SEVEN CONSULTING™

Australia's Best Program Delivery Company

Partnering to deliver the change needed for a better future

Seven Consulting's Project Pathfinder

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

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Seven Consulting - Services

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 manage billions of dollars of transformation programs that range in size from <$1m to >$500m.

PMO Services

We provide PMO establishment and management, PMO analysis and scheduling services, and tools for some of the largest organisations in Australia. This can range from scheduling services, to running the PMO for $1.5bn programs, to ePMO management.

All of our clients are reference sites

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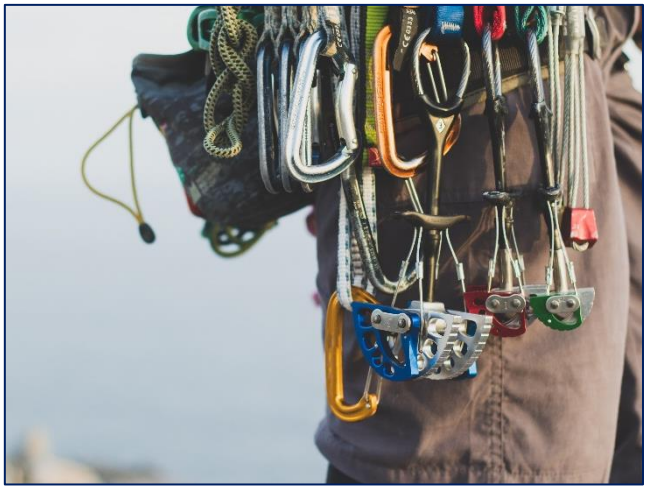
Seven Consulting – Products & Services

Change Management Services

We provide program change management, adding value from the start of an initiative through to realising benefits. We also support the integration of change management at an enterprise level to improve portfolio performance.

Delivery Consulting

We provide delivery capability uplift, sponsor and project manager training, portfolio and program reviews to assist our clients improve their program delivery. We have successfully provided these services to over 50 clients.



Delivery Tools

Seven Consulting has designed and developed world leading tools to assist our clients optimise their portfolio, design their delivery approach and provide deep weekly delivery insights. These tools are used successfully on over $5bn of Programs annually.

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.

Commonwealth Bank Client Since 2005	vodafone Client Since 2009	AMP Client Since 2012	Woolworths Client Since 2012	nab Client Since 2013	MACQUARIE Client Since 2014	futurefund Client Since 2015	Colonial First State Client Since 2015
agl Client Since 2017	NSW Government Communities & Justice Client Since 2017	OPTUS Client Since 2017	alintaenergy Client Since 2018	BNP PARIBAS Client Since 2018	indue Client Since 2018	ST VINCENT'S HEALTH AUSTRALIA Client Since 2018	ASX Client Since 2019
CITY OF MELBOURNE Client Since 2019	THE UNIVERSITY OF SYDNEY Client Since 2019	InvoCare Client Since 2020	Coca-Cola EUROPACIFIC PARTNERS AUSTRALIA Client Since 2021	CSR Client Since 2021	MELBOURNE GIRLS GRAMMAR Client Since 2021	NSW Government Client Since 2021	CEnet Client Since 2022
phn EASTERN MELBOURNE Client Since 2022	Equity Trustees Client Since 2022	iress Client Since 2022	MB MARTIN BROWER Client Since 2022	vicroads Client Since 2022	Greater Bank Client Since 2023	Sunnyfield disAbility Services Client Since 2023	

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Our clients and team are our top priority

Client Satisfaction Survey Results

Year	Satisfaction rating	Survey questions
2022	**99.20%**	**13,191**
2021	99.15%	15,932
2020	98.87%	14,455
2019	99.08%	14,949
2018	98.65%	15,450
2017	99.08%	9,691
2016	98.94%	10,336

100% of our clients are reference sites

Team Satisfaction Survey Results

Survey Date	Satisfaction rating
Dec'22	**97.82%**
Jun'22	98.20%
Dec'21	97.92%
Jun'21	98.40%
Dec'20	97.90%
Jun'20	98.51%

InvoCare

"The team from Seven has integrated effectively with IVC and shows they understand the business."

Woolworths – The fresh food people

"Seven is one of the most prestigious consultancies in Australia and most of the Seven Consultants I have come across at my current and previous organisation prove that."

agl

"Strong program delivery capability with the flexibility to scale up and down quickly to meet program and business needs. Look to continue to bring the best of the Seven ecosystem to clients to demonstrate the value-add."

Coca-Cola Europacific Partners

"Good people and a focus on support from the central organisation when required."

alintaenergy

"Very happy with the level of organisation and governance the Seven project/program managers bring to our more complex initiatives."

Commonwealth Bank

"Every Seven consulting person I have ever worked with has been very good at what they do."

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How do we get 98%+ client satisfaction?

Why all our clients are reference sites.

Hands-on ownership

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

At a minimum, there is a monthly Quality Assurance review of the consultant's work.

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

Extensive mentoring and training support strong IP and knowledge sharing including internal project training, majority of our team are SAFe certified.

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 strong emphasis on outcomes focuses the team and grows confidence. With a confident attitude, expert personnel and effective teams we always deliver to our client's high expectations.

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Background

There is no single best way to deliver a program.

From our experience of delivering billions of dollars of programs each year for some of Australia's largest organisations, we believe that different approaches are required to deliver different projects.

- This is for two sets of reasons, firstly the projects themselves are all different. Compliance and innovation projects have different characteristics.
- Secondly, organisations (technically, capability-wise and culturally) are also different.

We believe that these two sets of characteristics influence how the programs should be delivered.

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What does work?

- Assessing the organizational and project 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 where sensible.
- We have spent two years codifying our collective 1000's of years of experience to allow this analysis to be done within 30 minutes.
- In addition, this Project Pathfinder tool 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 for each of the following to assess or build delivery approach per project.
  - Portfolio Managers
  - ePMO or ITPMO Managers
  - Risk and Assurance Stakeholders and Program Reviewers
  - Project Managers stepping into larger or different roles
- We use this tool across our whole technology change portfolio with over 25 client organisations.

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Introduction to the Project Pathfinder

- Project Pathfinder has been developed over a period of 3 years and since 2020, has been successfully utilised across Seven Consulting's multi-billion project portfolio. Within just 30 minutes, our teams use pathfinder to create the following outcomes for any project:
  - Agree the optimized project delivery approach, Agile, Traditional (waterfall) or Blended.
  - Where the recommended approach is a blended approach, detail the customised blend.
  - Document the residual risks and mitigations for the recommended approach and the user's preferred methodology
  - Specify the deliverables required for delivery many of which are agnostic to the Agile or Traditional approach.
  - Detail the deliverables by phase and stream.
  - Provide templates for each of the deliverables
  - Produce a detailed delivery approach, including dependencies, mapped to a schedule, JIRA or exports in various formats.
  - Cloud based software with an interactive guided user-experience

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Areas Project Pathfinder will not replace

We believe Project Pathfinder removes 15-20% of delivery risk, around designing the right delivery approach. Project Pathfinder is not designed to:

- Replace the need for good project management, it can however help project managers get better.
- Replace the need for good project teams, it can help teams deliver with high quality templates however project teams still need to complete the project deliverables (i.e. estimation, solution, requirements, build, test)
- Replace the need for good project governance and active sponsorship.
- Determine the correct approach for non-IT projects, such as marketing and construction.

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Example Agile v Traditional Project and Organisational Characteristics

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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 people's money, medical applications, payroll etc.
  - Implementing core systems.
  - Implementing systems that impact on people's safety.
  - Best where once you release you can't rollback.

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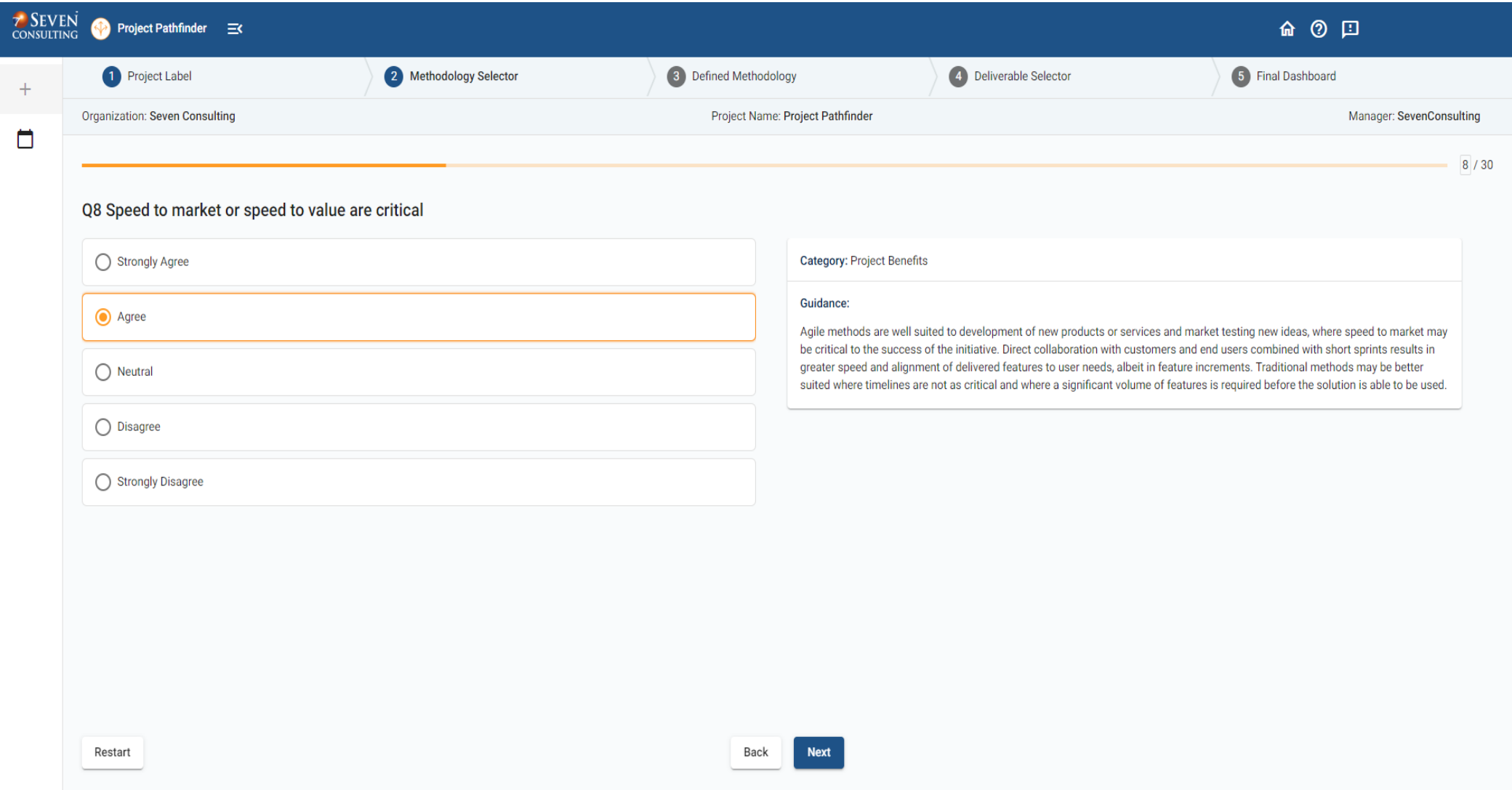
Importance of speed to market versus quality



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Ability to deliver in short cycles.

Agile

- Can deliver partial business benefits quicker.
- Get feedback from customers quickly.
- Refine and improve outputs for later 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.

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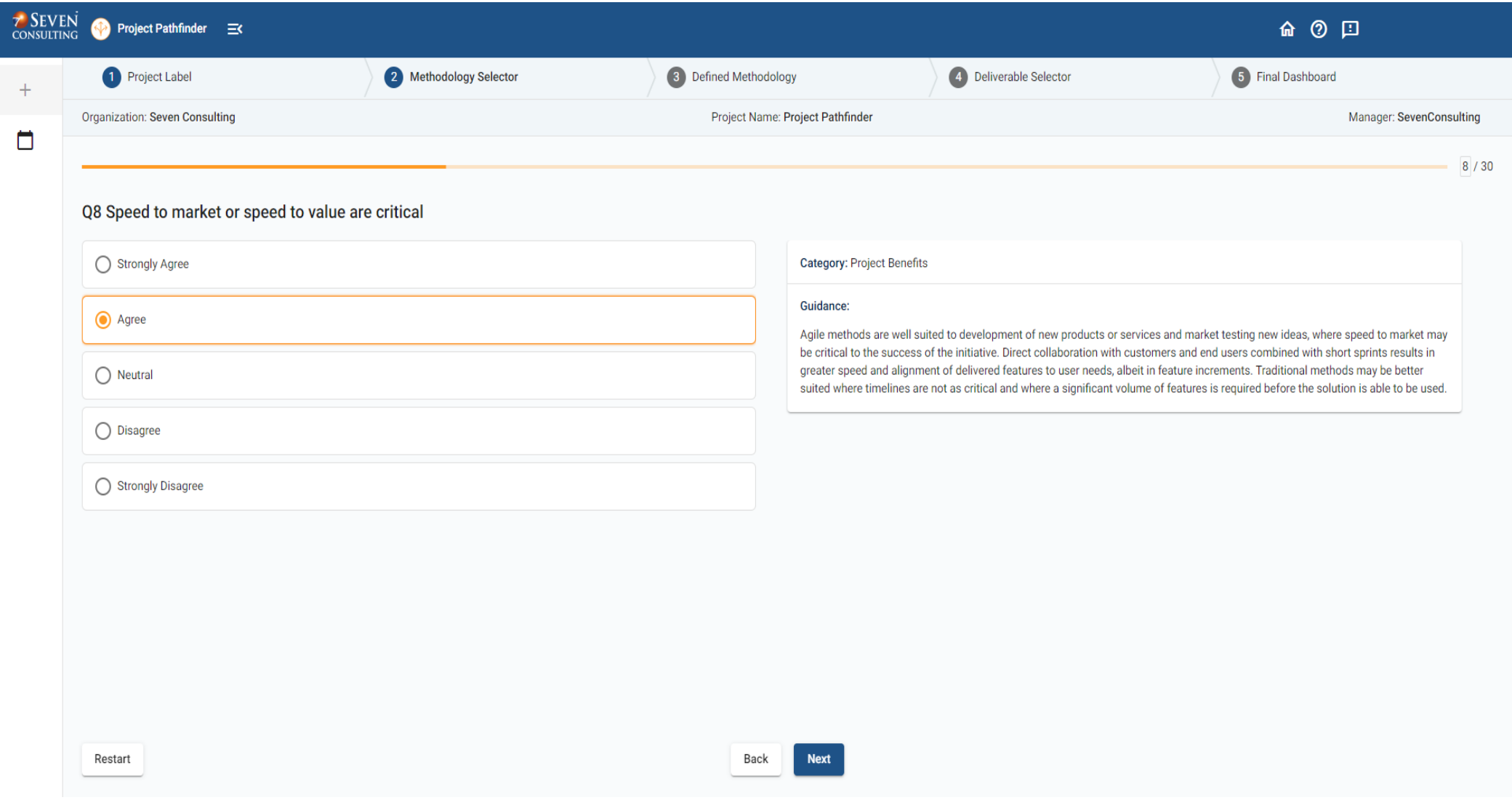
Ability to deliver in short cycles.



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A knowledgeable Product Owner is appropriately assigned to the project

Agile

- A product owner is essential to work with the team and be available to provide quick decisions.
- On large programs, you may need multiple product owners covering different areas with one overall decision maker.
- On small projects, a part time product owner that is available daily would likely suffice.

Traditional

- Reviews can be done in larger blocks although the time this takes clearly creates time delays versus agile.
- Can suffer from management by committee.
- There may be some advantages in seeing the end-to-end requirements, design etc.

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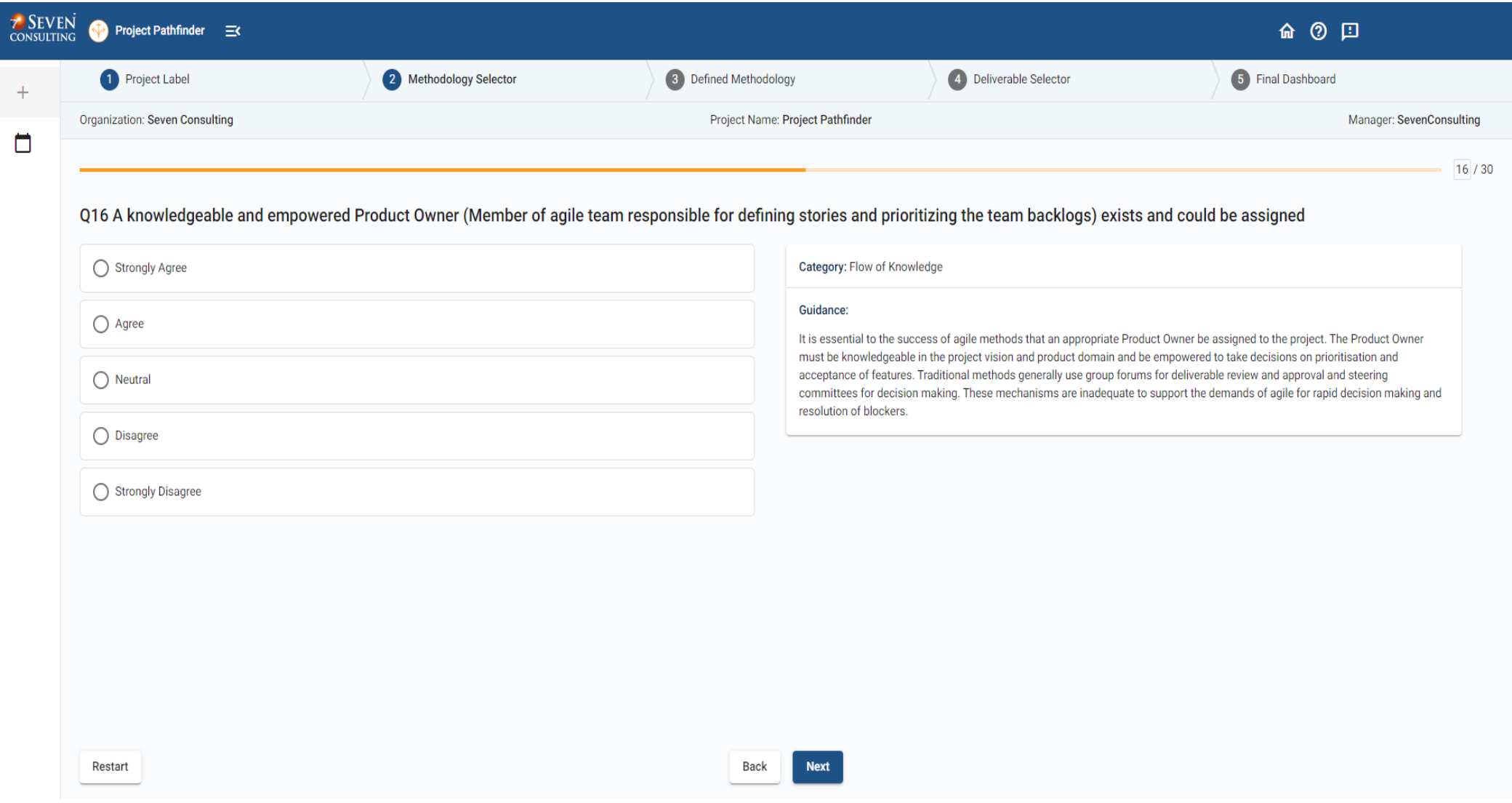
A knowledgeable Product Owner is appropriately assigned to the project



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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 true agile programs.
- The need for proper environment and tooling 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.
- Fewer and less complex tooling generally required for traditional projects.

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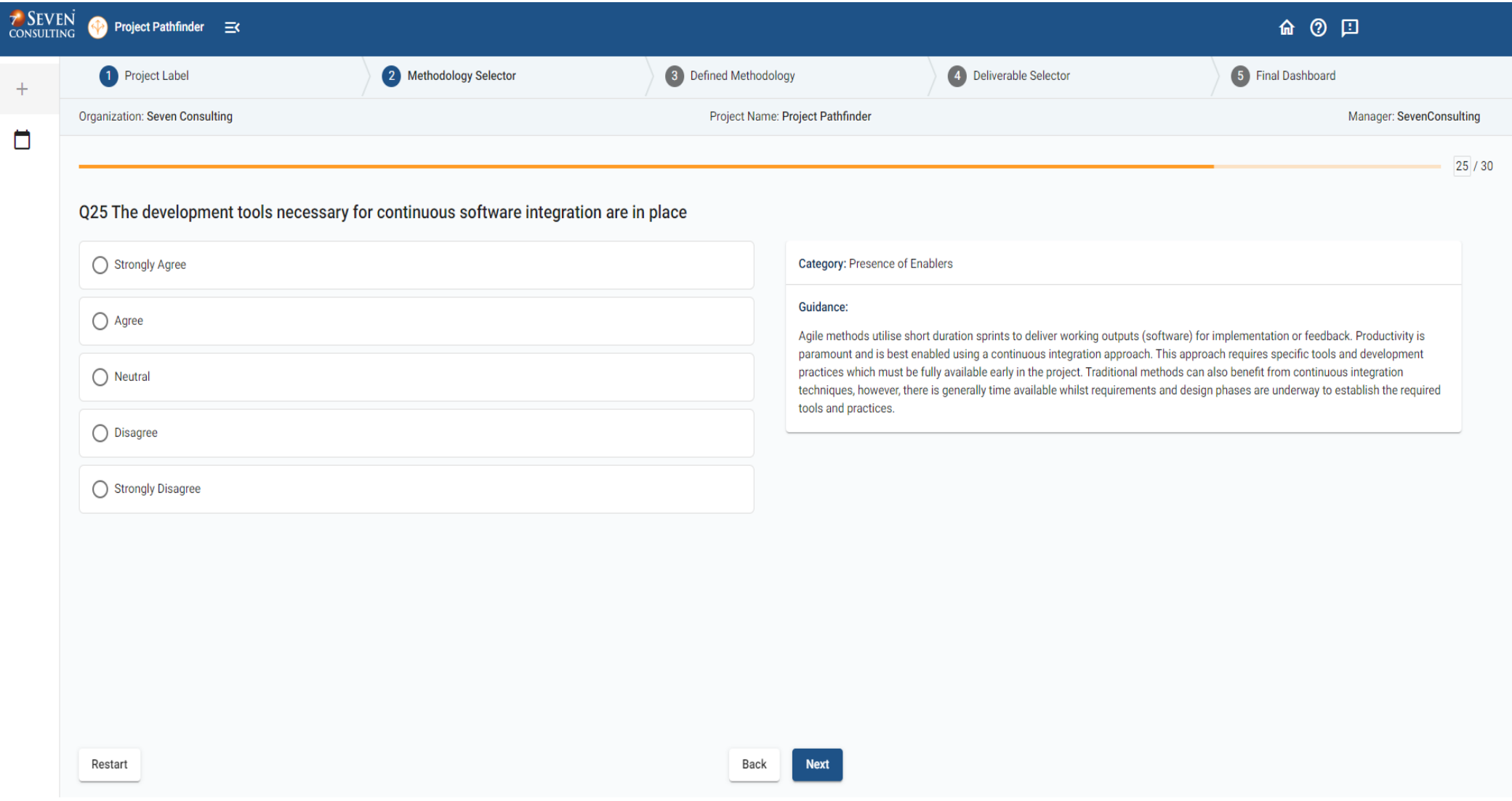
Are the tools (environments, processes and data) for continuous development, testing and deployment in place?



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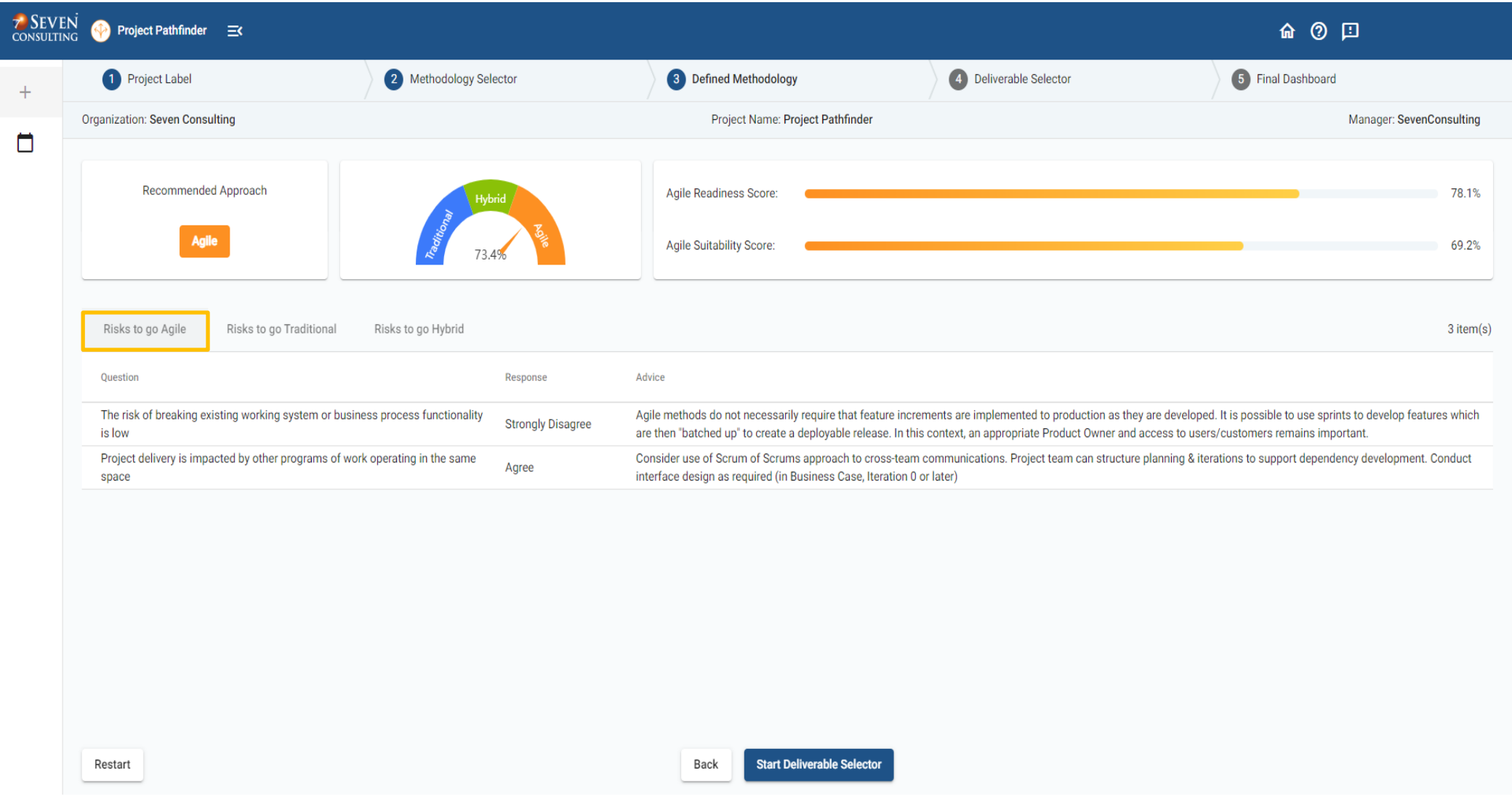
Project Pathfinder - Selected Approach



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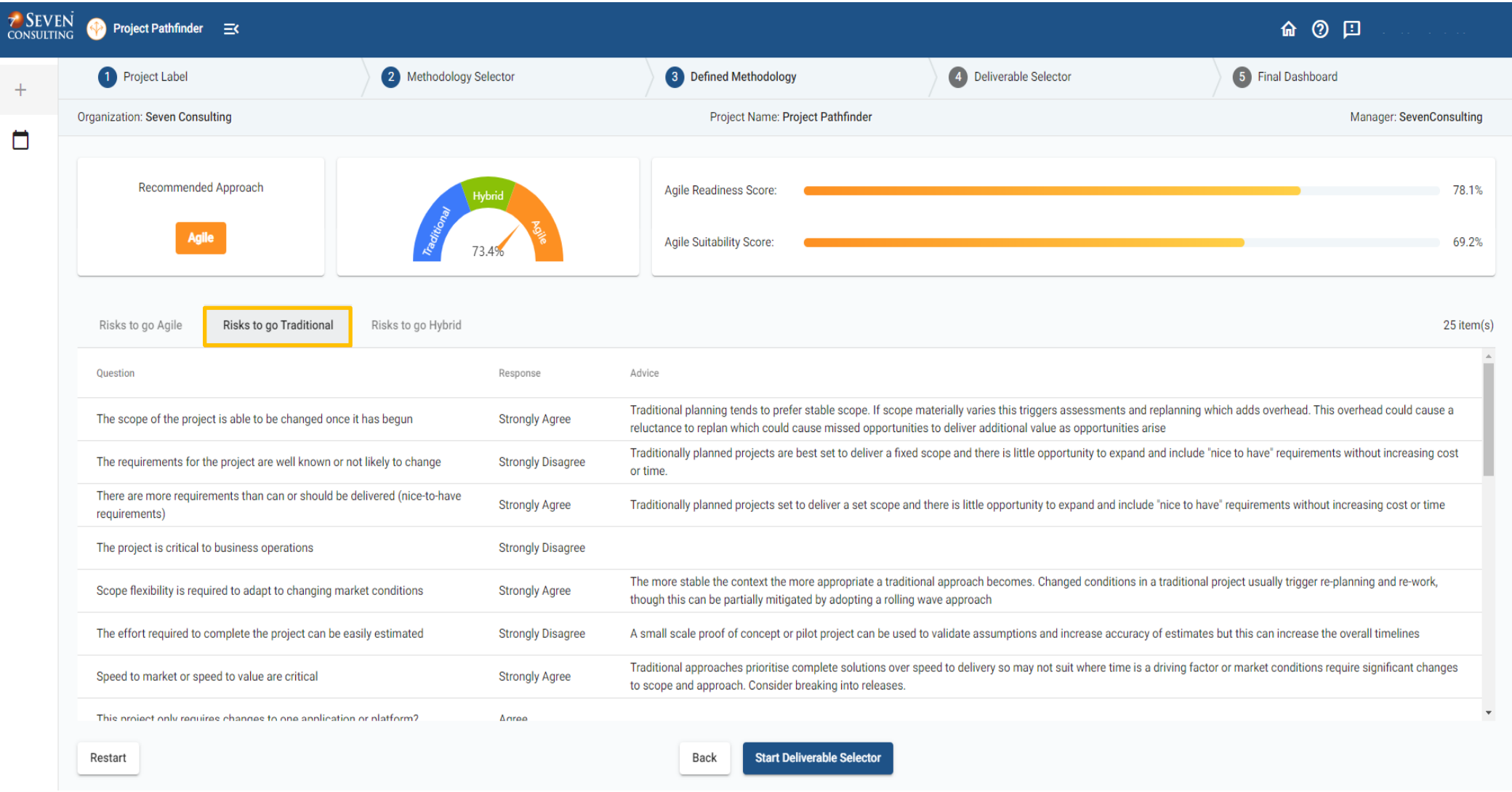
Project Pathfinder - Selected Approach



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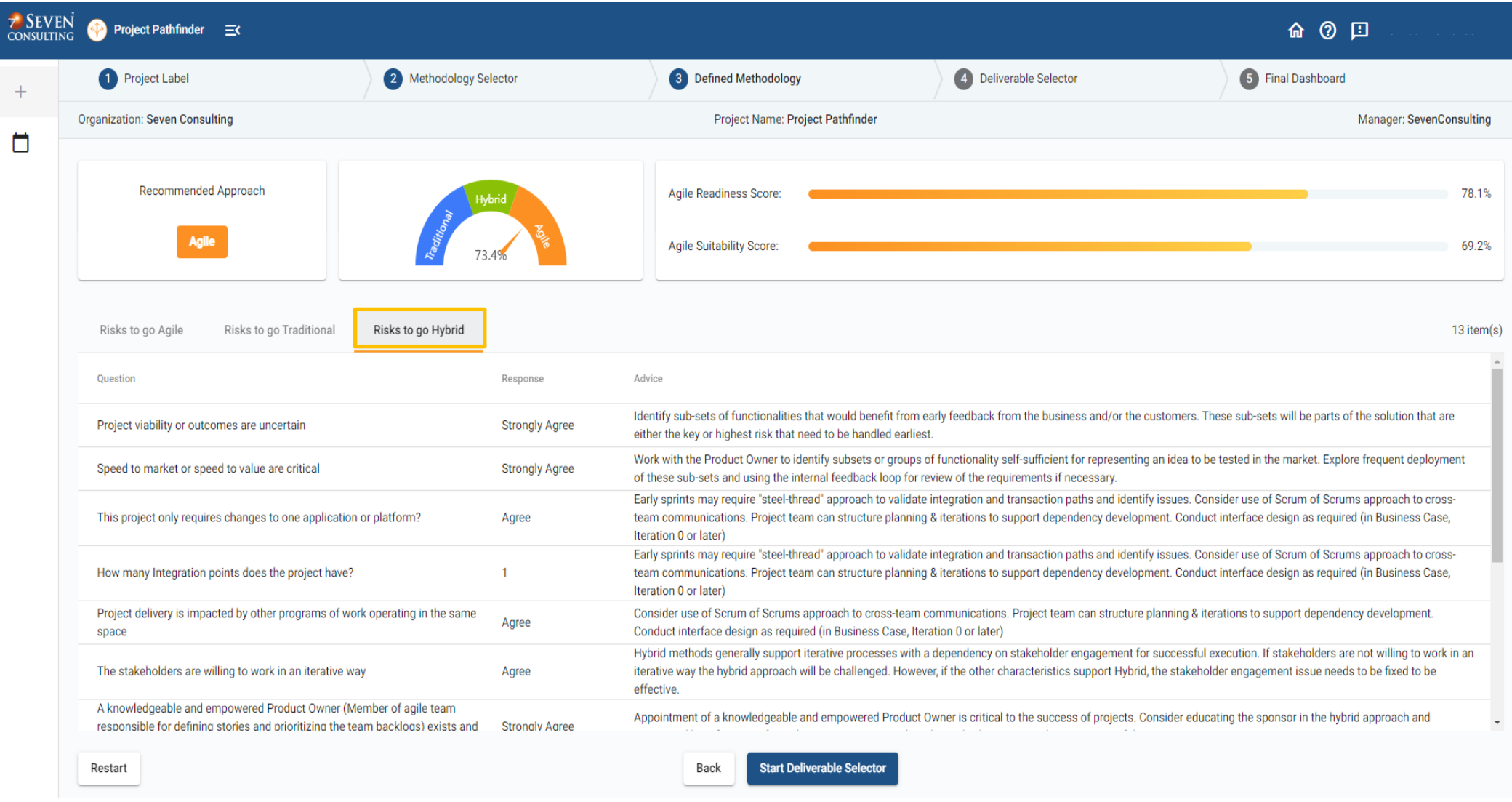
Project Pathfinder - Selected Approach



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Agile v Traditional agnostic decisions

Not every delivery decision is resolved by working out whether we should deliver via an agile, traditional or blended approach.

- There is a second series of questions to be considered, such as:
- 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 do a pilot?

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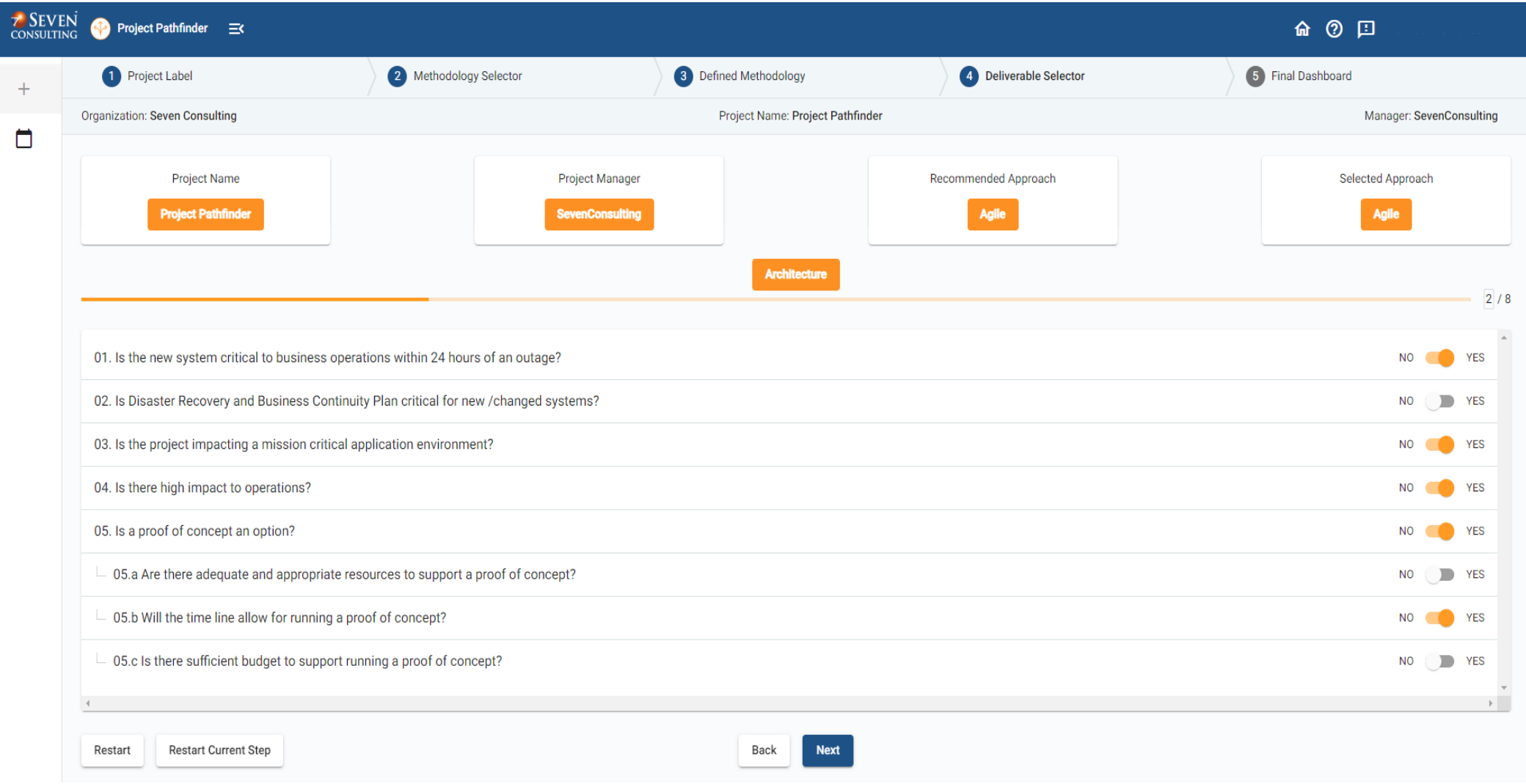
Project Pathfinder - Agile / Traditional agnostic question examples.



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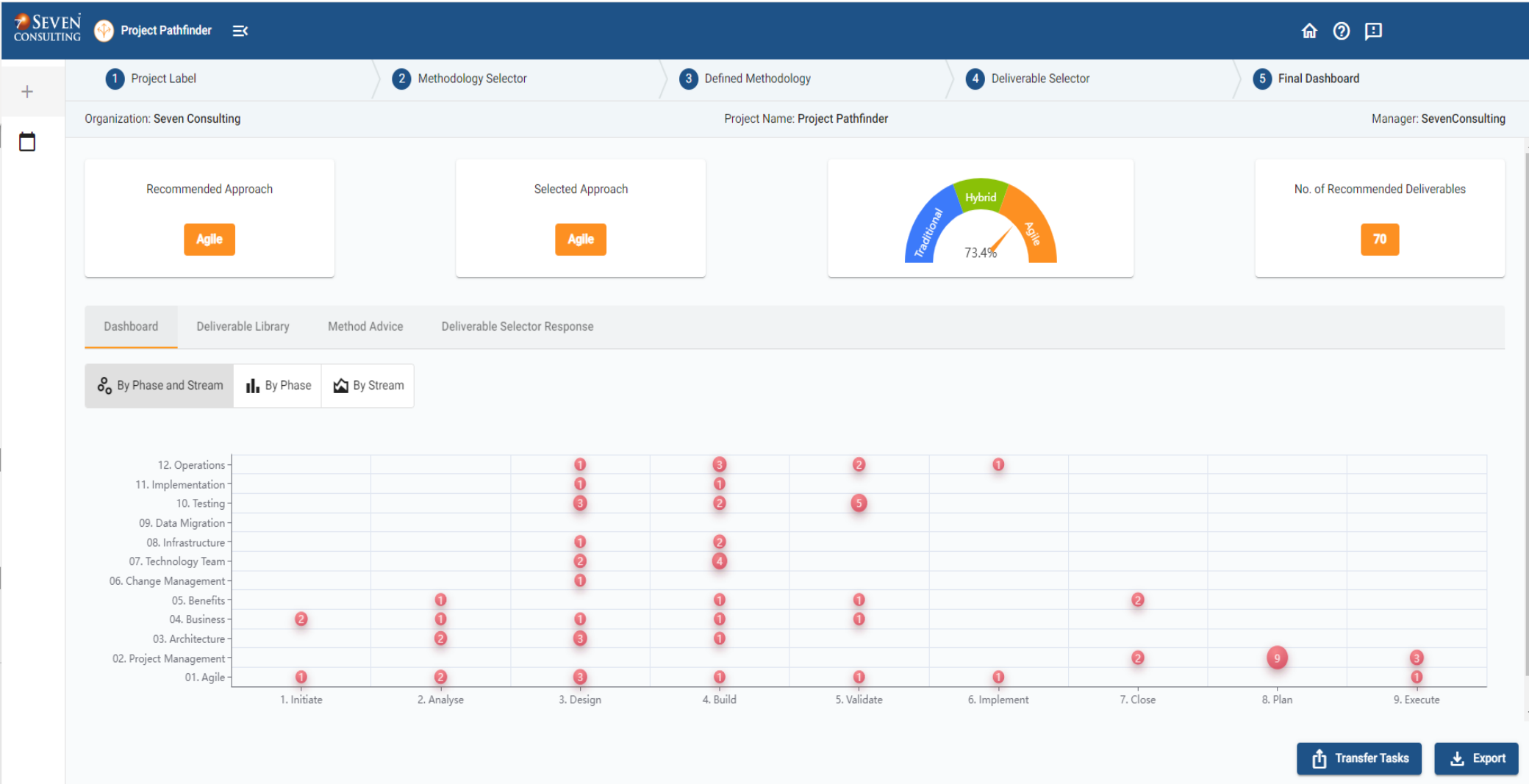
Project Pathfinder Example Output



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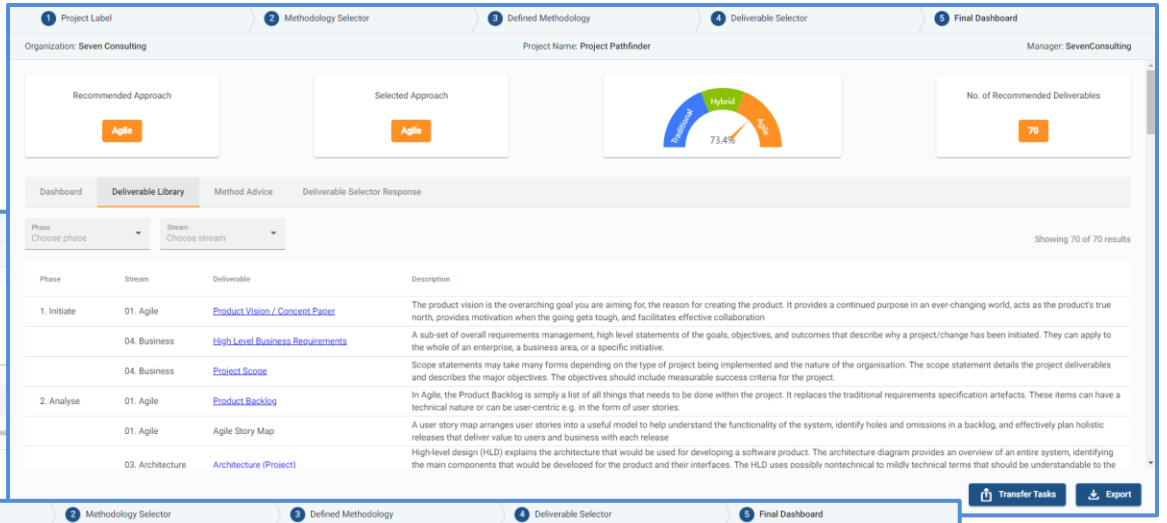
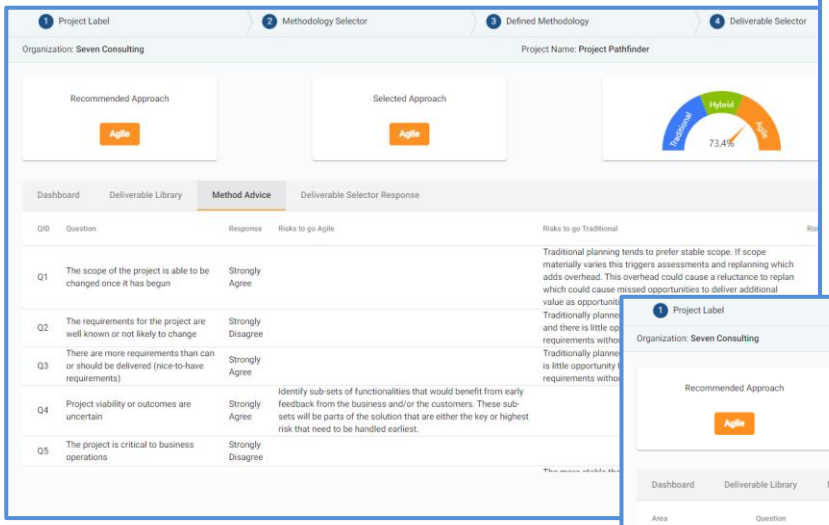
Project Pathfinder Example Output

Component Library

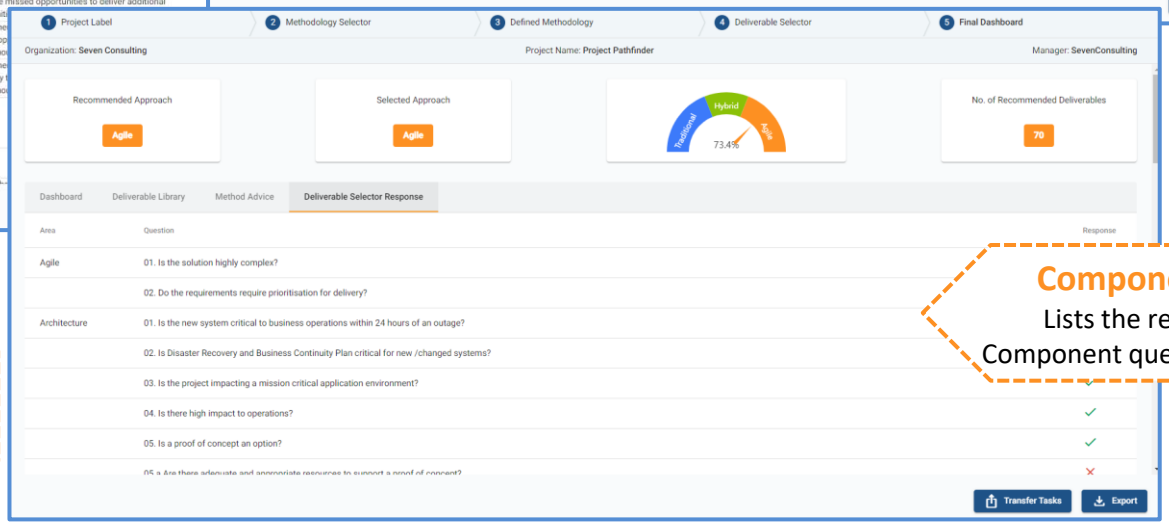
Lists suggested deliverables and activities by phase and stream





Methodology Advice

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



Component Selector

Lists the responses to the Component questions for reference

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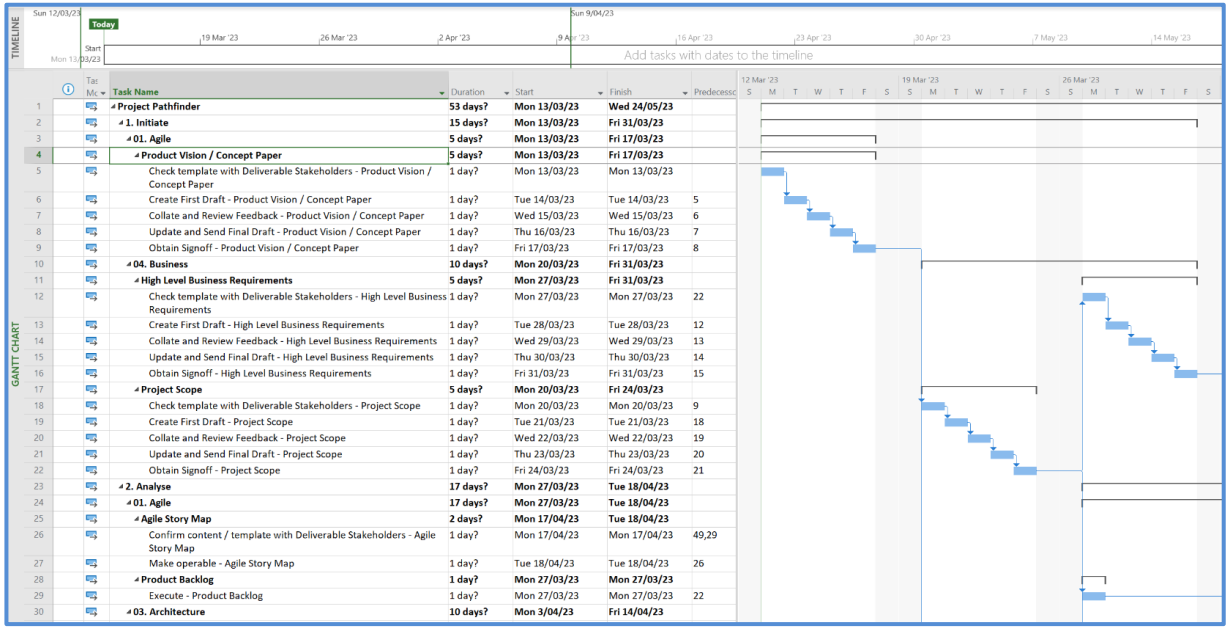
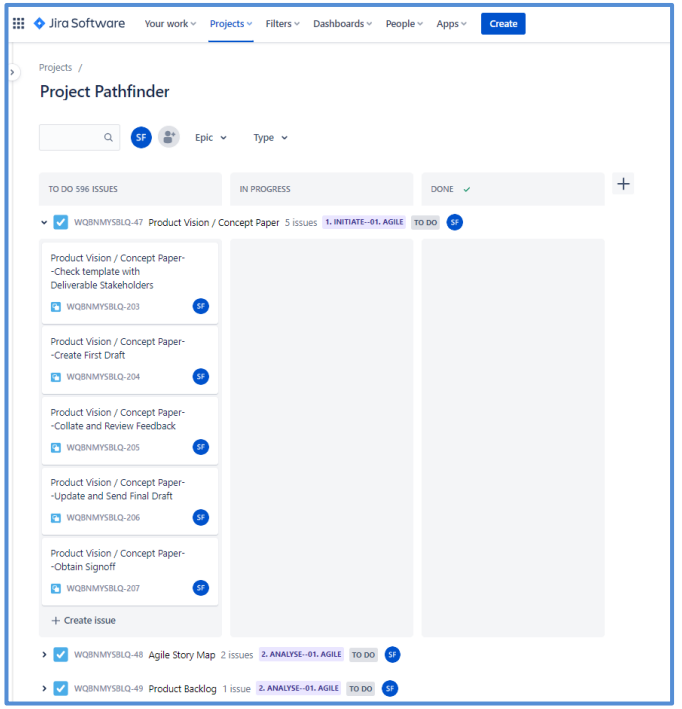
Tool Outputs within 30 minutes

1. Recommended delivery approach for your program.
2. The risks with that approach and suggested mitigants.
3. Deliverables by phase and workstream.
4. Automatically created schedule / tasks including dependencies in either MS project or JIRA.



	Task Name	Duration	Start	Finish	Predecessc
1	**Project Pathfinder**	**53 days?**	**Mon 13/03/23**	**Wed 24/05/23**	
2	**1. Initiate**	**15 days?**	**Mon 13/03/23**	**Fri 31/03/23**	
3	**01. Agile**	**5 days?**	**Mon 13/03/23**	**Fri 17/03/23**	
4	**Product Vision / Concept Paper**	**5 days?**	**Mon 13/03/23**	**Fri 17/03/23**	
5	Check template with Deliverable Stakeholders - Product Vision / Concept Paper	1 day?	Mon 13/03/23	Mon 13/03/23	
6	Create First Draft - Product Vision / Concept Paper	1 day?	Tue 14/03/23	Tue 14/03/23	5
7	Collate and Review Feedback - Product Vision / Concept Paper	1 day?	Wed 15/03/23	Wed 15/03/23	6
8	Update and Send Final Draft - Product Vision / Concept Paper	1 day?	Thu 16/03/23	Thu 16/03/23	7
9	Obtain Signoff - Product Vision / Concept Paper	1 day?	Fri 17/03/23	Fri 17/03/23	8
10	**04. Business**	**10 days?**	**Mon 20/03/23**	**Fri 31/03/23**	
11	**High Level Business Requirements**	**5 days?**	**Mon 27/03/23**	**Fri 31/03/23**	
12	Check template with Deliverable Stakeholders - High Level Business Requirements	1 day?	Mon 27/03/23	Mon 27/03/23	22
13	Create First Draft - High Level Business Requirements	1 day?	Tue 28/03/23	Tue 28/03/23	12
14	Collate and Review Feedback - High Level Business Requirements	1 day?	Wed 29/03/23	Wed 29/03/23	13
15	Update and Send Final Draft - High Level Business Requirements	1 day?	Thu 30/03/23	Thu 30/03/23	14
16	Obtain Signoff - High Level Business Requirements	1 day?	Fri 31/03/23	Fri 31/03/23	15
17	**Project Scope**	**5 days?**	**Mon 20/03/23**	**Fri 24/03/23**	
18	Check template with Deliverable Stakeholders - Project Scope	1 day?	Mon 20/03/23	Mon 20/03/23	9
19	Create First Draft - Project Scope	1 day?	Tue 21/03/23	Tue 21/03/23	18
20	Collate and Review Feedback - Project Scope	1 day?	Wed 22/03/23	Wed 22/03/23	19
21	Update and Send Final Draft - Project Scope	1 day?	Thu 23/03/23	Thu 23/03/23	20
22	Obtain Signoff - Project Scope	1 day?	Fri 24/03/23	Fri 24/03/23	21
23	**2. Analyse**	**17 days?**	**Mon 27/03/23**	**Tue 18/04/23**	
24	**01. Agile**	**17 days?**	**Mon 27/03/23**	**Tue 18/04/23**	
25	**Agile Story Map**	**2 days?**	**Mon 17/04/23**	**Tue 18/04/23**	
26	Confirm content / template with Deliverable Stakeholders - Agile Story Map	1 day?	Mon 17/04/23	Mon 17/04/23	49,29
27	Make operable - Agile Story Map	1 day?	Tue 18/04/23	Tue 18/04/23	26
28	**Product Backlog**	**1 day?**	**Mon 27/03/23**	**Mon 27/03/23**	
29	Execute - Product Backlog	1 day?	Mon 27/03/23	Mon 27/03/23	22
30	**03. Architecture**	**10 days?**	**Mon 3/04/23**	**Fri 14/04/23**	

MS Project Tasks , Schedule & Dependencies



JIRA Epics with Sub-task

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Tool implementation steps and median durations

Activities

Understand and review current delivery methodology	Recommend and agree any changes around deliverables and descriptions	Updating tool to reflect agreed approaches	Add new or revised Templates to intranet	Test tool on sample set of projects	**Rollout.** Mostly spent organizing rollout meetings.

Customised Tool Implementation — Week 1 | Week 2 | Week 3 | Week 4 | Week 5

Out-of-the-box Implementation — Week 1 | Week 2 | Week 6 | Week 7

Review of your current methodologies.	Agreed and implemented improvements to the methodologies.	Project Pathfinder updated to reflect your agreed situational delivery processes.	Revised delivery processes and templates.	Piloting, Training and Rollout of Project Pathfinder.

Outputs

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Business Outcomes of using Project Pathfinder

1. Using a consistent approach to have your project delivery customised and optimised based on its and your organisation's characteristics within your portfolio.
2. Increased ability to define delivery approach far more quickly.
3. Reduced level of project management oversights or omissions.
4. Leading to better project outcomes.

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Project Pathfinder Licence Costings

License	Number of Users	Application Usage	Support			Price Per Annum	Term
			Setup Support	Direct Support	Web Support		
Corporate	100	Unlimited	✓	✓	✓	$90,000 per year or $7,500 per month	Ongoing until one month's notice.
ePMO	5	Unlimited	✓	✓	✓	$60,000 per year or $5,000 per month	Ongoing until one month's notice.
SME	1	Unlimited	✓	✓	✓	$30,000 per year or $2,500 per month	Ongoing until one month's notice.
Individual	1	5 Projects			✓	$1000 lump sum paid per year	Ongoing until one month's notice.

*Users must be within a single corporate domain

Improve Project Success Rates with Pathfinder

1. Follow a consistent approach to customise and optimise project delivery based each project's and organisation's key characteristics.
2. Reduce the level of project management oversights or omissions.
3. Identify delivery approach risks and mitigants.
4. Create a draft schedule in MS project or JIRA with streams, phases, deliverables, tasks and dependencies.
5. Enable better project outcomes.
6. All in 30 minutes or less.

Visit us for more information:
https://www.sevenconsulting.com/project-pathfinder/

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PROJECT 7

Our projects so far:

Seven Consulting regularly gives back to the wider community, supporting our team and their families in voluntary projects to assist those who find themselves in need of help.

2007
Villawood Detention Centre (Sydney)

2008
South Australian Detention Centre (Sydney)

2011
Cambodian School Build (Sydney)

2012
Barnardos Kingston House (Sydney)

2013
Youth off the Streets (Sydney)

2015
- Jesuit Refugee House – Blaiket (Syd)
- Hanover Crisis Centre (Melb)

2019
- Avalon Centre (Melbourne)
- Dignity.org.au (Sydney)
- Bahay San Jose –House with No Steps Foundation (Manila)

2018
- Erin's Place (Sydney)
- Concordia Childrens Services (Manila)
- Mad Women Foundation (Melb)

2017
- Launch Housing (Melbourne)
- Cerebral Palsy Foundation (MNL)

2016
Marian Villa (Sydney)

2020 – DONATION DRIVE
Project 7 gave back to the community, by donating $104,000 across 29 charities enabling these organisations to create real change in the lives of those who need it most.

2021 – Mini Project 7
In 2021, Seven Consulting continued to acknowledge the importance of fostering a community presence. Seven Consulting team members across three cities where able to participate in multiple mini projects this year to see our Project 7 commitment through.

2022
- M.A.D. Woman (Melbourne) ***The pencil case challenge***
- Bahay ni Maria and Tahanan ng Pagmamahal (Manila)

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Seven Consulting is a proud sponsor of Australia's National Football side, the CommBank Matildas and Australia's Women's Basketball team, the Seven Consulting Opals

We are extremely proud to be official sponsors of Australia's best teams. The CommBank Matildas and the Seven Consulting Opals.

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

CONGRATULATIONS

Seven Consulting looks forward to the CommBank Matildas welcoming the world to Australia and a congratulations to the Seven Consulting Opals for winning Bronze in the FIBA Women's World Cup 2022

Tameka Yallop

Elise Kellond-Knight

SEVEN CONSULTING
Australia's Best Program Delivery Company

is a proud sponsor of the

CommBank MATILDAS

SEVEN CONSULTING OPALS

SEVEN™
CONSULTING

Australia's Best Program Delivery Company

Partnering to deliver the change needed for a better future

Award Winning Company

Woolworths
The fresh food people

Woolworths Group IT
Exceptional Services Award
Winner 2018

6x BRW. AWARDS BRW. fast 100

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