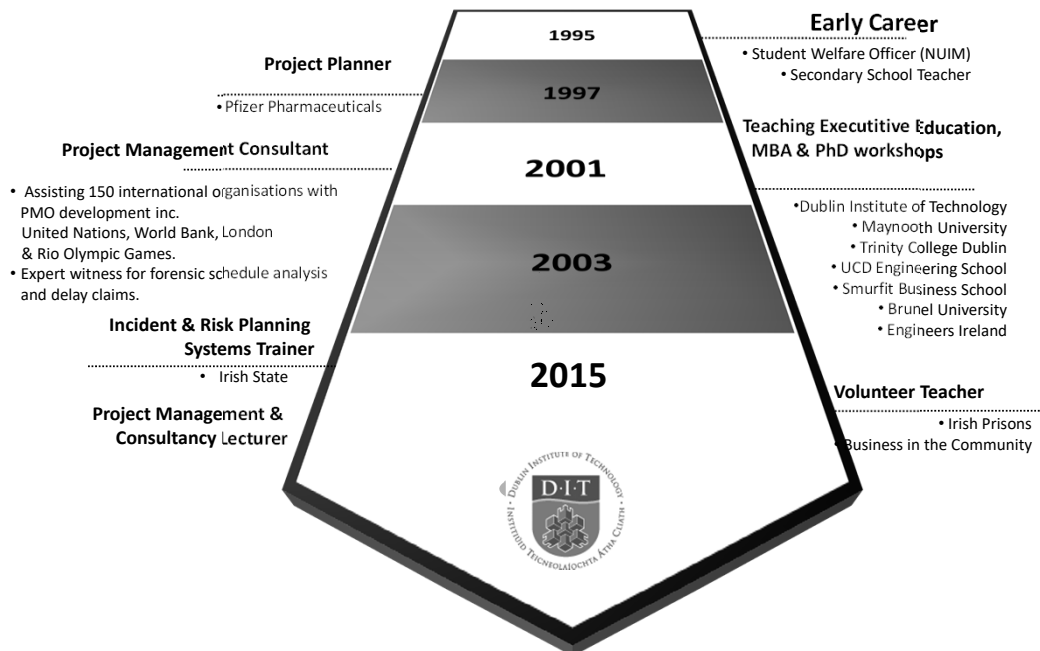




# THE DIGITAL PMO: GETTING FIT FOR THE FUTURE

John McGrath  
ISPE Product Show  
Track 4, Session 3  
September 26, 2018



Connecting

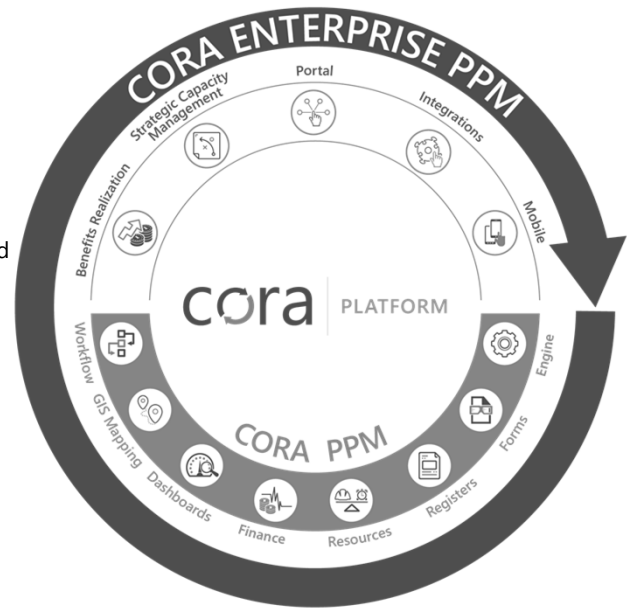
Pharmaceutical

Knowledge

ispe.org |

## cora | ENTERPRISE PPM

A comprehensive suite of functionality that provides the strategic capabilities to optimize capacity, prioritize and track the benefits of your business plan, inform all stakeholders and integrate across the business technologies to achieve maximum performance from your portfolios of work.

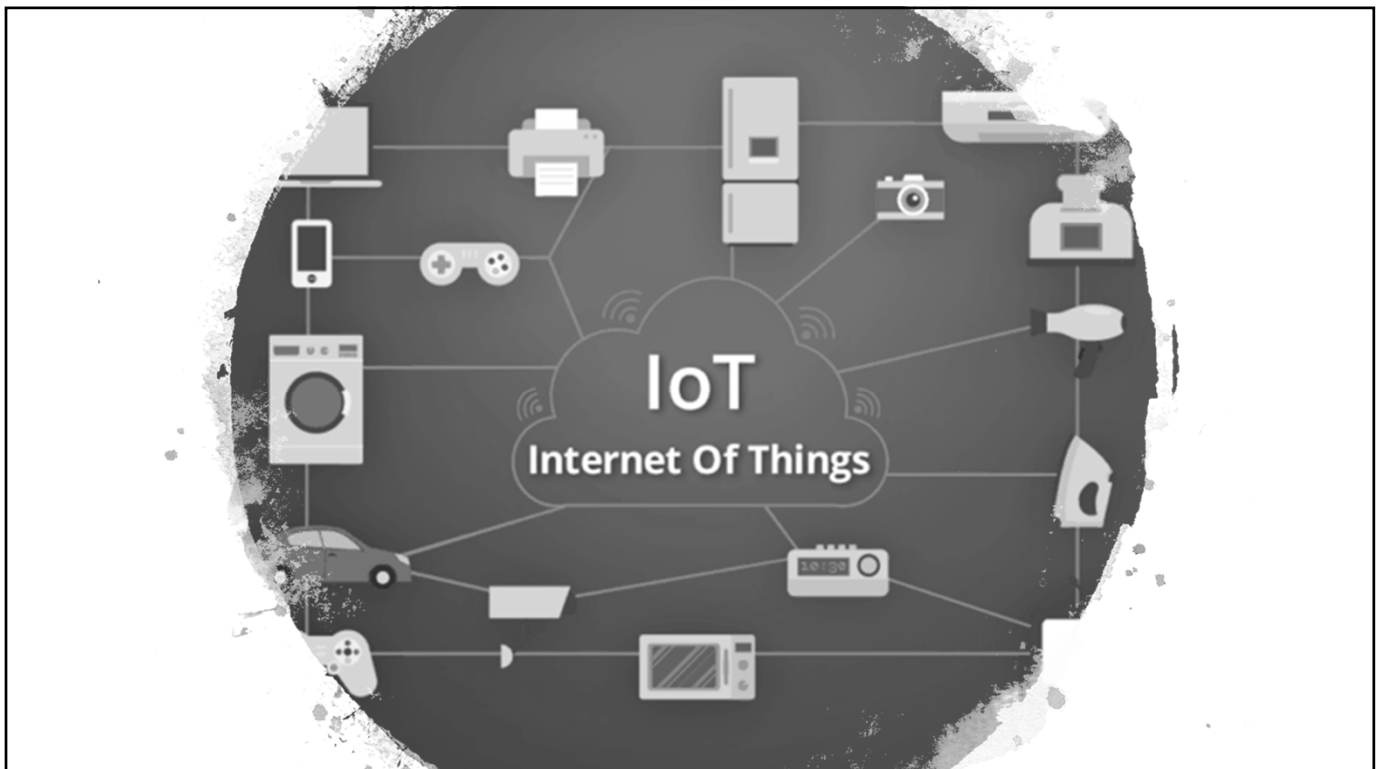


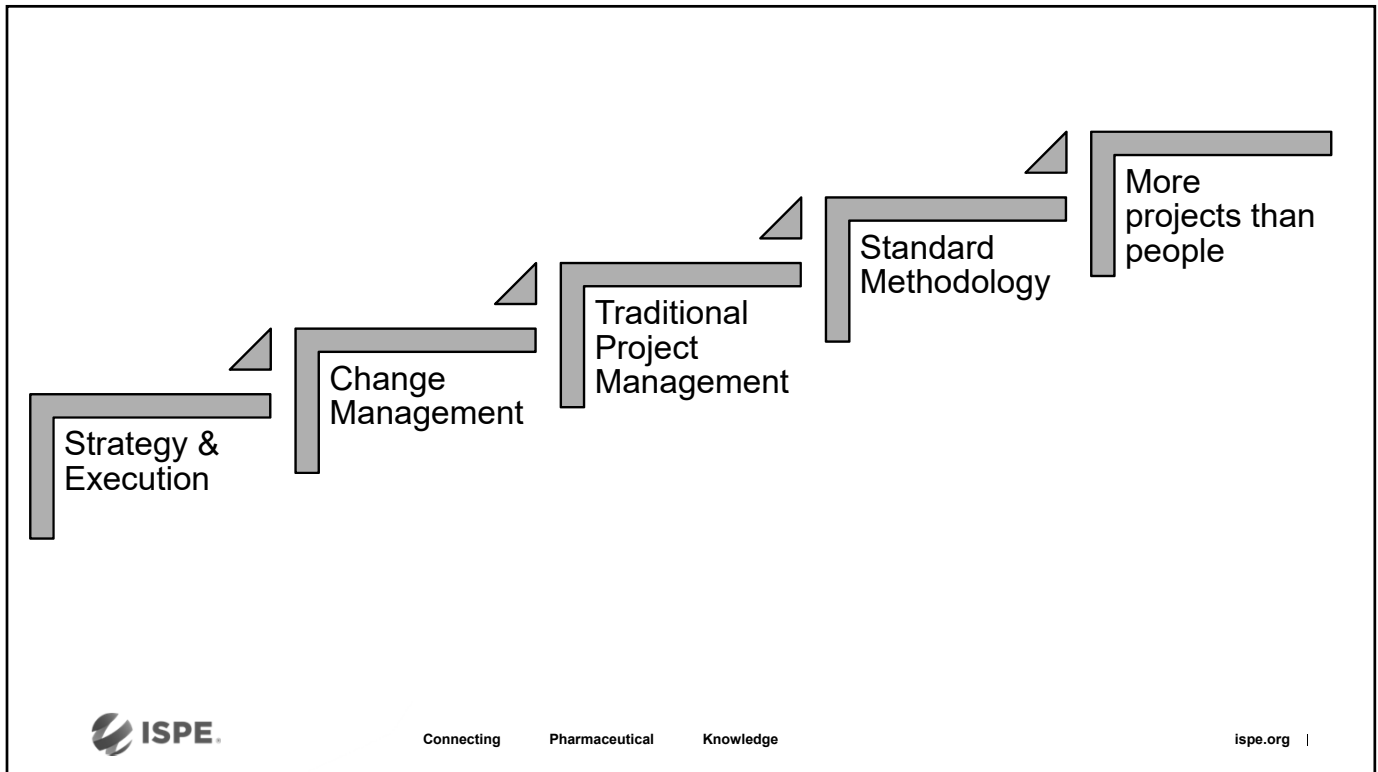
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The Economist

Topics ▾

Print edition

More ▾

Regulating the internet giants

## The world's most valuable resource is no longer oil, but data

*The data economy demands a new approach to antitrust rules*



Print edition | Leaders >  
May 6th 2017





### AN AUTOMOTIVE REVOLUTION IS COMING AND THE IMPACTS WILL BE HUGE.

**SET TO REDUCE**

- Lives Saved / Year
- ACCIDENTS
- INSURANCE
- PUBLIC SECTOR COSTS
- FUEL DEMAND

**HERE BY 2020**

Industries will need to adapt or fade away:

- TAXI
- PARKING LOTS
- FUEL STATIONS
- DEALERSHIP
- SUPERMARKETS
- CAR DEALERS
- MAPPING

### DRIVERLESS CARS

### FREE POWER

**SOLAR CAPACITY ABOUT TO EXPLODE**

200 GW → 6400 GW

Battery Technology Rapidly Improving

Utilization of water increasing

### FREE ELECTRIC POWER SET TO SHAKE UP THE STATUS QUO

## TECHNOLOGY & LIFE SCIENCES MEGA TRENDS TO WATCH

### CYBER CASH & MOBILE PAYMENTS

The new normal yields incredible Fintech Possibilities

FINTECH

CYBERCASH

### CLOUD COMPUTING

Closed systems getting integrated via Cloud Connections

Shift in Decision Making to Business Units

IT MANAGER → LINE OF BUSINESS MANAGERS

### THE INTERNET OF THINGS

Smart City

Home

Social Network


EVERYTHING IS CONNECTED

Incredible Engineering Opportunities

www.bdo.ca/TechnologyLife-Sciences | BDO

Connecting    Pharmaceutical    Knowledge

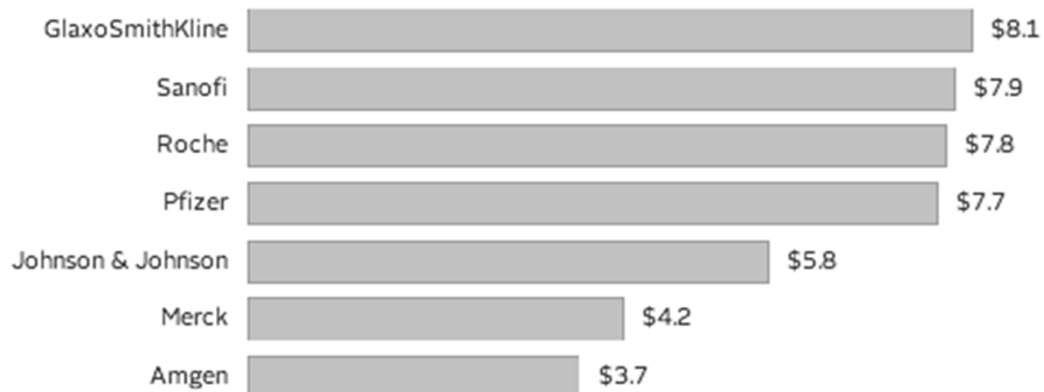
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The inset diagram illustrates a connected healthcare ecosystem. It shows a central 'Hospital Server' connected to a 'Doctor' (with 'Analysis' and 'Feedback' loops), 'Smartphone' users, and 'Patient' devices. Data flows include 'Sensing Data' from the server to the Internet, and 'BLE' (Bluetooth Low Energy) connections between various devices. The Internet acts as the central hub for all communication.

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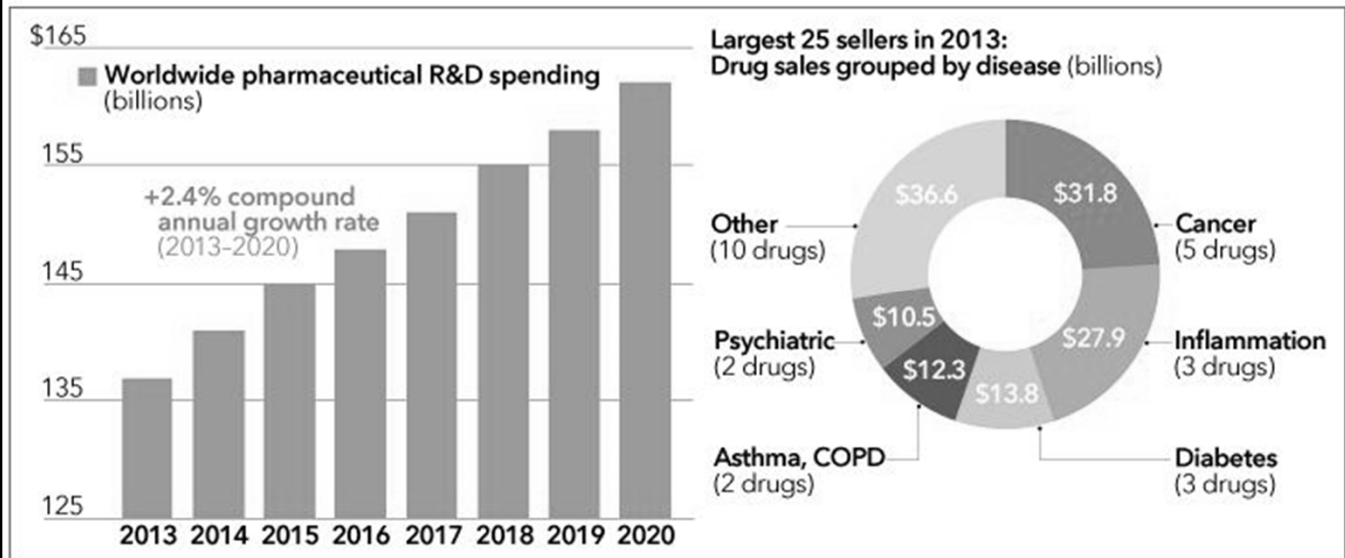
## Research spending per new drug (billions)



Source: Forbes,



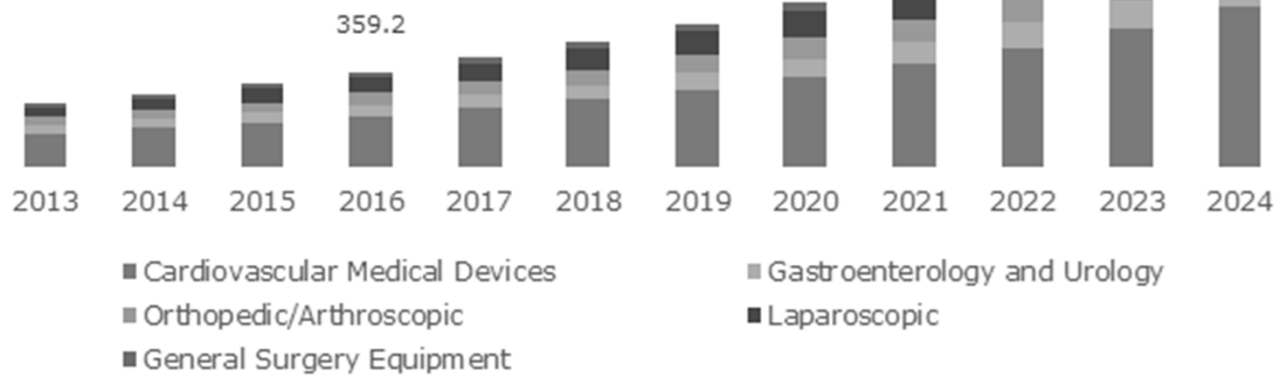
## Drug Development & Spend \$\$\$\$



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## Medical Device Opportunity \$\$\$\$



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## Transform or Die – Embrace Business Model Innovation

The single biggest reason companies fail is they overinvest in what is, as opposed to what might be.

Gary Hamel

**Mindset – Skillset - Toolset**

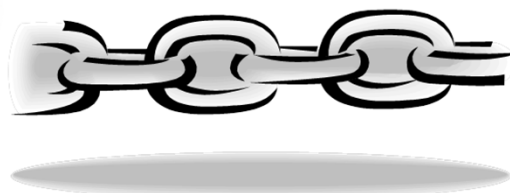


Connecting

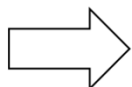
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Idea



Execution



Result



Connecting

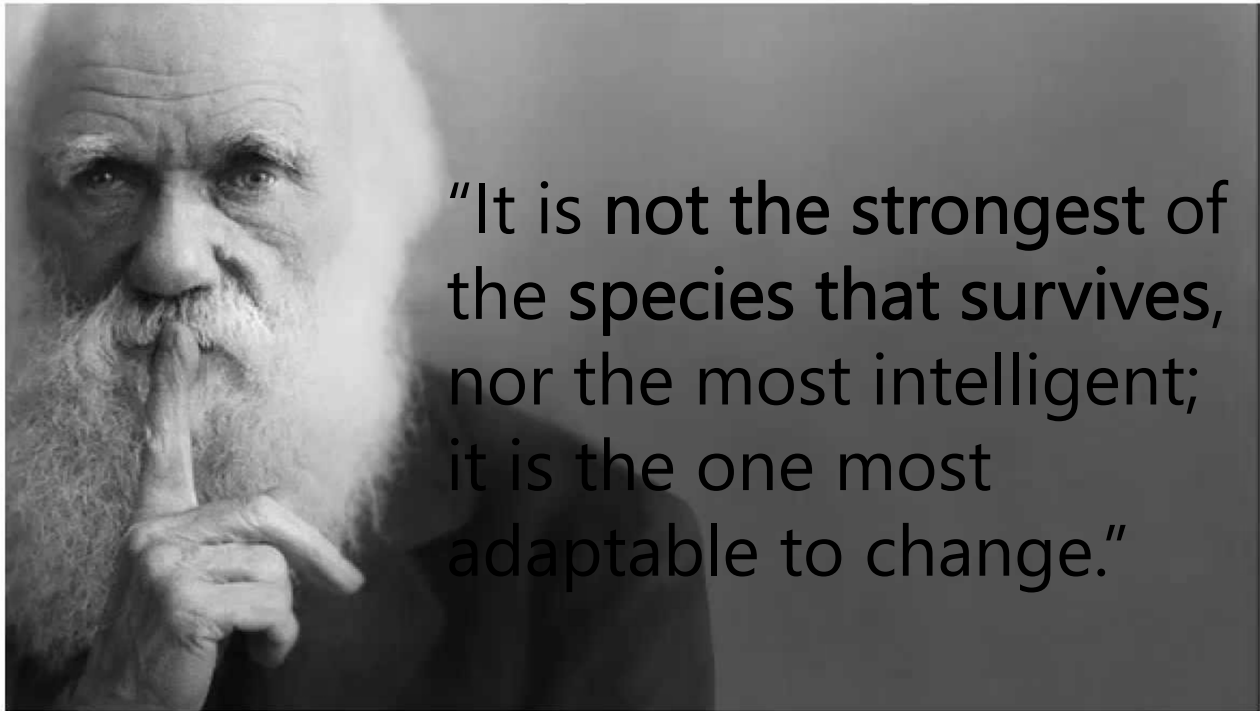
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## Cost Improvement Program

**Teleflex®**

Teleflex is a global provider of medical technologies designed to improve the health and quality of people's lives. Their portfolio is diverse, with solutions in the fields of vascular and interventional access, surgical, anaesthesia, cardiac care, urology, emergency medicine and respiratory care.



**16+**  
Sites



**300+**  
Users



**500+**  
Projects



**\$2.5M**  
Year 1 savings



HQ: **Wayne, PA, USA** | Annual revenues: **\$1.8 billion** | Operations in **40 countries** | **150 countries** served | **Over 12,000 employees**

Confidential

# Cost Improvement Program



## Challenges

- Annual Cost Improvement Programme of \$30 million
- Programme was being controlled through MS Excel spreadsheets among 250 project managers

## Capabilities Cora bring

- Cora PPM gives Teleflex greater control, visibility and reporting on the delivery of their global cost improvement program
- A real-time global view of each site in the organisation and their savings variance figures so far for a given year
- Colour-coding provides the user instant information whether they are ahead or behind on these savings
- An interactive tooltip brings the user directly to that site's savings dashboard



**Teleflex Case Study with Niamh Martyn, Head of Global PMO**

## Benefits

- Teleflex now has a **single source of information** that provides real-time, accurate data for better decision-making in each project
- The lean nature of Cora PPM has helped to **slim projects back to a minimal number of documents** that require updating
- Cora PPM has allowed for **ownership of value streams**, gives **visual presentation across global operations** of YTD savings, by project, plant and region
- **Cuts number of cancelled projects by 50%**. Ability to identify projects with potential to fail and focus on getting those projects back on track to successful completion. **Delivers \$2.5 million in realised savings annually**.



**Teleflex Case Study:** <https://vimeo.com/281718850> | **Control:** <https://vimeo.com/242729468/3f2e2fc551> | **Governance:** <https://vimeo.com/242729684/cb4a7ebf9c> | **Insight:** <https://vimeo.com/242729728/62c37added>

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# Capital Program Management



Allergan markets a portfolio of leading brands and best-in-class products for the central nervous system, eye care, medical aesthetics and dermatology, gastroenterology, women's health, urology and anti-infective therapeutic categories.



**04**

Global Sites



**800+**

Users



**1000+**

Projects



**01**

Central source of information



HQ: Parsippany-Troy Hills, New Jersey, USA | Annual revenues: \$15.07 billion | 40 manufacturing facilities, 27 global R&D centres and marketing/sales facilities worldwide | 100 countries served | Over 30,000 employees

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# Capital Program Management



## Challenges

- Allergan were using disconnected platforms to manage their \$65 million capital program on top of the remaining 800+ live projects per annum. The lack of visibility was causing unnecessary workload, missed deadlines, deviation and a lack of support on projects

## Capabilities Cora bring

- Project request and prioritisation
- Skillset planning and monitoring
- Timesheet management (replacement for time tracker)
- Financial planning and monitoring for Capital Expenditure projects (integrated with SAP)

## Benefits

- Through Cora PPM, Allergan was able to achieve **full visibility and control over their portfolio**
- Cora PPM provides real-time information to Allergan's wide user group which leads to **better-informed decisions** and ultimately allows them to invest in projects that align with the company's strategic goals based on their criteria
- The **Strategic Capacity Management** capabilities of Cora PPM allowed resource managers to gain **visibility of the demands on their teams** and provided them with the ability to **guarantee support for projects**



**Allergan Case Study with Paul Moody, Director of Global Engineering**



**Control**



**Insight**



Allergan Case Study: <https://vimeo.com/281715936>  
Control: [www.vimeo.com/241878011](http://www.vimeo.com/241878011) | Insight: [www.vimeo.com/241878210](http://www.vimeo.com/241878210)

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# Global Portfolio & Project Management



Honeywell invents and manufactures technologies that address some of the world's most critical challenges around energy, safety, security, productivity and global urbanization.



**1300**  
Sites



**1600+**  
Users



**30000+**  
Projects



**40%**  
Reduction in deviation



HQ: **Morris Plains, New Jersey, USA** | **47 countries** (76 districts) | **Home & Building Technologies division** (1 of 4 divisions using Cora PPM) | Annual revenues: **\$38.6 billion** | **12,500 employees in Honeywell Building Solutions** (129,000+ corporate-wide)

## Global Portfolio & Project Management

### Challenges:

- Honeywell Building Solutions required a solution to support a number of challenges: around consolidating systems, project deviation, resource/capacity management and financial control

### Capabilities Cora bring:

- Cora PPM brought a level of configurability that allowed the system to match the current project management methodology within Honeywell Building Solutions which minimized implications and management associated with change and provided an easy-to-use, intuitive system

### Benefits:

- Honeywell has reduced their systems from 22 to 10, all of which directly integrate with Cora PPM
- Visibility has increased across all projects with specific dashboards and reports displaying key project and financial data, giving Honeywell's team **instant, accurate project status updates**
- Early warning signs are now available through a number of **compliance indicators** which is helping to **reduce project/budget deviation**
- By using our centralised system, Honeywell was able to **reduce project deviation by 40%**

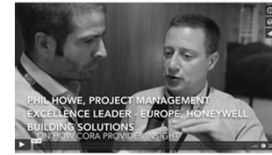


22 systems reduced to 10 with visibility into **1 single system**



**40%** reduction in project deviation

# Honeywell



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## Concluding Comments

# THANK YOU!

Visit us at Booth E06

# cōra

POWERING TRANSFORMATION  
enterprise portfolio & project management solutions