Customer Business Goal

Organizations are at a crossroads, where resource and budget reductions aren’t enough keep an organization afloat, rather the business must again rely on new innovation to drive growth. IT must respond by providing innovative applications and services to support of a globally dispersed workforce to drive competitive advantage. Business stakeholders expect their voice to be heard and projects to be delivered on time, on budget, in scope, and as requested. As IT collaborates, tracks, and optimizes each step of the innovation lifecycle, they rely on a project and portfolio management to help make the right decisions to fuel the highest growth. According to the most recent State of the CIO Report, 54% of CIO would like to be driving innovation by 2015. This means the IT department continues to expand their role by not only driving IT innovation, but innovation into and across the business.

Initiatives:
- Determining if/what applications should be moved to the cloud.
- Capturing and implementing unique ideas from business stakeholders which fuel innovation.
- Accelerate time-to-value for every project & service in the IT portfolio
- Leveraging Agile development practices to accelerate project delivery

Target Audience:

Decision Makers: CIO, VP of IT, Program Management Office (PMO), Portfolio Manager, IT Application Development Manager

Influencers: Project Managers, Resource Managers, Agile Developers

What’s the problem?
- Difficulty managing IT priorities, resources, requirements, and costs across a global business.
- No means of capturing and implementing unique ideas within a single, integrated solution.
- Difficulty accelerating time-to-value for every project in portfolio.
- Difficulty gaining visibility across both Agile and non-Agile projects.
- Difficulty eliminating or killing projects before they fail.
What's the solution?

Project & Portfolio Management solutions from CA Technologies deliver a decision making engine that help IT drive innovation into the organization. As IT executives seek value delivered from their IT portfolio, they need to:

- **COLLABORATE** with their customer, employees, partners & stakeholders to understand priorities
- **TRACK** status and progress of resources, requirements, and budget to make accurate go/kill decisions for all projects
- **OPTIMIZE** strategic investments across their portfolio.

CA PPM delivers value throughout the innovation lifecycle by helping our customers to:

- Select the right investment mix that reflects their long-term strategy
- Continually assess and address risk across their portfolio, especially as business needs change
- Integrate the voice of their business users into their planning process
- Manage resources, cost and scope for both Agile and waterfall project delivery
- Deliver business value every time by clearly defining and prioritizing requirements

Product Descriptions

**CA Clarity PPM** provides IT executives leading portfolio management capabilities to collect all requests for new IT services and projects, make improved decisions regarding how to invest, and best optimize the IT portfolio based on costs, risks, business value and compliance. It helps IT drive innovation into the business and to deliver every initiative on time, on budget and with the right quality for optimal business value. This includes dashboards views that give the CIO and IT managers with an at-a-glance view into the health of all projects in the IT portfolio.

**CA Idea Vision** captures unstructured ideas for new IT services, applications, or enhancements from employees in one place; encourages collaboration by promoting favorite ideas and allowing interaction and prioritization among key stakeholders in the business. Ultimately, ideation drives innovation into IT from business stakeholders.

**CA Product Vision** allows IT development managers to track and manage project, application and service requirements and enable release planning. By coordinating requirements in one place, managers are able to better capture customer need and deliver results.

**CA Agile Vision** helps forecast and track deliverables, resources & costs for Agile Development sprints and projects. This offers Agile team the flexibility they need, encourages rapid time-to-value all while giving IT executive’s visibility into their work.
What’s different about the Solution?

- CA PPM is ranked as a leader in PPM for IT by Gartner, IDC and Forrester consecutively.
- Only CA allows you to use one solution to drive and give visibility to the entire innovation lifecycle across the business and IT.
- Only CA can clearly and quickly prioritize and manage results from both Agile and traditional methods with one integrated solution.
- Only CA offers proven solutions and support as the leader in PPM and the cloud, with an active user-driven community of over 1,400 customers and low-risk service offerings.

What additional value could CA provide?

Delivering on time, on budget, doesn’t always equal success … CA Technologies provides you with a complete solution that gives you the confidence to:

- Choose the RIGHT project.
- Make the RIGHT decisions.
- Deliver the RIGHT programs at the RIGHT time

... All with the RIGHT solution – Project & Portfolio Management solutions from CA Technologies.

Proof Points

- CA Project & Portfolio Management
  - Leader in “IDC PPM Marketscape for 2010” IDC report, November 2010: “CA Technologies has evolved its portfolio with a strong push into the SaaS arena, as well as partnerships with force.com for an agile solution and other alliances.” CA can provide customers with on solution to drive results and give visibility to the entire innovation lifecycle across the business and IT.
  - 9th consecutive year as a Leader in Gartner IT PPM Magic Quadrant, June 2010: Gartner recognized CA’s strengths in SaaS, Agile & CAPA and acknowledged our completeness of vision with the highest rating.
  - Leader in Forrester PPM Wave, Dec. 2009
  - Avis leverages CA Clarity PPM to facilitate faster decision-making, mitigate business risk and increase business agility.
  - Finansbank leverages CA Clarity PPM implement greater controls and adopt best practices across over 500 live IT projects.
  - State of Colorado leverages CA Clarity PPM On Demand to manage 300 projects totalling over $112 million high-profile and high-risk IT investments across the state.
  - Find a detailed list of recent PPM wins here.