

Decision Story Daptiv PPM



About Hypo Group Alpe Adria

The Hypo Group Alpe Adria is an Austrian banking group with numerous cross-border activities in eight countries of the Alps-Adriatic region. Its network of branches and offices extends from Austria through Italy and Liechtenstein, from Slovenia through Croatia, Bosnia-Herzegovina, Serbia, Montenegro and Germany on to Brussels. There are three strategic business sectors of the Hypo Group - banking, leasing and consulting.

Decision Stories – Why Daptiv?

Interview with Ernst Fanzott, Head of Group Dept. Project Management

What drove your company to look into collaborative business software? What were your motivations, and what were your business needs?

- Enhancement needs for “old” methodology for PPM; not sufficient tool support; sustainable implementation of single project management missing
- Alignment needs for the portfolio in the group to identify synergies, control portfolio
- High number of projects in several countries/companies of the group

What process did you go through to select a collaborative business provider? What was your criteria?

Selection process: long list with internet research and existing knowledge, short list decision based on vendor feedback on requirement catalogue, preferred vendor decision based on vendor workshop with “use case” presentation and Q/A sessions, final decision after price negotiation with last two vendors.

Criteria: technical concept, usability (!), price, configuration possibilities, functionality.

In addition to Daptiv, did you look into other Business software providers? If so, which ones did you look into and why didn't you choose them?

We looked at HP/Mercury, Primavera, MS project server, Artemis, and Rational/IBM. They were either too complex to use for end-users, complicated licensing model, old fashioned look/feel, others.

Why did you choose Daptiv?

- Usability for end-user, look & feel, fit of technical concept to our requirements, flexible functionality to fulfill our processes
- Competence of company/people
- Trust for product & company & people build up through the sales phase

What do you like most about Daptiv (benefits of product, why Daptiv as a company is unique)?

- Product: usability, look & feel, technical concept, functionality, close to our processes
- Company: people, flexibility, customer orientation