



# Seven Consulting's Project Pathfinder





## 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**



## 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**

# 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 team are our top priority

## Client Satisfaction Survey Results

Year	Satisfaction rating	Survey questions
Jan-Jun 2023	99.31%	6,206
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

100% of our clients are reference sites

## Team Satisfaction Survey Results

Survey Date	Satisfaction rating
Jun'23	97.66%
Dec'22	97.82%
Jun'22	98.20%
Dec'21	97.92%
Jun'21	98.40%
Dec'20	97.90%



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



"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."



"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."



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



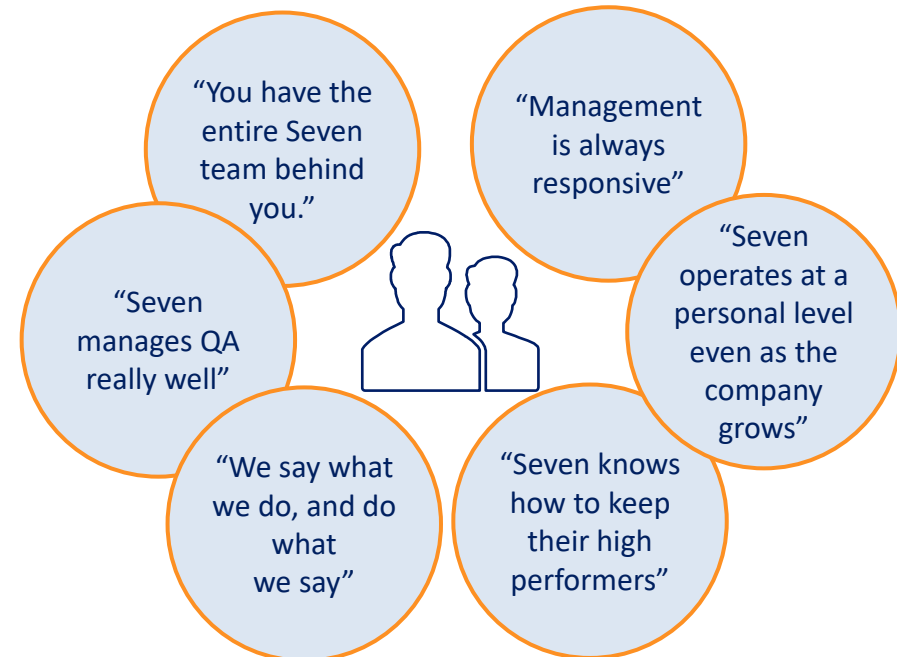
alintaenergy

"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."

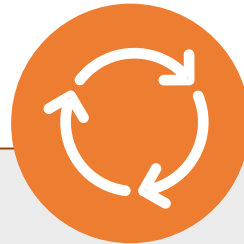


# How do we get to 98+% customer satisfaction?



## People

- 100% permanent workforce, tested extensively through a robust recruitment process.
- High employee engagement.
- Hands on owners that have delivered major programs.
- Training allowances and internal learning sessions.
- Comprehensive mentoring.
- 95% SAFe® qualified and internal trainers.



## Process

- Regular structured quality assurance of all assignments.
- Weekly review of all assignments' status.
- Industry leading Customer Satisfaction and NPS management.
- Bench support available at no cost to client.
- Holidays and illness cover for clients.



## Tools

- Dedicated project tools team.
- Program Delivery approach designed with Pathfinder.
- Delivery approach risks defined with Pathfinder.
- Schedule integrity measured with Healthcheck tool.
- Project reporting with dashboards and scorecards.
- Portfolio optimisation tool.

**All our clients are reference sites.**

# 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.

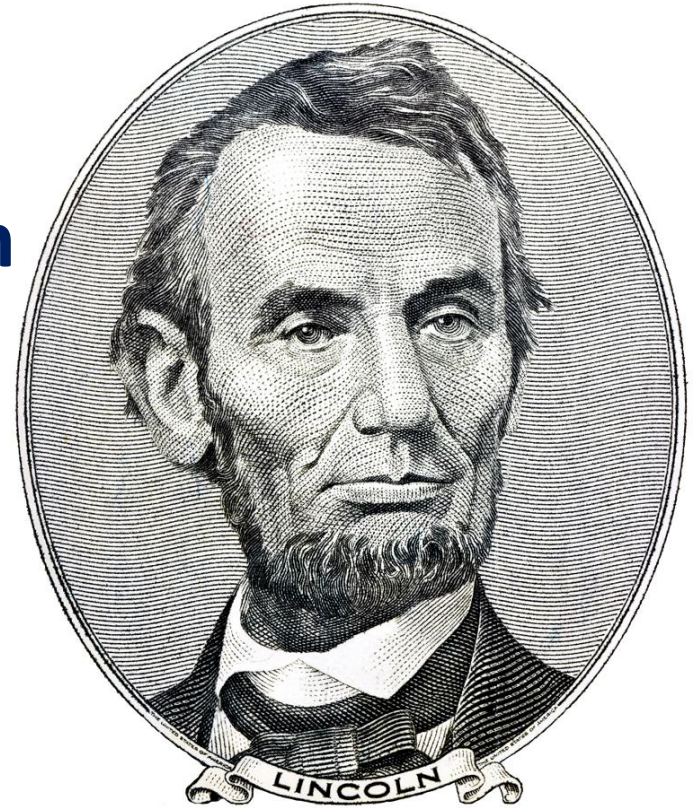
- Declan Boylan, the founder of Seven Consulting's background is the accountancy profession, which is a mature industry with 1000's of years of experience, where there are few variants in delivery approach between firms and individuals.
- However, Technology Project Management is still 60 years young and maturing industry, so not boring 😊
- In our industry, if you asked two good program managers to design a delivery approach for the same program with same information and gave them two weeks to do that, you would be lucky to get a 75% overlap.
- It is likely that both would have overlooked some necessary elements, which will likely impact our ability to meet our baseline targets, around time, cost, scope and quality.
- Therefore, the design of program delivery approaches are immature, slow and inaccurate.
- Why should that be the case? Can we fix it? There was no material solution in the marketplace.
- This was the genesis of Seven Consulting's Pathfinder Tool.





**“Give me six hours to chop down  
a tree, and I will spend the first  
four sharpening the axe”**

*- Abraham Lincoln*



- Firstly, we recognise there is no single best way to deliver all programs.
- From our experience of successfully delivering billions of dollars of programs each year for some of Australia's largest organisations, we believe that different approaches are required to successfully deliver different projects. This is for two sets of reasons,
  1. Firstly, the projects themselves are all different. E.g., Compliance and innovation projects will have different characteristics.
  2. Secondly, organisational characteristics ( technology, delivery capability and culture) are also different.
- We believe that these two sets of characteristics influence how the programs should be delivered.





**"Projects are like fingerprints,  
no two are exactly alike.  
What works for one may not  
work for another."**

# Our Solution : Project Pathfinder

- Project Pathfinder was developed over a period of three years from 2017 and has been successfully utilised across Seven Consulting's multi-billion project portfolio since 2020.
- Due to client demand, we have recently released Pathfinder as a cloud-based software offering.
- How does it work?
- In Pathfinder, we firstly ask 30 questions around both the Program and Organisational characteristics to determine high level delivery approach (Agile, Hybrid or Waterfall).
- We then drill into the smaller and more agnostic delivery elements, by asking another 60-80 questions depending on prior answers around the project and organisation characteristics.





# Our Solution : Project Pathfinder

- Within 30 minutes, Pathfinder creates the following outcomes for any project:
  1. Agree the optimized project delivery approach, Agile, Traditional (Waterfall) or Hybrid.
  2. Where the recommended approach is a Hybrid approach, it details the customised blend.
  3. Document the residual risks and mitigations for the recommended approach and the user's preferred methodology
  4. Specify all the deliverables required for delivery, many of which are agnostic to the Agile or Traditional approach.
  5. Organise the deliverables by phase and stream.
  6. Provide templates for each of the deliverables
  7. Output the delivery approach, including deliverables, tasks and dependencies, mapped to a detailed MS Project schedule, JIRA, Excel or PDF.



# 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.
- Estimate the program size and duration.
- Determine the correct approach for non-IT projects, such as marketing and construction.



# **Example Agile v Traditional Project and Organisational Characteristics**

## 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.



# Importance of speed to market versus quality

 Project Pathfinder 



1 Project Label

2 Methodology Selector

3 Defined Methodology

4 Deliverable Selector

5 Final Dashboard

Organization: Seven ConsultingProject Name: Project PathfinderManager: SevenConsulting

8 / 30

### Q8 Speed to market or speed to value are critical

☐ Strongly Agree

☒ Agree

☐ Neutral

☐ Disagree

☐ Strongly Disagree

Category: Project Benefits

**Guidance:**

Agile methods are well suited to development of new products or services and market testing new ideas, where speed to market may be critical to the success of the initiative. Direct collaboration with customers and end users combined with short sprints results in greater speed and alignment of delivered features to user needs, albeit in feature increments. Traditional methods may be better suited where timelines are not as critical and where a significant volume of features is required before the solution is able to be used.

Restart

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## 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.

# Ability to deliver in short cycles.

 Project Pathfinder 



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## 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.



# A knowledgeable Product Owner is appropriately assigned to the project

 **Project Pathfinder** 

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16 / 30

**Q16 A knowledgeable and empowered Product Owner (Member of agile team responsible for defining stories and prioritizing the team backlogs) exists and could be assigned**

☐ Strongly Agree

☐ Agree

☐ Neutral

☐ Disagree

☐ Strongly Disagree

**Category:** Flow of Knowledge

**Guidance:**

It is essential to the success of agile methods that an appropriate Product Owner be assigned to the project. The Product Owner must be knowledgeable in the project vision and product domain and be empowered to take decisions on prioritisation and acceptance of features. Traditional methods generally use group forums for deliverable review and approval and steering committees for decision making. These mechanisms are inadequate to support the demands of agile for rapid decision making and resolution of blockers.

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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.

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

 Project Pathfinder 

1 Project Label

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Organization: Seven ConsultingProject Name: Project PathfinderManager: SevenConsulting

25 / 30

### Q25 The development tools necessary for continuous software integration are in place

☐ Strongly Agree

☐ Agree

☐ Neutral

☐ Disagree

☐ Strongly Disagree

**Category:** Presence of Enablers

**Guidance:**

Agile methods utilise short duration sprints to deliver working outputs (software) for implementation or feedback. Productivity is paramount and is best enabled using a continuous integration approach. This approach requires specific tools and development practices which must be fully available early in the project. Traditional methods can also benefit from continuous integration techniques, however, there is generally time available whilst requirements and design phases are underway to establish the required tools and practices.

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# Project Pathfinder - Selected Approach



SEVEN CONSULTING

Project Pathfinder

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Chat

1 Project Label

2 Methodology Selector

3 Defined Methodology

4 Deliverable Selector

5 Final Dashboard

Organization: Seven Consulting

Project Name: Project Pathfinder

Manager: SevenConsulting

Recommended Approach

Agile

Traditional

Hybrid

Agile

73.4%

Agile Readiness Score: 78.1%

Agile Suitability Score: 69.2%

Risks to go Agile

Risks to go Traditional

Risks to go Hybrid

3 item(s)

Question	Response	Advice
The risk of breaking existing working system or business process functionality is low	Strongly Disagree	Agile methods do not necessarily require that feature increments are implemented to production as they are developed. It is possible to use sprints to develop features which are then "batched up" to create a deployable release. In this context, an appropriate Product Owner and access to users/customers remains important.
Project delivery is impacted by other programs of work operating in the same space	Agree	Consider use of Scrum of Scrums approach to cross-team communications. Project team can structure planning & iterations to support dependency development. Conduct interface design as required (in Business Case, Iteration 0 or later)

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Start Deliverable Selector



# Project Pathfinder - Selected Approach



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Agile

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73.4%

Agile Readiness Score: 78.1%

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Risks to go Agile

Risks to go Traditional

Risks to go Hybrid

25 item(s)


Question	Response	Advice
The scope of the project is able to be changed once it has begun	Strongly Agree	Traditional planning tends to prefer stable scope. If scope materially varies this triggers assessments and replanning which adds overhead. This overhead could cause a reluctance to replan which could cause missed opportunities to deliver additional value as opportunities arise
The requirements for the project are well known or not likely to change	Strongly Disagree	Traditionally planned projects are best set to deliver a fixed scope and there is little opportunity to expand and include "nice to have" requirements without increasing cost or time.
There are more requirements than can or should be delivered (nice-to-have requirements)	Strongly Agree	Traditionally planned projects set to deliver a set scope and there is little opportunity to expand and include "nice to have" requirements without increasing cost or time
The project is critical to business operations	Strongly Disagree	
Scope flexibility is required to adapt to changing market conditions	Strongly Agree	The more stable the context the more appropriate a traditional approach becomes. Changed conditions in a traditional project usually trigger re-planning and re-work, though this can be partially mitigated by adopting a rolling wave approach
The effort required to complete the project can be easily estimated	Strongly Disagree	A small scale proof of concept or pilot project can be used to validate assumptions and increase accuracy of estimates but this can increase the overall timelines
Speed to market or speed to value are critical	Strongly Agree	Traditional approaches prioritise complete solutions over speed to delivery so may not suit where time is a driving factor or market conditions require significant changes to scope and approach. Consider breaking into releases.
This project only requires changes to one application or platform?	Agree	




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Start Deliverable Selector

# Project Pathfinder - Selected Approach

 Project Pathfinder



1 Project Label

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3 Defined Methodology

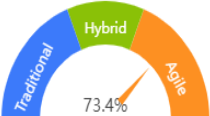
4 Deliverable Selector

5 Final Dashboard

Organization: Seven ConsultingProject Name: Project PathfinderManager: SevenConsulting

Recommended Approach

Agile



Agile Readiness Score: 78.1%

Agile Suitability Score: 69.2%

Risks to go Agile

Risks to go Traditional

Risks to go Hybrid

13 item(s)

Question	Response	Advice
Project viability or outcomes are uncertain	Strongly Agree	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 earliest.
Speed to market or speed to value are critical	Strongly Agree	Work with the Product Owner to identify subsets or groups of functionality self-sufficient for representing an idea to be tested in the market. Explore frequent deployment of these sub-sets and using the internal feedback loop for review of the requirements if necessary.
This project only requires changes to one application or platform?	Agree	Early sprints may require "steel-thread" approach to validate integration and transaction paths and identify issues. Consider use of Scrum of Scrums approach to cross-team communications. Project team can structure planning & iterations to support dependency development. Conduct interface design as required (in Business Case, Iteration 0 or later)
How many Integration points does the project have?	1	Early sprints may require "steel-thread" approach to validate integration and transaction paths and identify issues. Consider use of Scrum of Scrums approach to cross-team communications. Project team can structure planning & iterations to support dependency development. Conduct interface design as required (in Business Case, Iteration 0 or later)
Project delivery is impacted by other programs of work operating in the same space	Agree	Consider use of Scrum of Scrums approach to cross-team communications. Project team can structure planning & iterations to support dependency development. Conduct interface design as required (in Business Case, Iteration 0 or later)
The stakeholders are willing to work in an iterative way	Agree	Hybrid methods generally support iterative processes with a dependency on stakeholder engagement for successful execution. If stakeholders are not willing to work in an iterative way the hybrid approach will be challenged. However, if the other characteristics support Hybrid, the stakeholder engagement issue needs to be fixed to be effective.
A knowledgeable and empowered Product Owner (Member of agile team responsible for defining stories and prioritizing the team backlogs) exists and	Strongly Agree	Appointment of a knowledgeable and empowered Product Owner is critical to the success of projects. Consider educating the sponsor in the hybrid approach and

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Start Deliverable Selector





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 to determine whether for example:

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

And many dozens of other elements or deliverables.

# Project Pathfinder - Agile / Traditional agnostic question examples.

**Project Pathfinder**



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Organization: Seven ConsultingProject Name: Project PathfinderManager: SevenConsulting

Project Name

Project Pathfinder

Project Manager

SevenConsulting

Recommended Approach

Agile

Selected Approach

Agile

Architecture

01. Is the new system critical to business operations within 24 hours of an outage?

NO

☒

YES

02. Is Disaster Recovery and Business Continuity Plan critical for new /changed systems?

NO

☐

YES

03. Is the project impacting a mission critical application environment?

NO

☒

YES

04. Is there high impact to operations?

NO

☒

YES

05. Is a proof of concept an option?

NO

☒

YES

05.a Are there adequate and appropriate resources to support a proof of concept?

NO

☐

YES

05.b Will the time line allow for running a proof of concept?

NO

☒

YES

05.c Is there sufficient budget to support running a proof of concept?

NO

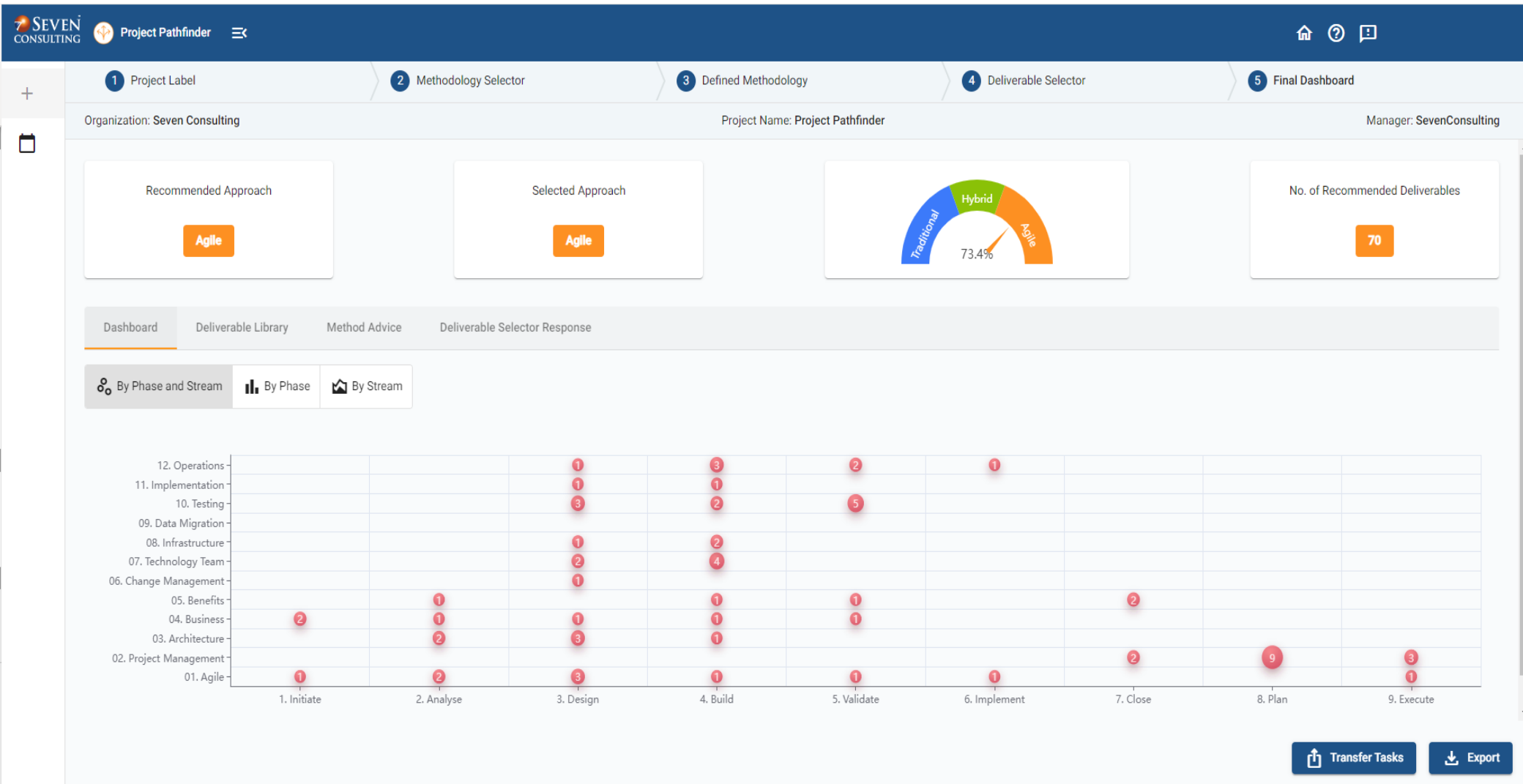
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YES

RestartRestart Current Step

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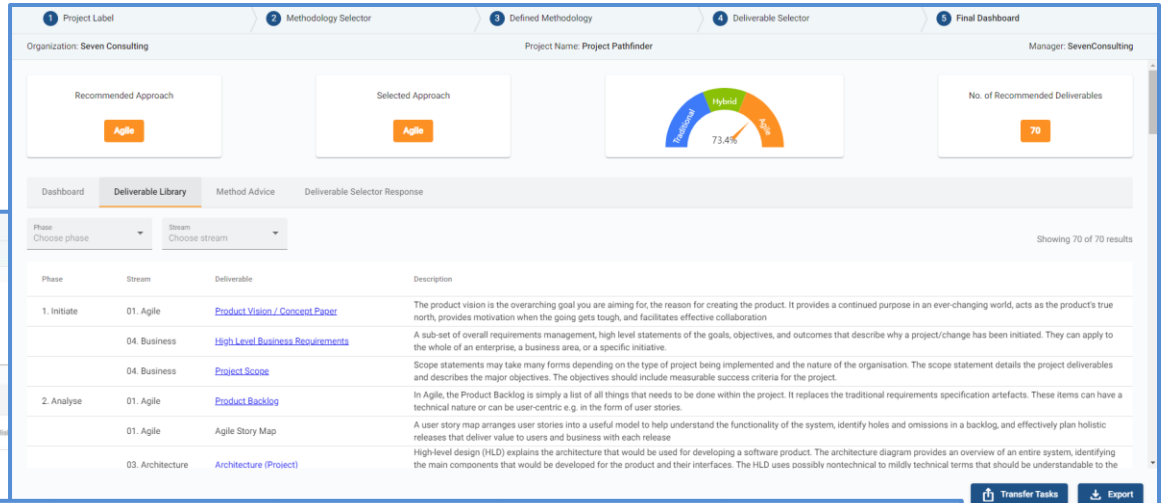
# Project Pathfinder Example Output



# Project Pathfinder Example Output

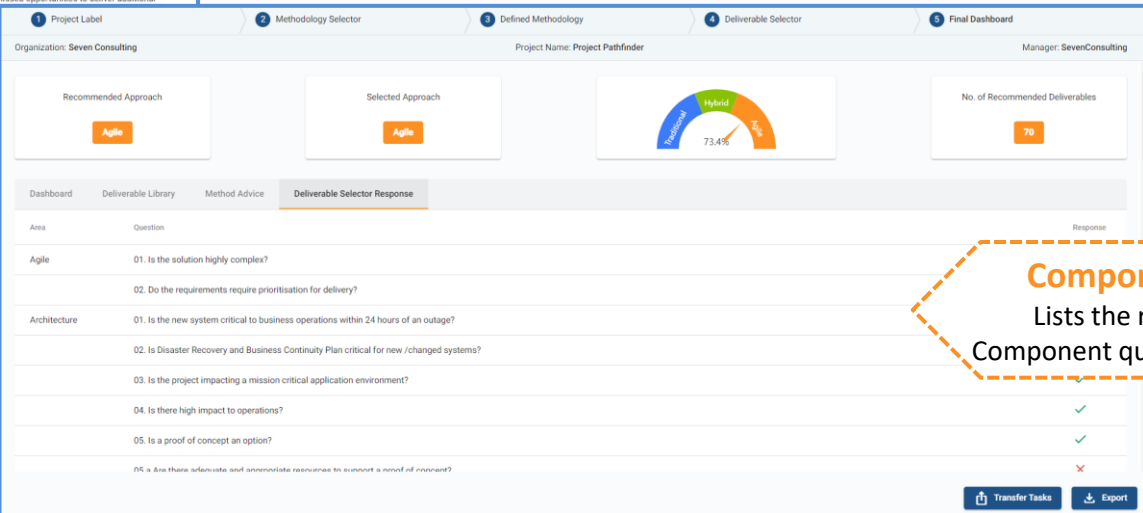
## Component Library

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



- | Sun 12/03/23 |    | Today   |          | Sun 12/03/23 |              | Sun 9/04/23  |            |           |   |            |   |            |   |            |   |           |   |            |   |   |            |   |   |   |   |   |   |
|--------------|----|---|----------|--------------|--------------|--------------|------------|-----------|---|------------|---|------------|---|------------|---|-----------|---|------------|---|---|------------|---|---|---|---|---|---|
| Start        |    | 19 Mar '23  |          | 26 Mar '23   |              | 2 Apr '23    |            | 9 Apr '23 |   | 16 Apr '23 |   | 23 Apr '23 |   | 30 Apr '23 |   | 7 May '23 |   | 14 May '23 |   |   |            |   |   |   |   |   |   |
| Mon 13/03/23 |    | Add tasks with dates to the timeline  |          |              |              |              |            |           |   |            |   |            |   |            |   |           |   |            |   |   |            |   |   |   |   |   |   |
| TASK CHART   | ID | Task Name   | Duration | Start        | Finish       | Predecessors | 12 Mar '23 |           |   |            |   |            |   | 19 Mar '23 |   |           |   |            |   |   | 26 Mar '23 |   |   |   |   |   |   |
|              |    |   |          |              |              |              | S          | M         | T | W          | T | F          | S | S          | M | T         | W | T          | F | S | S          | M | T | W | T | F | S |
|              | 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       |              |            |           |   |            |   |            |   |            |   |           |   |            |   |   |            |   |   |   |   |   |   |

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Projects /

## Project Pathfinder

Q SF Epic ▾   Type ▾

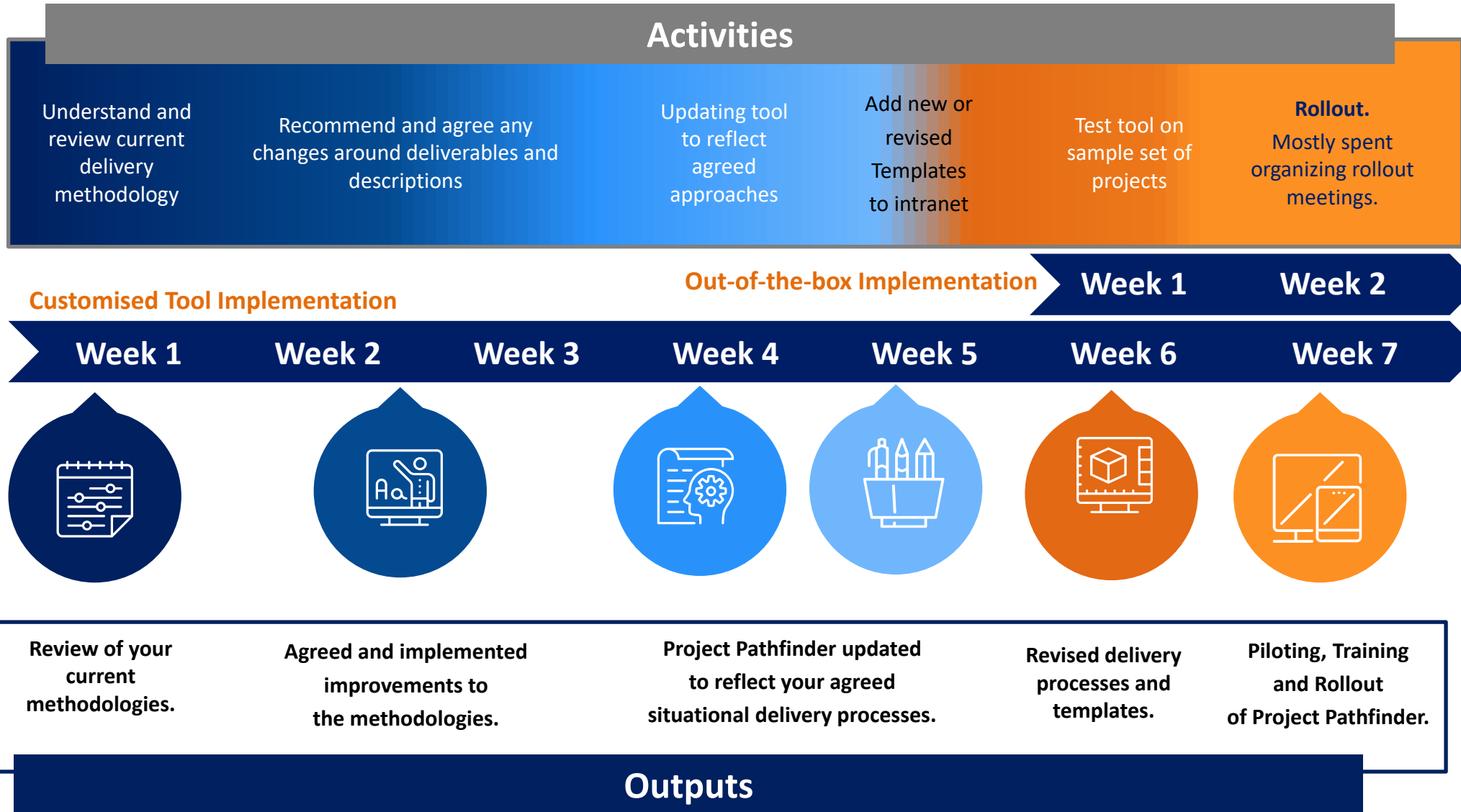
TO DO 596 ISSUES	IN PROGRESS	DONE ✓
▸ <input checked="" type="checkbox"/> WQBNNMYSBLQ-47 Product Vision / Concept Paper 5 issues <span>1. INITIATE - 01, AGILE</span> TO DO <span>SF</span> <ul style="list-style-type: none"> <li>Product Vision / Concept Paper -Check template with Deliverable Stakeholders  WQBNNMYSBLQ-203 <span>SF</span></li> <li>Product Vision / Concept Paper -Create First Draft  WQBNNMYSBLQ-204 <span>SF</span></li> <li>Product Vision / Concept Paper -Collate and Review Feedback  WQBNNMYSBLQ-205 <span>SF</span></li> <li>Product Vision / Concept Paper -Update and Send Final Draft  WQBNNMYSBLQ-206 <span>SF</span></li> <li>Product Vision / Concept Paper -Obtain Signoff  WQBNNMYSBLQ-207 <span>SF</span></li> </ul>		
+ Create issue		

▸ ☒ WQBNNMYSBLQ-48 Agile Story Map 2 issues 2. ANALYSE - 01, AGILE TO DO SF

▸ ☒ WQBNNMYSBLQ-49 Product Backlog 1 issue 2. ANALYSE - 01, AGILE TO DO SF

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# Tool implementation steps and median durations



# Business Outcomes of using Pathfinder

1. Enforces a consistent approach across your portfolio to having your project delivery customised and optimised based on its and your organisation's characteristics.
2. Increased ability to define delivery approach far more quickly.
3. Reduced level of project management oversights or omissions. Less surprises
4. Leads to better project outcomes being :
  - a) Earlier Delivery.
  - b) Cheaper Delivery.
  - c) Higher Quality.
  - d) Earlier and more complete delivery of scope to generate larger benefits.



# Who would find this useful?

- This tool is of best use 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
  - Getting new or contract staff to deliver as per your methodology.
- We use this tool across our whole technology change portfolio with over 40 client organisations and has led to an increase in customer satisfaction to over 99% in every year since introduction.



# 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 projects 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/>



## Our projects so far:

**2007**  
Villawood Detention Centre  
(Sydney)

**2008**  
South Australian Detention Centre  
(Sydney)

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.

**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 were 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)





# SEVEN CONSULTING DELIVERY SUMMIT



The purpose of the Seven Consulting annual Delivery Summit is to share our clients' best practice in program and project delivery. It also serves as a celebration of success and a thank you, training and networking opportunity for our clients and their selected delivery leads.

## Some of the Delivery Summit Speakers include:

**Richard Heeley**, CIO – Head of Technology, Macquarie BFS; **Jacqui Visch**, Chief Technology and Data Officer, AMP; **Tanya Graham** Alinta Energy – Chief Transformation Officer; **Bob Hennessy** Lendlease Group CIO; **Malcolm Pascoe** Former SAI Global, Sydney Trains – CIO; **Owen Eaton**, Business Transformation & Strategy Executive, NAB; **Bob McKinnon**, Co-Founder & Director, Mirin Digital; **Mel Parks**, Chief Transformation Officer, QBE; **Clive Dickens**, VP Product Development, TV and Content, OPTUS; **Dr. Catriona Wallace**, CEO, Ethical AI Advisory; **Mirella Robinson**, CITO – Chief Information; Technology Officer, CBUS; **Nicole Pelchen**, Chief Technology Officer, Link Group; **Seth Holmes**, Chief Transformation, Government Relations & Corporate Services, VicRoads; **Sarah Rees-Williams**, Executive Director, Macquarie Bank; **Nikki Watts**, Division Director, Macquarie Group; **Abdullah Khan**, Former Director, Group Technology, AMP

The 2023 Seven Consulting Delivery Summit received an **NPS of 73**.

## Some of our Delivery Summit Supporting Organisations



Visit us for more information:

[www.sevenconsulting.com/seven-consulting-delivery-summit](http://www.sevenconsulting.com/seven-consulting-delivery-summit)



# 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





**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**



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