

An aerial night view of a city, likely Dubai, with a network of white lines and dots overlaid on the image, suggesting a digital or data-driven theme. The city lights are visible, and the network lines connect various points across the scene.

***ENGINEERING, PROCUREMENT
& CONSTRUCTION
PROJECT MANAGEMENT FORUM***

Enhancing Predictability to Achieve World-Class
Project Performance

About the Speaker



Degree:

Civil Engineering



Experience:

Business Development EcoSys - Central Europe

Director AACE International Benelux Section

More than 20 years of industrial experience in consulting various industries such as oil & gas, petrochemical, power, mining & materials, chemicals, construction and pharmaceutical



This is Hexagon PPM



Awarded Solutions Provider

Ranked No. 1

12 consecutive years,

7 different categories recognized by the ARC Advisory Group



Global Presence

More than 2,800 employees, with offices in 60 countries



R&D Focused

18% of total revenue invested in 2018



Innovative

More than 100 patents issued worldwide

Hexagon PPM brings capital projects execution, design, construction, fabrication, and operations to the Hexagon portfolio



Our solutions are used by nearly all of the Fortune 500 Owner Operators as well as the majority of EPC companies within our industry segments



Revenue Distribution

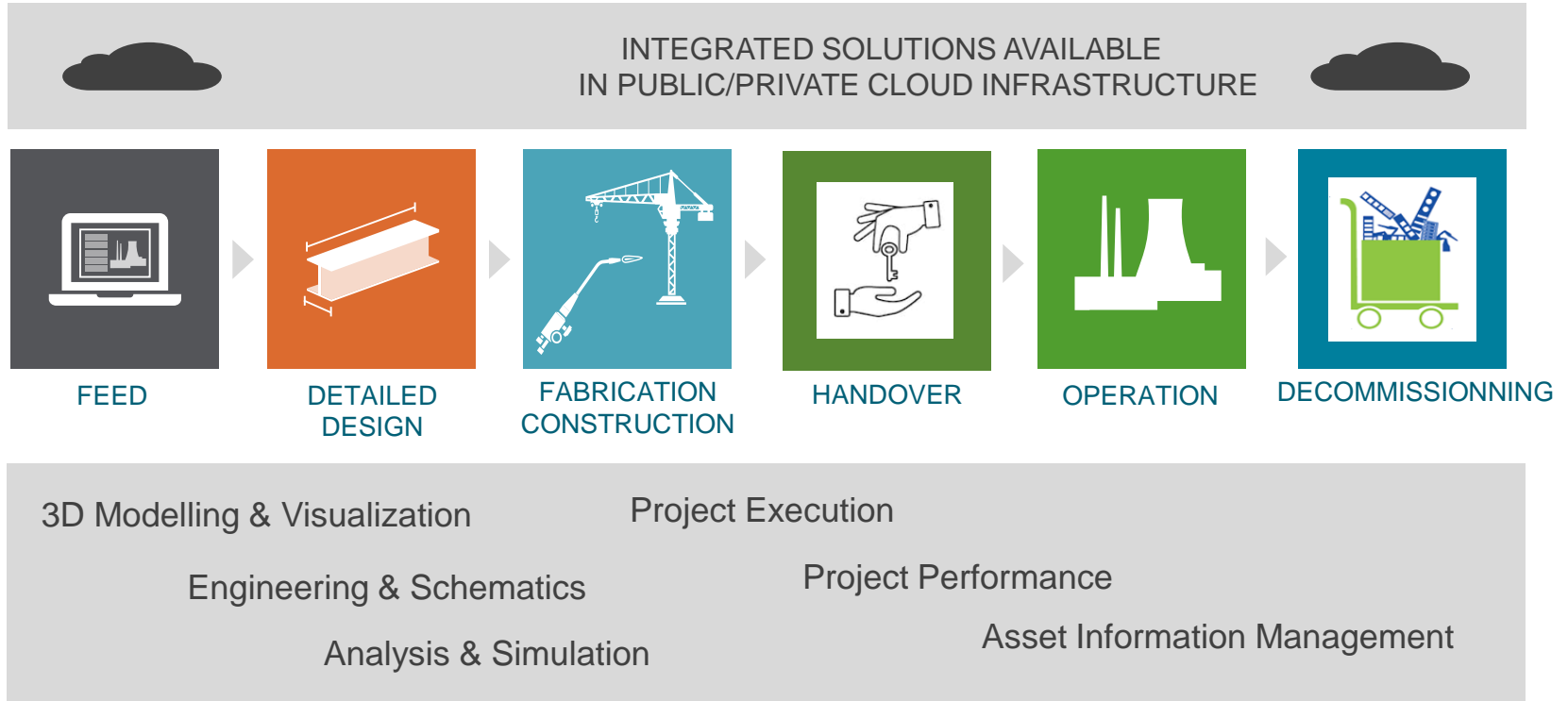
37%

35%

28%



Solutions for the Entire Plant Lifecycle



Enterprise Project Performance



HEXAGON
PPM

EcoSys 

Company Overview

Market Leadership



- EcoSys founders were the original developers of Primavera P6
- First to market and industry leader in enterprise project controls
- Deep portfolio & project management expertise

Business Momentum



- Largest user adoption in project controls industry
- Global presence – users in 20+ countries
- An Intergraph Company since 2015

Loyal & Growing Customer Base



- 500+ clients globally
- Strong partnerships: SAP, Oracle, SAP, Microsoft, Accenture, IBM, and more

Global Customer Base

Engineering & Construction



Oil, Gas & Chemicals



Utilities



Aerospace & Defense



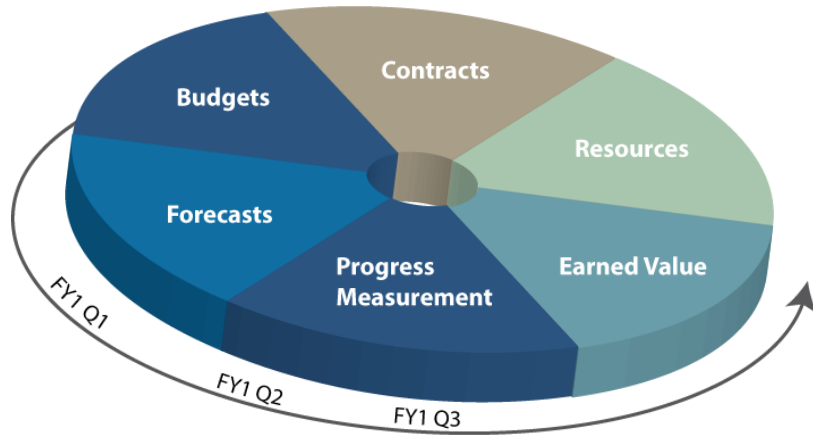
Transportation



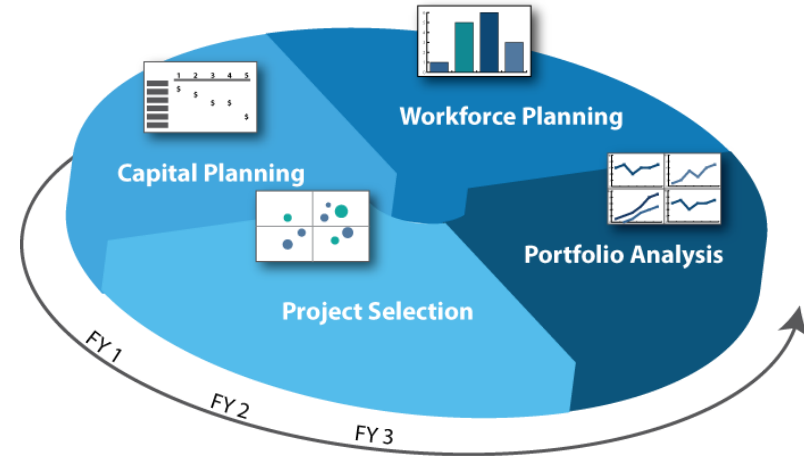
Mining



What is Enterprise Project Performance?

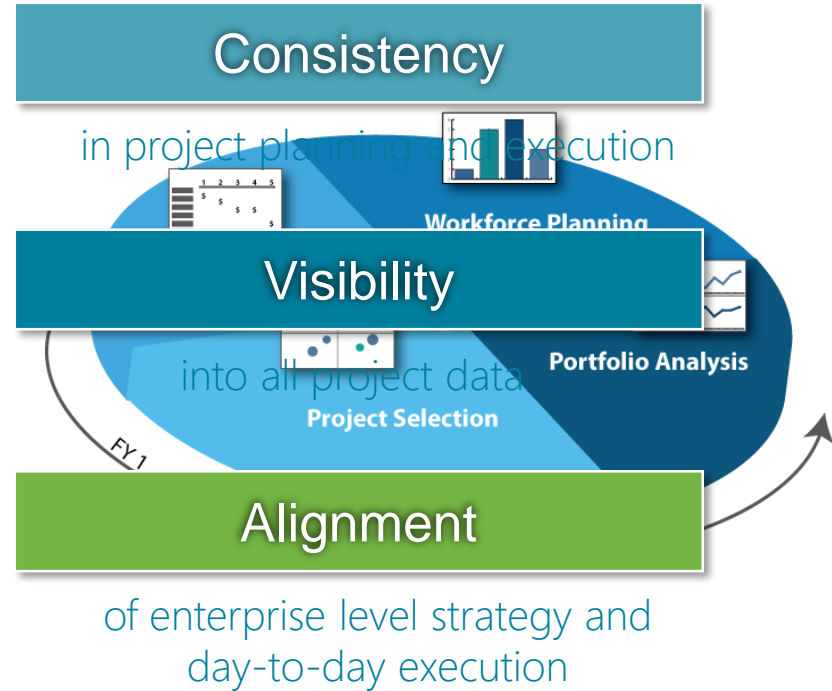
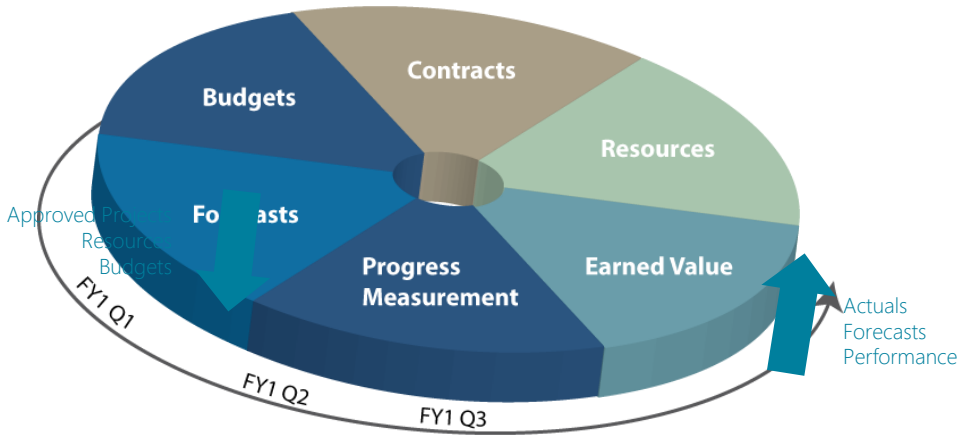


Comprehensive tools and processes for effective tactical project execution



Controls for strategic planning and portfolio optimization

What is Enterprise Project Performance?



Best of Both Worlds



Excel-like Usability



Power of an Enterprise System



Easy to Learn/Use

Very Flexible

Powerful Analytics

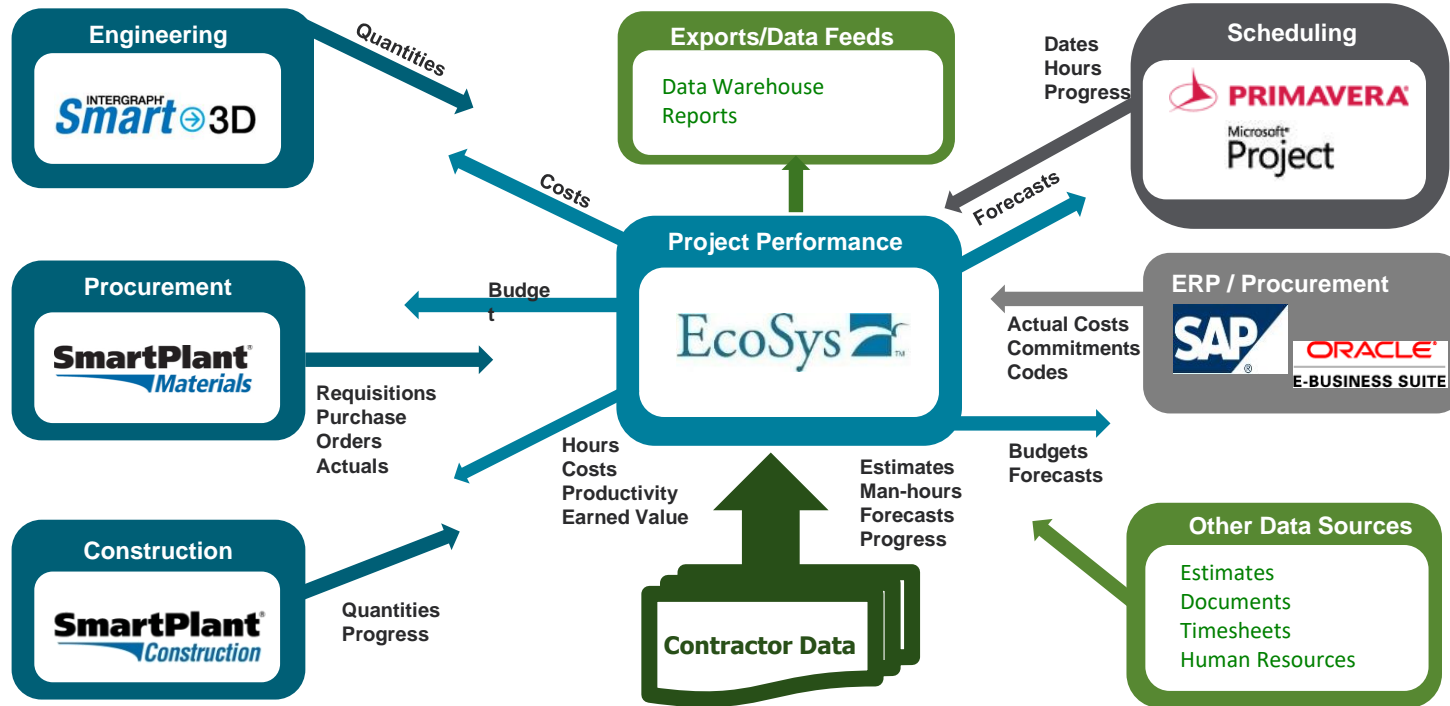
Standardization

Enterprise Scalability

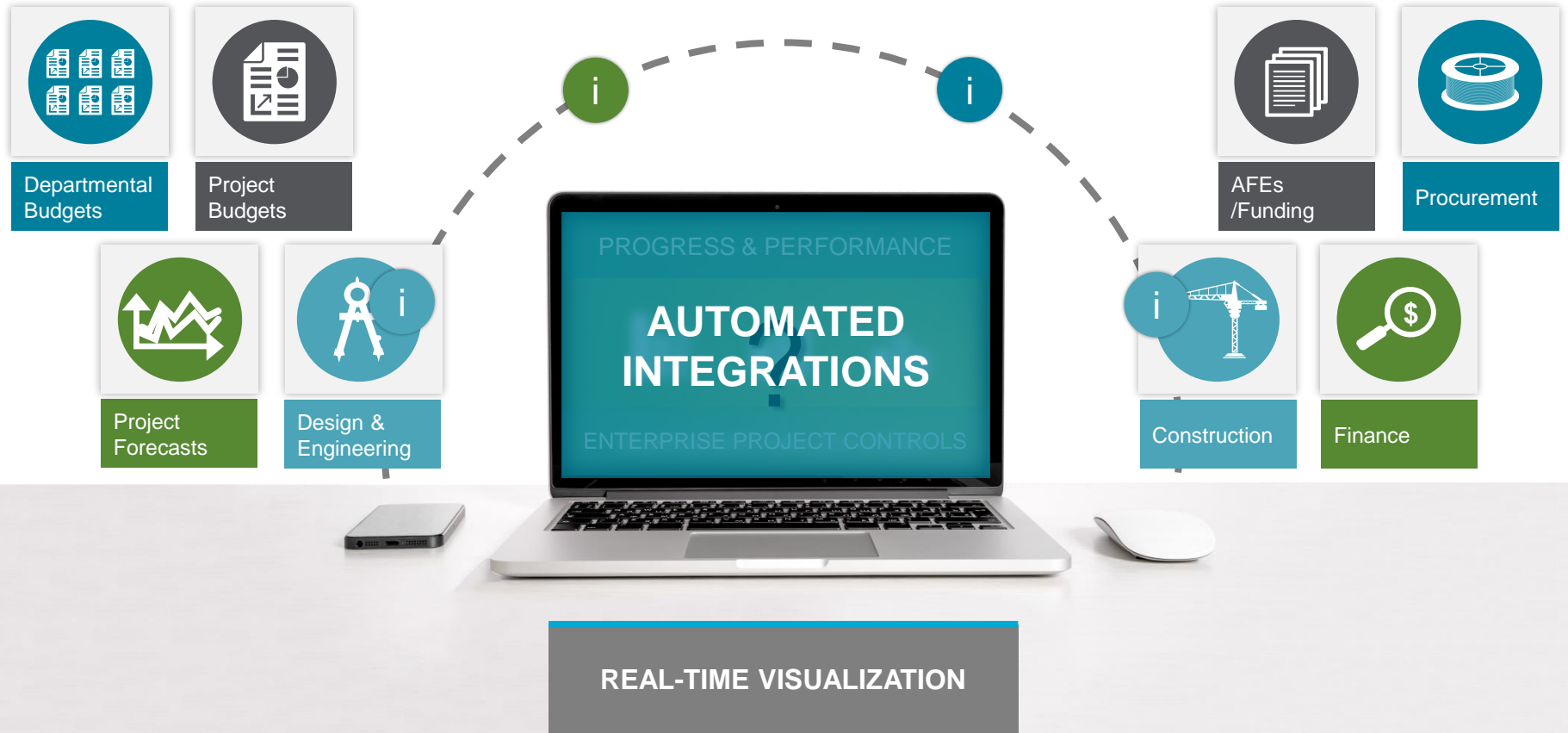
Role-based Security



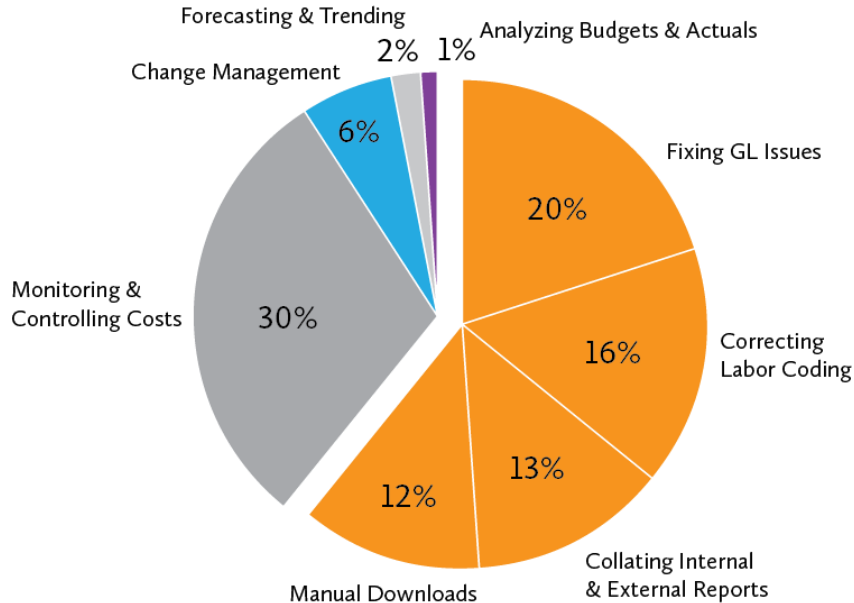
Integrated Solution for Enterprise Project Performance



Fully Integrated Project Data



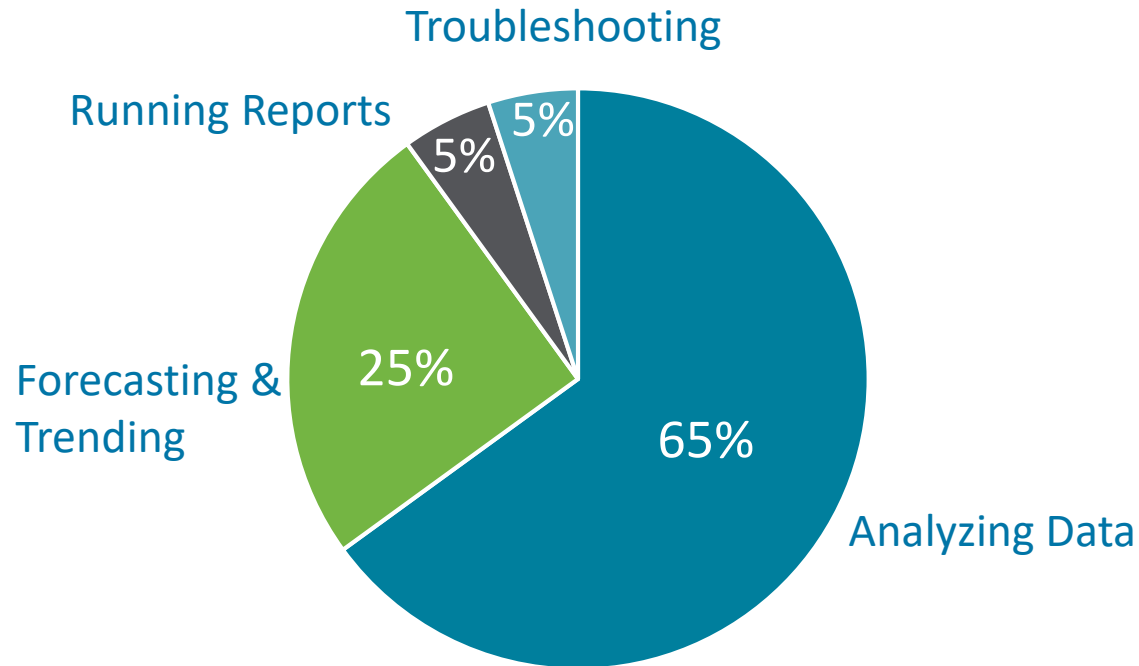
Project Controls Challenges - Inefficiencies



Cost Analysts Spent
61% of Their Time
on
“Wasteful” Activities

Source: EcoSys Customer Internal Survey

Client Case Study



Source: Internal Study by EcoSys Customer





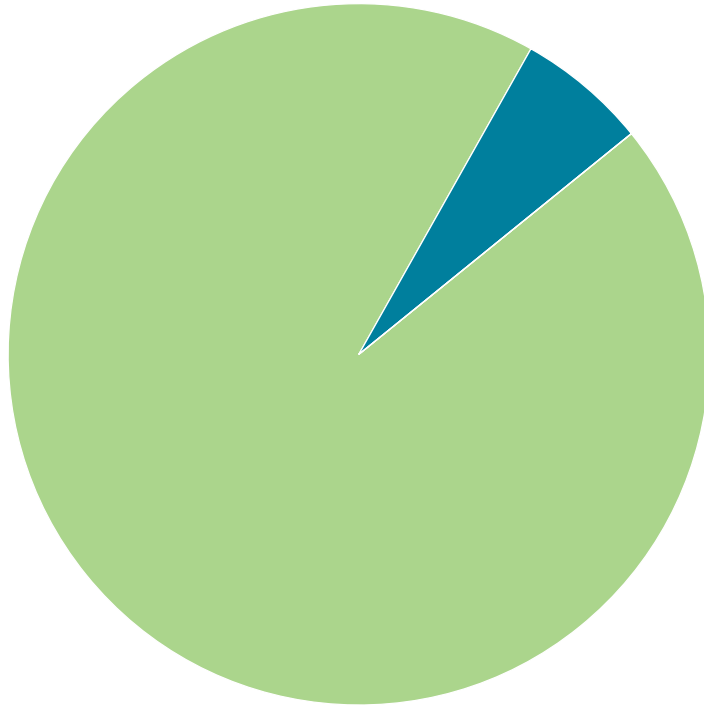
Introduction to Predictability



HEXAGON
PPM

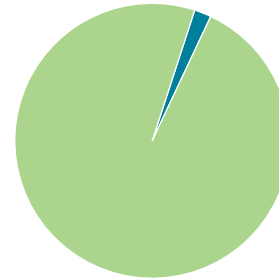
EcoSys 

Poor Predictability Across All Sectors



< 6%

of projects deliver planned financial returns



98%

of megaprojects see cost overruns greater than 30 percent

Sources:

* *Construction Industry Institute*

* *McKinsey: The Construction Productivity Imperative*

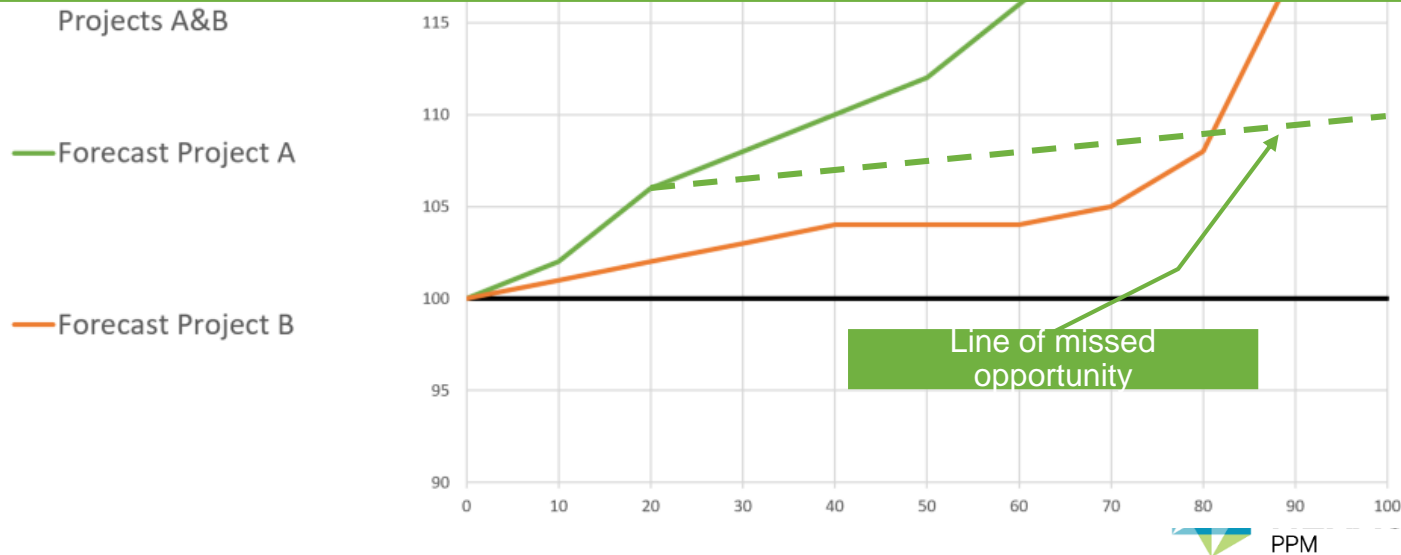


What is Predictability?

Both Projects have \$100M Original Budget and \$120M Actual Cost

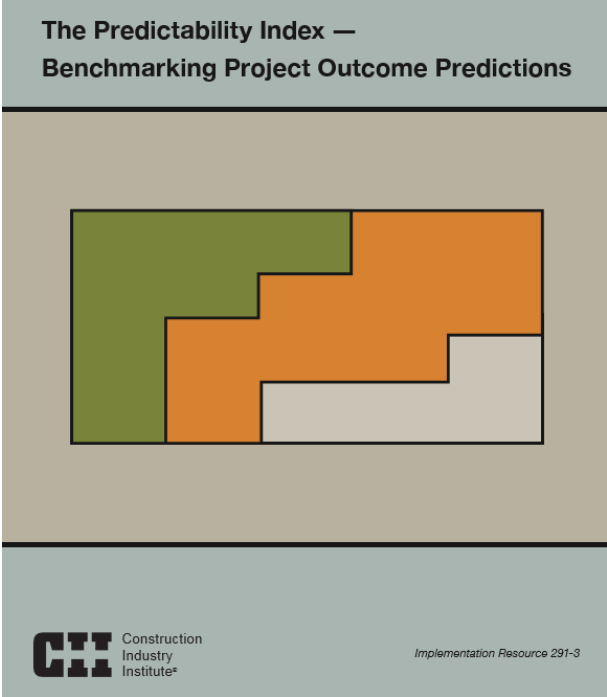
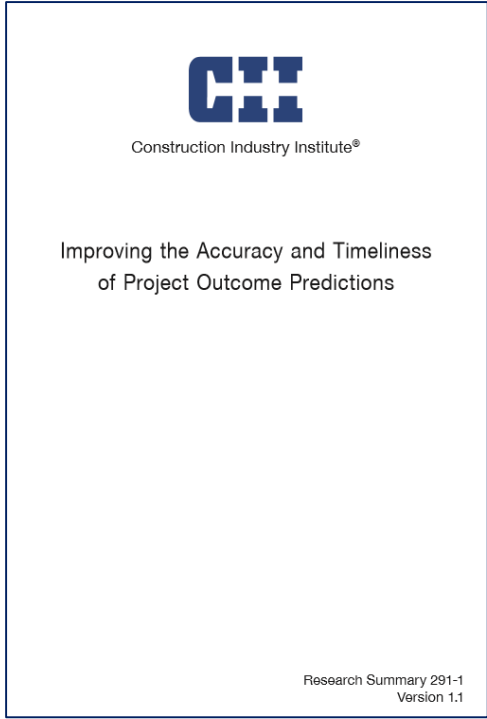
Which is better and why?

A: The average point in time at which the project forecast becomes accurate



CII RT 291 Conclusions and Recommendations

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**Early predictability
adds value by enabling
the proper response to
surprises and changes.**

Construction Industry Institute

70% of Projects

report ZERO budget
variance prior to **50%**
project duration

On average, variance
reporting starts at
65% duration

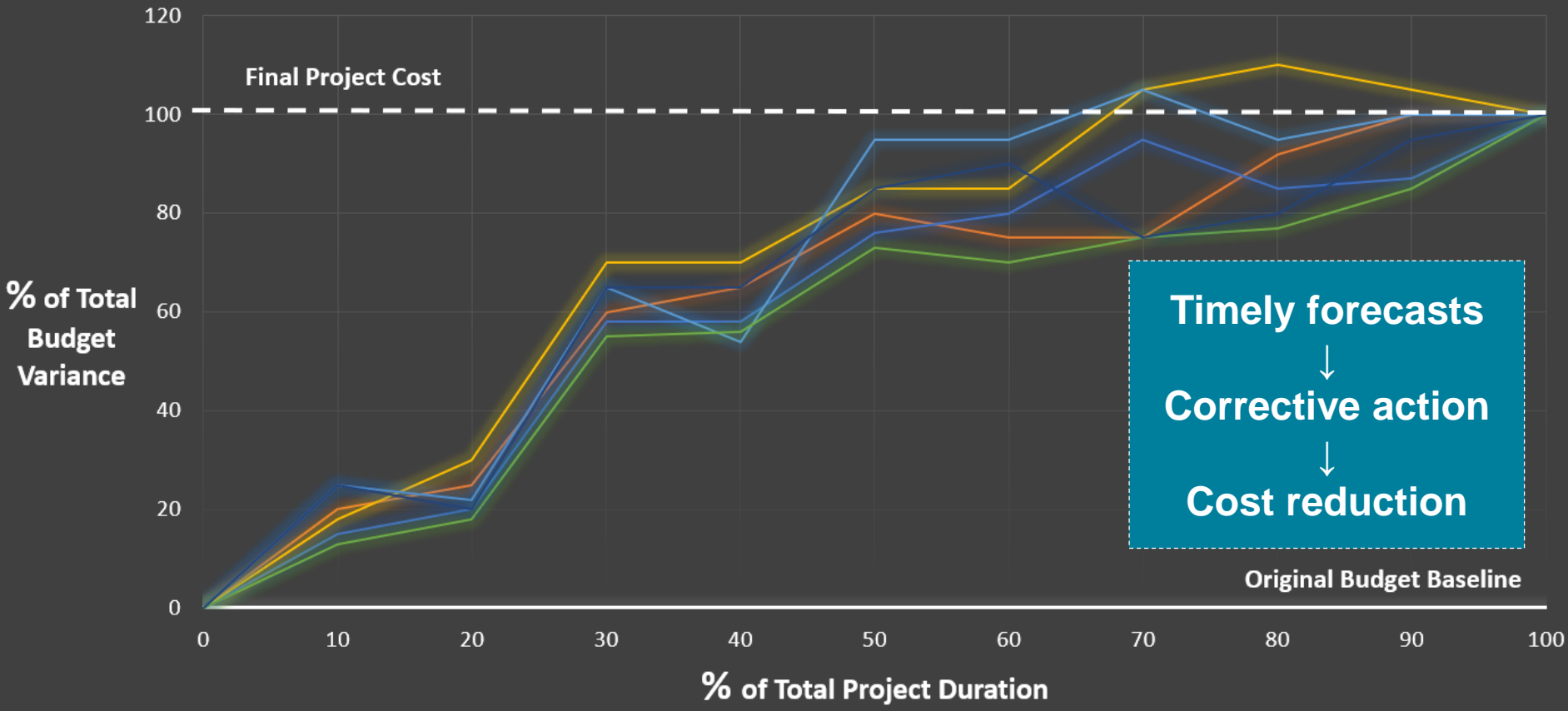
Common Causes of Low Predictability

Insufficient Effort or Attention	Low Maturity
Identifies areas for additional investment in people, processes and technology	Business process optimization and digital platform (rife use of Excel)
Optimism Bias	Poor Transparency and Accountability
Identifies issues with human behavior and organizational culture	

Benefits of High Predictability

Proactive/Corrective Decision-Making	Cost and Schedule Reduction
<ul style="list-style-type: none">• Early warnings of overruns stimulates corrective action:<ul style="list-style-type: none">• Value engineering• De-scoping• Modifying the business case• Killing the project	<ul style="list-style-type: none">• Early corrective action or scrutiny can and should reduce overall cost and schedule• Avoids opportunity cost
Management Confidence/Trust	Heightened Capital Efficiency
<ul style="list-style-type: none">• Increased likelihood of retention / promotion• Award of future projects	<ul style="list-style-type: none">• Optimized ROCE and fiscal year performance• Avoids finance charges due to poor cash management and surprises

—Original Budget — Proj A — Proj B — Proj C — Proj D — Proj E — Proj F



Timely forecasts
↓
Corrective action
↓
Cost reduction

Original Budget Baseline

Pillars of Predictability – People, Processes, Technology

Portfolio Management	Project and Contract Management	Project and Contract Controls	Performance Management	Predictability Measurement
Opportunity Scoring / Ranking	Iterative Planning / Estimating	Native and Automated Integration	Time-Phased Performance Baselines	Predictability Indices
Options Analysis	Integrated Communication and Collaboration	Cash Flow Management	Multi-Source Progress Measurement	Incentives Based on Predictability
Concept Estimating / Benchmarking	Integrated Change Management Workflow	Currency Variance Analysis	Productivity Analysis and Trending	Multi-Dimensional Analysis
Financial / Resource Optimization	Integrated Risk / Issues Management	Secure End-to-End Transparency	The “Living Forecast”	Corrective Actions
Project Development Stage Gate Workflows	Integrated Claims Management	Timely Reporting and Communications	Multi-Method Forecasting	Continuous Improvement

Enterprise Standards	Enterprise Productivity Platform	Flexible Setup	Real-Time Analytics
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Conclusions

- World-Class Enterprise Projects Performance can only be achieved by:

Adopting ALL of the Pillars of Predictability, enabled by an Enterprise technology platform



Combines out-of-the-box best practices with customer-centric data and business processes



Automate integration and predictability analytics



Promote transparent, proactive behaviors



Thank You

Name
Contact Info
Contact Info



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