is focused on benefits realisation.

3. **Agile Project Management** (APM) is an open, stakeholder-driven approach to project planning. While Scrum Masters and Product Owners focus on the detailed technical delivery, APM's must focus on stakeholder engagement, change management and related projects to ensure outwards as well as inwards management of the project.

4. **Agile Development** (ADM) involves a cultural as well as a procedural and technical change in how projects are planned and delivered. The coaching of project managers, business experts in how to setup and support Agile Development (Scrum, SAFe, etc.) is a critical factor for successful and sustained deployment of Agile Development Methods.

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Agile Sponsor Coaches

Rob Thomsett

Thought Leader

Achievements:

- Consulted and implemented a relationship and values-driven model of project management and sponsorship in many Australian and international organisations including Bank of America, AT&T, CBA, Westpac

- Designed and governed implementation of the PMI award winning Master of Project Management for Sydney University.

- Trained thousands of Project Managers in Agile Project Management in UK, US, Asia, EU, NZ and Australia.

- Consulted with the NAB Group to implement an Agile approach to executive sponsorship, benefits realisation, project management and governance across a $1billion p.a. project portfolio.

- His latest books *The Agile Project Manager's Tool Kit* and *Agile Sponsorship* are available from Seven Consulting.

Declan Boylan

Founder

Achievements:

- Start-up and management through to development and test of Westpac's $300M+ Online Transformation Program.

- End to end delivery of the $100M Internet Banking system replacement for CBA.

- Turn-around of the eNABLE program for HP (EDS), the fourth attempt by CBA to implement the largest voucher imaging and processing system in the Southern Hemisphere.

- Successful delivery of a wide variety of programs for Blue Chip Clients including Credit Card Scoring for CBA; Transition of the Cathay Pacific IT outsourcing from IBM to Unisys; Billing system upgrade for Hutchison Telecommunications; and the GST Program for Fairfax.

- Provision of Governance across 80+ assignments carried out by Seven Consulting since 2002, ranging from $1m to $1.5bn programs.

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Seven Consulting is a proud sponsor 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 7th in the world and were finalists in the Asian Cup.

*We are also providing paid internships for a number of the team **(Tameka Yallop, and Elise Kellond-Knight,)** to support their post sporting careers.*

Tameka Yallop

Elise Kellond-Knight

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SEVEN CONSULTING

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Award Winning Company

WOOLWORTHS GROUP

Woolworths Group IT
Exceptional Services Award
Winner 2018

6x BRW. AWARDS fäst 100