

Decision Story
Daptiv PPM

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Decision Stories – Why Daptiv?

Interview with Damon Bell, Group PMO Manager

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

The main reasons which drove us to look for PPM software was the lack of clarity and visibility into current IT initiatives across the business around the following areas:

IT Governance

- Unable to automate budget, spending and project planning management and governance.
- Unable to automate a balanced scorecard approach to keep IT and project investments and organizational strategy aligned.
- Unable to establish basic portfolio review boards to begin a centralized budgeting, spend management, planning and governance process.
- Unable to implement management tools and processes to assess organizational change and the impact this has on budget, spending and project plans.

Project Management

- Unable to define common objectives for performance management. Automate the collection and measurement of project outcome metrics in order to identify performance and review lessons learned.
- Unable to or manual process in reviewing the performance of the portfolio with sponsor organizations and stakeholders
- Unable to or manual process in the collection of project cost and schedule data versus expectations.
- Unable to or manual process in reviewing the portfolio performance and make changes in order to better deliver on expectations.
- Unable to or manual process in adding benefit and risk management to the project management process (moving beyond cost and schedule management).

Resource Management

- Unable to or manual process in assigning resources to projects based on skill sets and availability.
- Unable to or manual process in evaluating where resource management should be performed based on tracking and managing of project priorities.

- Unable to or manual process in managing resources so that they can be shared across multiple projects.
- Reports on resource allocation and performance should be made available to analyze group performance.

Reporting

- Unable to or manual process in producing detailed Program / Project status reports.
- Unable to or manual process in producing Regional and Group Dashboards.
- Unable to or manual process in reporting on key Risks & Issues.

What process did you go through to select a vendor?

In order to choose the correct vendor for our PPM tool we built a functional requirements document. We reviewed and demo'd several systems and then scored the systems using a scorecard we had created from the functional requirements document.

In addition to Daptiv, did you look into other collaborative business software providers?

We looked at @task, Salesforce.com (DreamTeam), Microsoft Project Server, Clarity and Clarizen.

Why did you choose Daptiv?

We narrowed the vendors down to 2 parties. Daptiv and @task. We scheduled further demo's of each application and in all honesty there wasn't much between the 2 of them and they both met all of our needs and requirements. Price was also very similar although from memory @task was slightly more expensive but this did not sway the decision. In the end we chose Daptiv on gut feel and the great customer service we received during the sales process. Also the 'look and feel' of Daptiv seemed to be right. The decision was made on instinct and Daptiv seemed the best choice.

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

Flexibility of the product and the members of staff. Every staff member I have spoken with has been as helpful and friendly as they possibly can be and the staff has a good sense of humor which for me is key to a healthy client relationship.

How do you intend to use Daptiv PPM, and are there any strategic initiatives that will be driven with Daptiv PPM?

Daptiv will essentially drive all of our IT strategic initiatives in 2010 and we are already expanding the product into many of our businesses. We started with 95 licenses and in 3 months we now have 225 so the tool is taking off.