

The power to  
consider all of your  
organization's projects  
and investments in  
terms of the common  
objective:

Achieving your  
business goals



Mariner

As one of the earliest and largest users of Mariner PPM, Sensis relies on the software to manage all aspects of their project operations from business case right through to post implementation review. We have found the software to be flexible, with all the features we need to support all our needs. Mariner has supported Sensis through this entire process, providing professional services which are friendly, co-operative, and of the highest quality.

Neil Hunter, Portfolio Manager, Corporate PMO, Sensis



# Mariner PPM

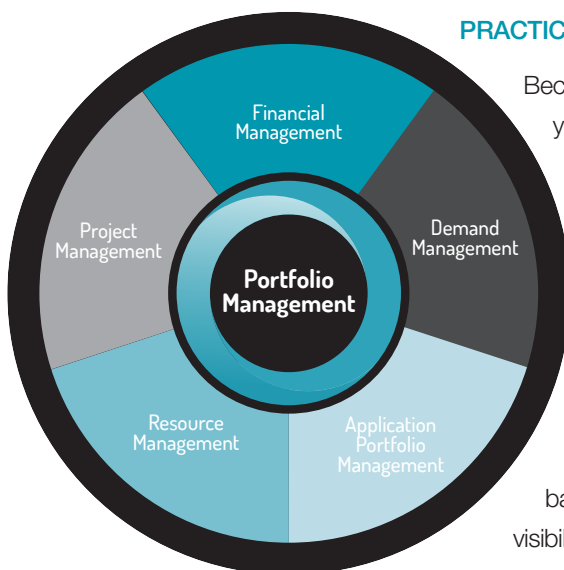
## An integrated decision-support framework to help maximize return on investment

A company's projects and programs represent an enormous investment of its financial and human capital. Yet, too often, companies fail to manage projects like the investments that they are. Just as a financial portfolio balances a mix of investments like stocks and bonds to achieve an overall financial goal, Mariner PPM enables you to consider all of your organization's investments in terms of a common objective: Achieving the business' goals.



Mariner PPM flexibly combines project, resource, demand, financial, and application portfolio management to deliver a complete solution for Project and Portfolio Management (PPM). Unlike other products, whose process workflow or bottom-up project management approaches are cumbersome and difficult to implement, Mariner PPM offers a balanced approach that ensures rapid results and sustained incremental value.

Mariner PPM goes beyond efficient project and resource management, helping you to optimize performance, evaluate initiatives based on value and build a sound portfolio of investments.

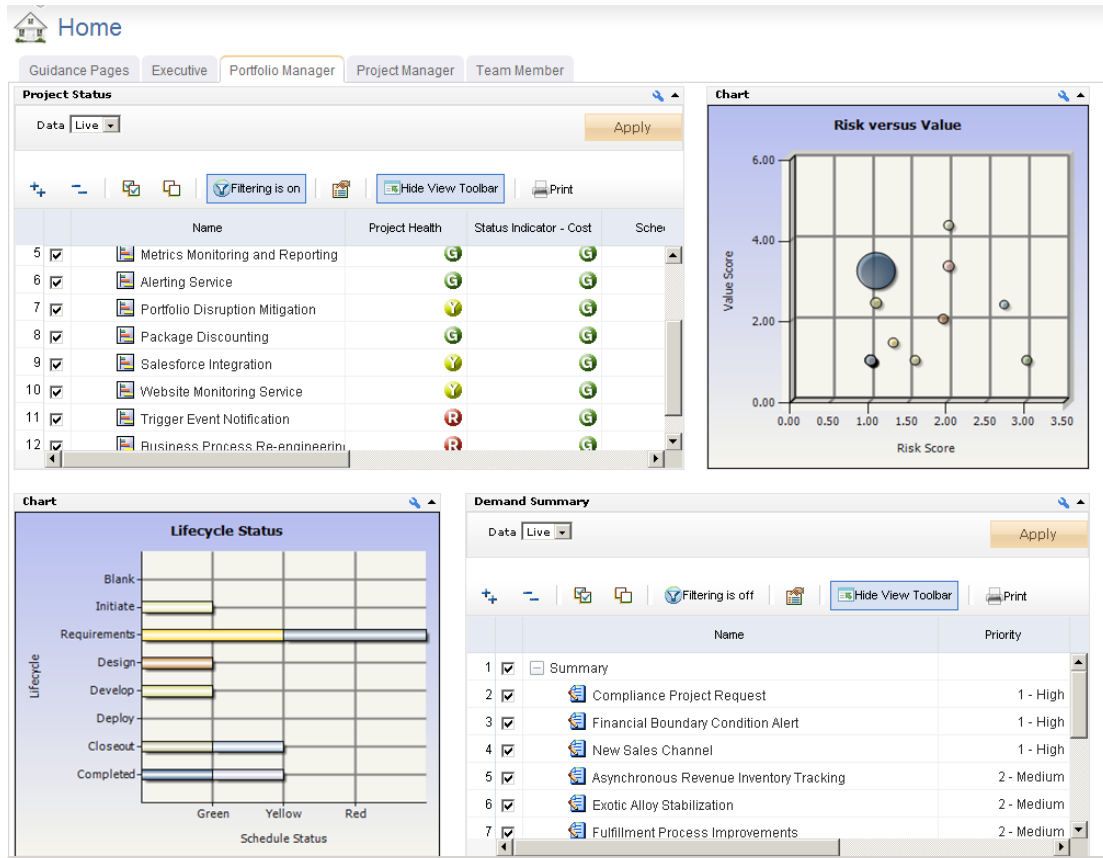


### PRACTICAL TO ADOPT

Because your management initiative will only be successful if embraced by your organization, Mariner PPM provides capabilities that ensure fast time to value and successful deployment:

- Mariner PPM is highly configurable by non-technical resources. An organization's existing processes can be quickly modeled and maintained using Mariner PPM's drag-and-drop view designer.
- Mariner PPM's Web-based interface is highly intuitive and easy to use, minimizing training time and speeding adoption.
- Mariner PPM supports the development of portfolios with rollups based on varying levels of investment detail – enabling you to create visibility into the portfolio in as little as 30 days.





Role-based home pages provide personal status information at logon

# Support for the entire organization

## Mariner PPM provides support for roles across the enterprise

Executive stakeholders gain visibility into the portfolio to quickly identify status and risks.

Portfolio managers can drill down from high level portfolio views to detailed project data. "What if" analysis allows them to assess the impact of portfolio changes and ensure continued alignment with business objectives.

Project managers get the tools they need to build task plans, find and schedule the most appropriately skilled resources, resolve issues, mitigate risks and track progress.

Resource managers have the ability to assess competing demands for resources and efficiently direct the right people to the most critical tasks and activities.

Team members are freed from the randomizing effects of shifting priorities and demands. Project collaboration, document management and time tracking tools enable each individual to make better decisions in support of the portfolio.

# Create portfolios with multiple investment types

With Mariner PPM, creating portfolios with many different types of investments is as easy as organizing files on your hard drive. Whether you are managing initiatives, programs, projects, products, applications or services, they all draw from a limited pool of resources.

Mariner PPM helps you capture all the competing sources of demand, roll them up into a summarized view and then compare total demand to total capacity. And if demand exceeds supply, Mariner PPM's portfolio analytics help you select the best mix of investments.

## Product features:

- Mariner PPM's ad hoc analysis and charting run in real time so that you can drill-down to up-to-date project details within seconds.
- Approval workflow streamlines execution and collaboration.
- Audit trails ensure that decisions can always be tracked back to their source.
- What-if and scenario planning enables you to investigate multiple scenarios using single mouse clicks to add and subtract investments from the portfolio.

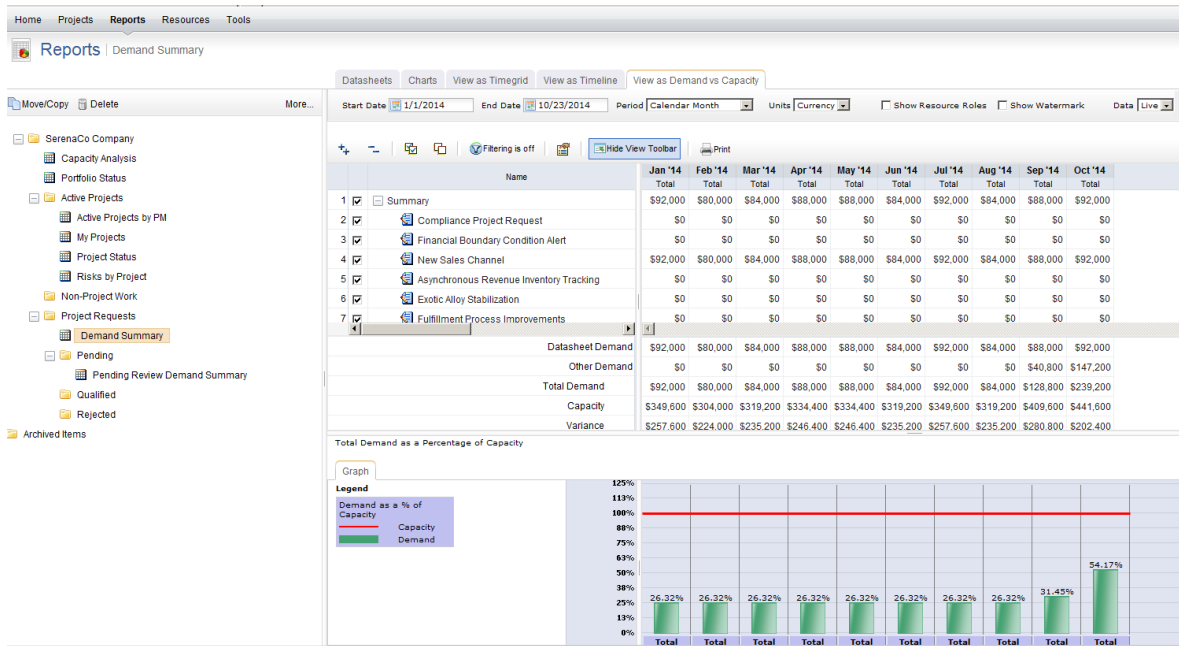
# Support for all project management styles

Mariner PPM provides an extremely flexible project management framework that supports a wide range of approaches.

- For smaller, lower risk projects, Mariner PPM supports “back of the envelope” planning where only high level phases and resources need to be defined.
- For projects that are higher risk or more complex, Mariner PPM natively provides robust, yet straightforward project and task management capabilities.
- For project managers who are more comfortable using Microsoft Project, Mariner PPM provides complete bi-directional integration with Microsoft Project.

## Product features:

- Drag-and-drop Gantt views enable you to create and maintain project and task plans in a 100% HTML web interface.
- Threaded discussions give organizations a standardized approach for documenting, assessing, resolving and escalating issues and risks.
- Document management capabilities ensure that key project and program information becomes part of the “permanent record.”



Resource capacity planning ensures that the right resources are in place—now and in the future

# Manage your resources

Effective resource management leads to fewer bottlenecks, better forecasting of demand and faster response to changing priorities

Mariner PPM links capacity planning, resource allocation, utilization, task assignments and skills, giving resource managers a holistic view of their entire resource pool. This allows the organization to assess total resource capacity and make strategic sourcing plans for optimizing full-time team members or augmenting staff with contract resources.

## Product features:

- Demand vs. capacity views help you uncover potential bottlenecks and eliminate them long before they occur.
- Optimized resource search recommends the best resources for the job based on availability and the priority of all other assigned work.
- Total time reporting allows team members to accurately account for 100% of time worked on all project and nonproject activities.

# Manage investments to maximize return

Financial management is a critical component of selecting the right investments. Mariner PPM allows portfolio planners to estimate full lifecycle costs and benefits for all investments over their entire lifecycle—from concept through development and launch, and on through the maintenance and retirement phases.

## Product features:

- Standard Business Cases Views enable you to more effectively compare different types of investments, rolling up total costs and benefits across the portfolio.
- Time-phased financial rollups allow you to model and track the financial implications of project starts, stops and delays.



# Capture all sources of demand

Projects represent just one of the competing demands for your resources. In fact, demand actually takes many forms, including large investment requests, simple project requests and service maintenance—all vying for the same resources. Mariner PPM allows you to capture, classify and evaluate all sources of demand, so you can appropriately prioritize work and allocate resources to the highest value opportunities.

Mariner PPM's notification and workflow capability directs the traffic, shuttling requests through the appropriate approval steps. While large investments may require several levels of approval and complex business case analysis, small high priority requests need to be quickly routed to the right people to begin execution.

## Product features:

- Configurable request pages allow you to capture and consolidate all types of requests in a consistent easy-to-use format.
- Workflow routes requests through a structured approval process based on user-defined criteria.

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