



TRANSFORMATION TRANSFORMED

How to improve execution of your most critical initiatives

Thank you for joining us.
We'll begin in just a few minutes

SENSEI
LABS™



Housekeeping



Today's webinar is being recorded

Link to the webinar recording will be sent within 24 hours



Audio delivered via streaming

Webinar controls are at the bottom of the webinar player



Use the Q&A box to ask questions

We'll answer questions at the end as time permits, and for any unanswered questions we'll follow-up afterward



Today's presenters



HOST

JAY GOLDMAN

Jay is a New York Times best-selling author of *The Decoded Company*, a Forbes Technology Council Member, and Co-Founder and CEO of Sensei Labs.

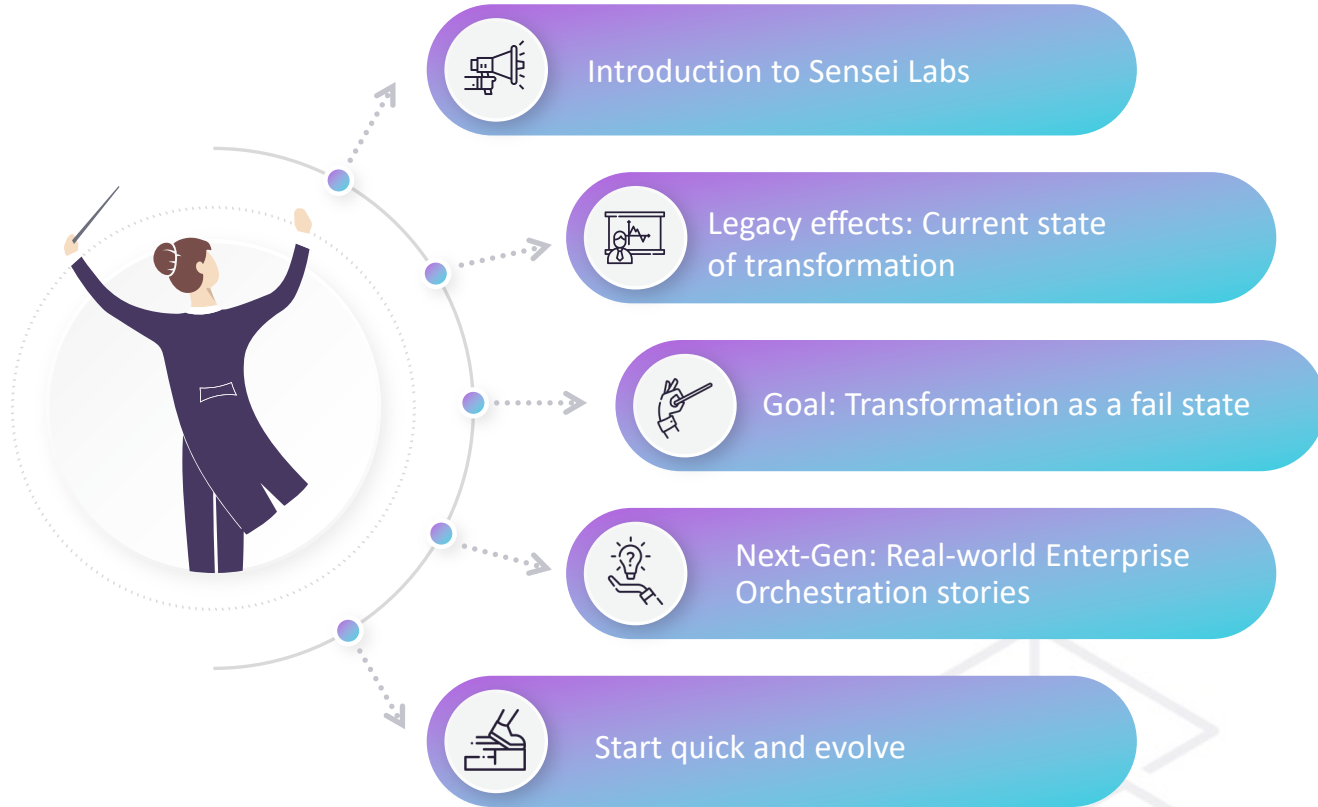


CO-HOST

TARA VANDERLOO

Tara is Sensei Labs' Chief Experience Officer where she works daily with customers around the world to help them achieve their transformation goals.

AGENDA



Let's get started!



Long standing thought leader

ON THE FUTURE OF WORK

Sensei Labs literally wrote the book on building data-driven, talent-centric workplaces



Yesterday's tools don't orchestrate today's challenges

THE NEGATIVE IMPACTS ARE DRAMATIC AND INCREASING



Companies pouring millions into digital transformation initiatives – but high percentage fail to pay off



**Harvard
Business
Review**



83.9% of IT projects partially or completely fail



The average tenure of S&P 500 companies in the late 1970s was 35 years. It's forecast to shrink to 15 years by 2025.



INNOSIGHT

New Reality: Transformation as a fail state

REQUIRES ENTERPRISES TO RE-INVENT HOW TO EXECUTE CRITICAL INITIATIVES



Enterprises need to adopt a corporate posture of constant evolution to encourage ongoing experimentation and agility to achieve sustained transformation.

Welcome to the Enterprise Orchestration Era



Survival of the Fastest in the Enterprise Orchestration Era



Decision-making is getting more difficult

65% of decisions made are more complex than two years ago



More
Connected



More
Continuous



More Decision
Makers



More
Contextual

Gartner

With Enterprise Orchestration

Orchestrate people,
processes, and technology
for more connected, and
informed continuous
decision-making

Balance of agility with governance ever-challenging

Three Waves of Enterprise Agility

Manufacturing-Led
Lean Six Sigma



IT-Led Agile
Manifesto



CEO-Led
Enterprise-Agile



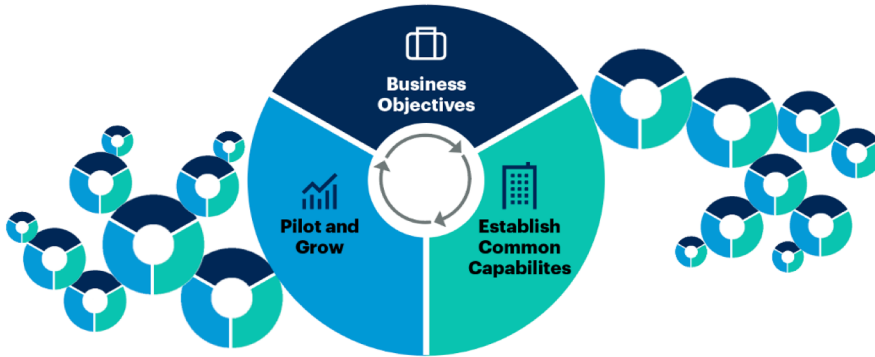
Gartner

With Enterprise Orchestration

Have an adaptable modular framework, establishing agile collaboration and work management construct that aligns with governance protocols

Fractured eco-systems becoming more prevalent

Act now to unify 'fractal ecosystems'



Gartner

With Enterprise Orchestration

Establish unified ecosystem with defined governance that better manages risks, and incorporates holistic tracking and reporting for a single transparent view across your operations

Common Transformation Challenges

LEGACY EXECUTION APPROACHES RESULT IN SIMILAR ISSUES, REGARDLESS OF PROJECT TYPE

Benefits Acceleration

- Unknown or filtered updates and status on critical initiatives
- Uninformed management of ROI, including resource oversight



Active Governance

- Unknown compliance status
- Lack of approval tracing
- Unreliable controls, including for sensitive information



Team Enablement

- Lack of timely (or real-time) and transparent project information and insights to guide work focus
- High efficiency async work not reality, or available for remote/hybrid environments



Common delivery challenges solved with Enterprise Orchestration

TOP TRANSFORMATION DELIVERY CHALLENGES ENCOUNTERED BY OUR GLOBAL CUSTOMERS ACROSS INDUSTRIES



Inconsistent planning

Inconsistency in program planning across different phases of a program creates **inefficiencies and unnecessary rework**



Lack of benefits tracking

Program and benefits data/KPIs are typically tracked in **multiple sources and manual efforts** required, hampering effective decision making for leadership



Ineffective collaboration

Ineffective collaboration between different workstreams and vendors on a program due to unclear processes/workflow, create **inefficiencies and delays**



Continued risk management

Lack of a mechanism for continued program monitoring and reporting after vendors have exited, **poses risk to long-term effectiveness**



No single source of truth

Limited centralized and consolidated real-time visibility into progress and impact from the overall transformation journey to date



Manual processes

Highly manual processes require **dedicated FTEs to provide ongoing low value work**

What is Conductor

PROVEN TRANSFORMATION MANAGEMENT PLATFORM FOR ENTERPRISE ORCHESTRATION



One of the only platforms to bring together modern, agile PPM, data/KPI benefits tracking, collaboration and knowledge management



Built for a digital first, real-time world and unites teams across their traditional divisions in a single source of truth and collaboration



Customers include some of the world's biggest companies and we plan, orchestrate and execute their most critical programs.



Sold direct to enterprises and through services firms

senseilabs.com/customers

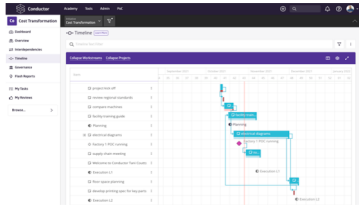


Conductor management technologies

UNITING THE FOUR CRITICAL TECHNOLOGIES OF MANAGEMENT



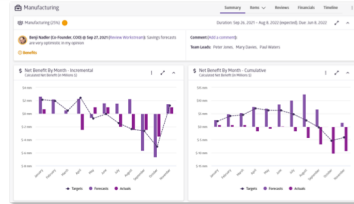
Project/Portfolio management



- Multi-level program hierarchy
- Powerful access controls and permissions
- PMO Governance controls and reporting
- Customizable project stages and stage gate approvals
- Gantt charts and timelines
- Real-time native PowerPoint output to customizable templates



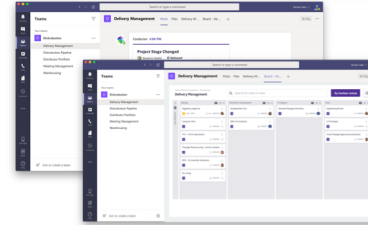
Data/KPI/benefits management



- Data categories/elements aligned to program hierarchy
- Baselines, targets, forecasts, and actuals
- Export/import from Microsoft Excel
- Reporting Portal/Database access
- Roundtrip Power BI integration supporting filters and row-level security in embedded Dashboards
- Widget-based Dashboards with a robust library and customized visualizations



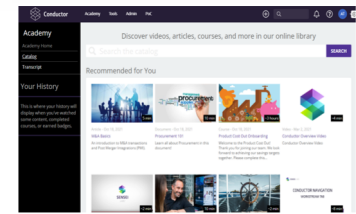
Collaborative work management



- Collaborate in Tasks, including discussions, file upload and document management, and custom fields
- No code workflow and approval creation including branching logic
- Sophisticated multi-channel Notification engine for in-app, email, and Microsoft Teams-integrated delivery



Knowledge management



- File/document management and repository with robust permission controls
- Lightweight LMS for just-in-time learning and training delivery connected to project execution milestones and events
- Lightweight CMS for pushing content to all project teams



WELCOME



Tara Vanderloo

Chief Experience Officer
Sensei Labs



More Enterprise Orchestration Stories

SOME EXAMPLES OF OUR LARGER CUSTOMERS AND PROGRAMS



Investment management company based in Australia managing \$115B in assets and using Conductor for enterprise PMO transformation.



A \$30B industrial agriculture company with 70,000 global employees launched a strategic transformation which led to operationalizing their finance team and powering a new global transformation.



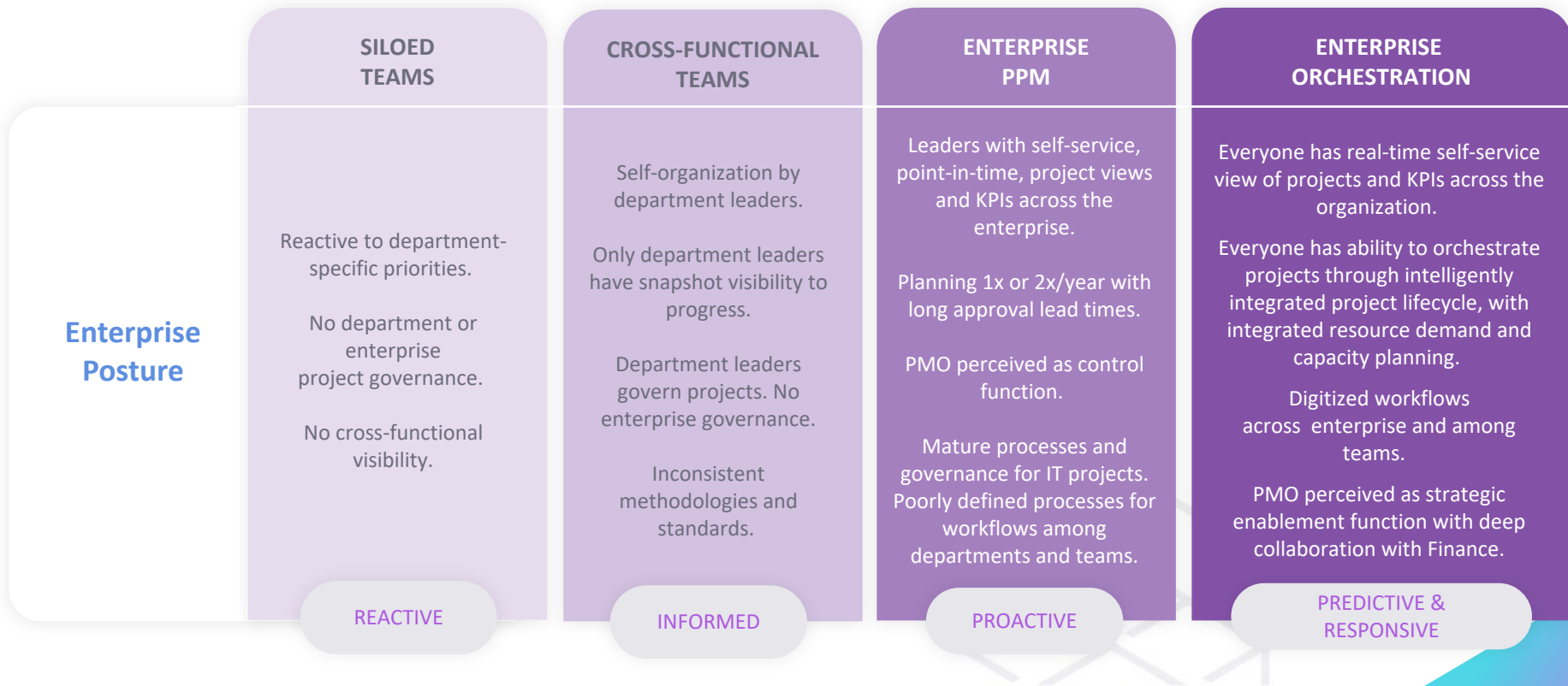
A leading \$1.4B strategic consulting firm with 3500 employees and clients worldwide who use Conductor as their delivery platform for procurement and supply chain, M&A, tech delivery and strategic transformations

KEARNEY

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Demands are shifting across the enterprise

ORCHESTRATION CAN BE INITIATED AT THE BY PROGRAM, FUNCTION OR COMPANY LEVEL



Enterprise value increases as your Orchestration matures

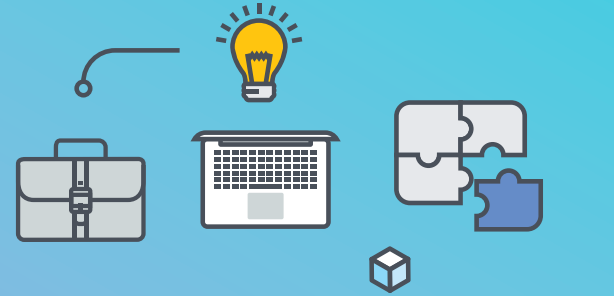
Regardless of current state, you can start to improve both near and long-term outcomes today

	SILOED TEAMS	CROSS-FUNCTIONAL TEAMS	ENTERPRISE PPM	ENTERPRISE ORCHESTRATION
Who orchestrates projects	Only Execs, VPs, and Directors	Only Execs, VPs, and Directors	Leaders plus project professionals	Anyone and everyone
Key metrics	Project progress	Some integration between team-level tools	Project costs, savings, and net benefits	Trace project impact from idea to P&L (EBITDA, Free Cash Flow)
Enterprise value	Department and team- specific coordination	Cross-functional collaboration	Control risks in project delays and project budget overages. Eliminate projects not achieving objectives earlier in their lifecycle.	Constant transformation becomes strategic advantage. Enterprise more responsive to customers and market. Act boldly with confidence knowing you have the capability to deliver desired results.

Limited time offer: complimentary Enterprise Orchestration Maturity Assessment

Q & A





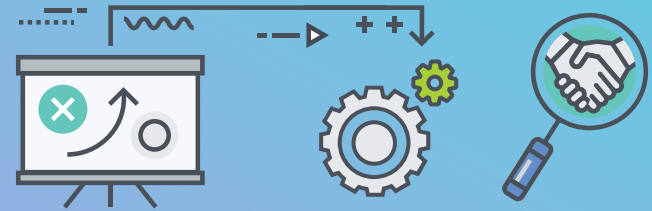
Get started today.



Learn more about Enterprise Orchestration
www.senseilabs.com



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THANK YOU!

