

# Leveraging Technology for **Confident** **Project** **Delivery**

# Acknowledgement of Country

I would like to begin my session by acknowledging the Traditional Owners and Custodians of the lands of Wurundjeri Woi Wurrung and Bunurong Boon Wurrung peoples of the Eastern Kulin where we meet today.

We pay our respect to their elders of the past, present and future, and we extend that respect to any Aboriginal and Torres Strait people here today.



# Vinny Sharma

Propeller head in Project  
Controls Industry

Cloud Architect

General Manager - Sales

- A Propeller head by background and interest 😊
- 14+ years of experience in developing and implementing Project Controls solutions for clients across construction, engineering, mining and utilities industry
- Worked with Multinationals, Tier 1 contractors and owner organisations to help PMOs digitally transform their systems and processes to introduce efficiencies
- Love learning about and playing with new technology solutions developed by vendors across the globe, to find solutions to the problems that are not resolved by the current project controls systems that are commonly used within Australia
- A little afraid of public speaking, so please bear with me today

# AGENDA



Meet Doug

Doug's Challenges

Prescience: Who and Why?

Our Solution

Key Benefits delivered

Wrap up

# Meet Doug

Chief Planner at Downer Group

## Meet Doug



- Chief Planner at Downer
- Been in Industry for 25 years
- Manages a PMO comprising of 4,500+ planners, schedulers across ANZ region
- Accountable for successful delivery of 1000s of Downer projects
- Always on the look out for new ways/solutions to improve efficiency of his team after 9 Fast and Furious movies
- First time back to public speaking after a brief case of death after a massive stroke 5 months ago

# Downer's Challenges

Growth by Acquisition

Disjointed and  
decentralised systems

Fragmented and  
Siloed processes and  
data

Too many chefs to  
support enterprise  
platform

- Downer's strategy has seen successful acquisition of many companies over the past 20 years
- Through acquisitions, the PMO was left with fragmented, costly and inefficient IT infrastructure with siloed approach to project management methodology in different parts of the business
- Non-standardised approach to project planning and execution led to data integrity across all projects
- Disjointed and decentralised systems led to higher costs around maintenance and upkeep of the different version of the same application across Downer
- Having multiple 3<sup>rd</sup> party vendors supporting the enterprise planning platform also led to
  - slow turnaround from internal teams to address project requirements which was needed quickly
  - Lack of commercial or contractual flexibility resulted in long delays in provisioning and deploying required solutions for the business

# Key Requirements

Trusted Partner

Client retention

Successful delivery – consistently

Centralisation

Flexibility with stability

Lower TCO

Innovative

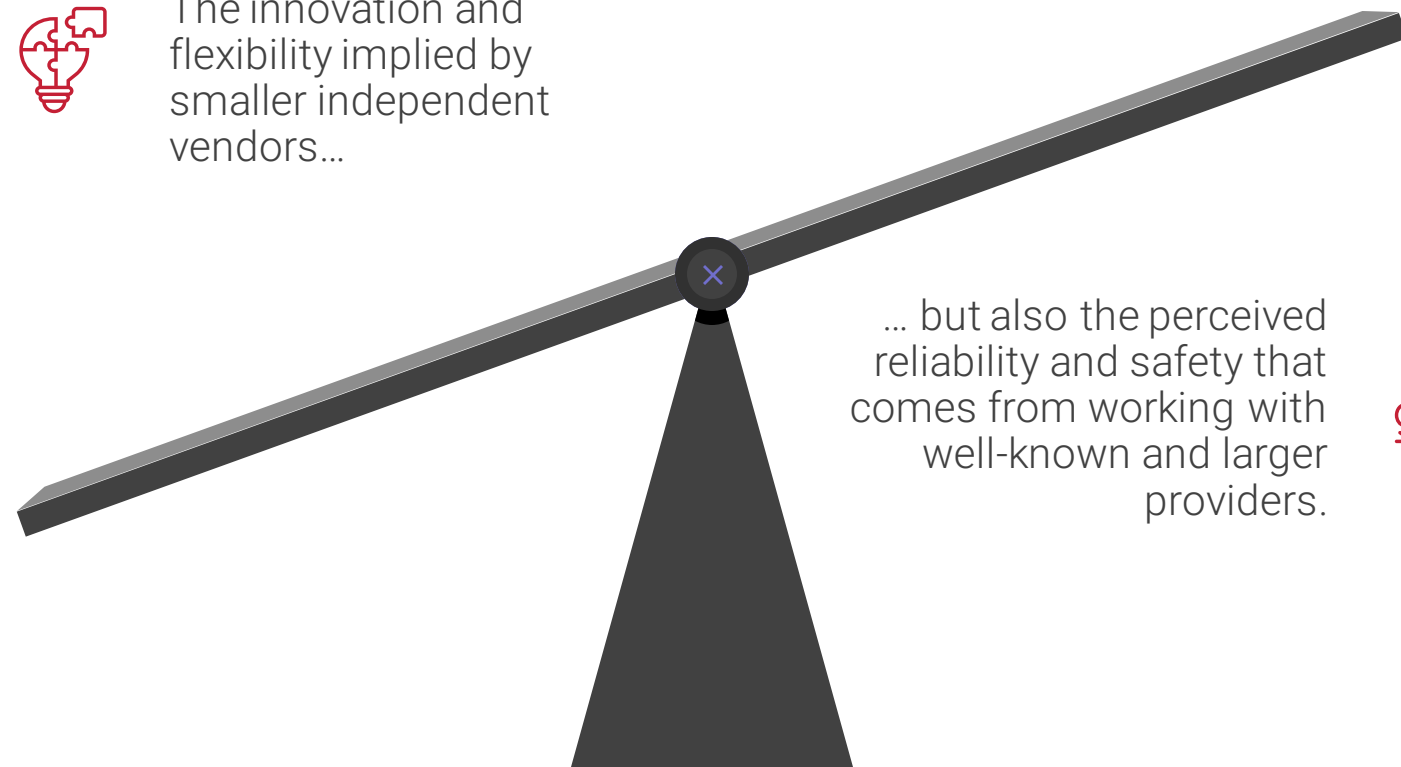
- Enhancing the trust of their Clients in their capability
- Ensuring successful delivery of capital projects consistently by standardising planning systems and processes
- Industry expertise to guide them on this new journey
- Actionable intel and advice to address the challenges faced by during delivery of Capital projects
- An enterprise wide planning platform and set of processes which aligned disjointed planning teams on one page
- A commercial and contractual model which allowed them to act swiftly to address project requirements
- Lower cost of ownership by engaging one vendor to support all aspects of the critical planning platform
- Better support framework for the end users to receive expert and industry relevant advise promptly
- In the world of complex project management, having ability to test and adopt new and improved ways of introducing efficiency quickly with low cost



Owner  
needed to  
balance  
**seemingly  
conflicting  
needs** to help  
team succeed



The innovation and  
flexibility implied by  
smaller independent  
vendors...



... but also the perceived  
reliability and safety that  
comes from working with  
well-known and larger  
providers.



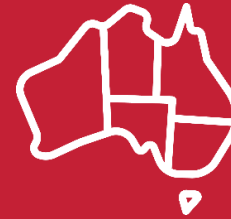
# Prescience

## Who & Why

# Who Are We?

## Capital & Infrastructure Projects Focus

We have helped deliver Australia's largest projects since 2005, and now have offices throughout Australia and an international base in Singapore.



**Australian-based, Global Focus**  
Established in 2005 and Headquartered in Brisbane, Australia, Prescience remains an independent, Australian-owned consultancy.

# Our Partners



## Strategic Partnerships

We are APAC's leading Oracle Platinum Partner, Deltek's exclusive Australian Acumen Partner, and a certified Synami partner.

**Deltek**  
Partner



**Synami**



## Award-winning Consultancy

We've been named Project Controls Consultancy of the year, Deltek's Most Valuable Project, Oracle's No. 1 Primavera Cloud Partner, and one of APAC's Top 25 Oracle Consultancies.

# Recognised Industry Leader

**2016 No.1 Primavera Cloud Partner in JAPAC**  
Awarded by Oracle Construction & Engineering



**2013 Oracle Primavera Outstanding Partner of the Year**

Awarded by Oracle Construction & Engineering

**2019 Australian Project Controls Consultancy of the Year**



**2018 & 2016 Top 10 Oracle Solution Providers in APAC**

Awarded by CIO Outlook Magazine

Awarded by Project Controls Expo Awards Committee

**2022 Australian Project Controls Consultancy of the Year**



**2021 Deltek most Valuable Project award**

Awarded by Deltek in conjunction with long standing client Sydney Metro

Awarded by Project Controls Expo Awards Committee

# Why Prescience

Australian vendor  
Industry Expertise  
Trusted Partner

- Trust was the primary reason. Downer's tag line is Relationships creating success.
- Reliable and timely support to business needs
- Experience within the Project Controls industry
- Key resources that has consistently demonstrated the above qualities.
- Ability to collaborate and not just deliver the bare basics.

# Our Solution

Prescience Project Driven Cloud



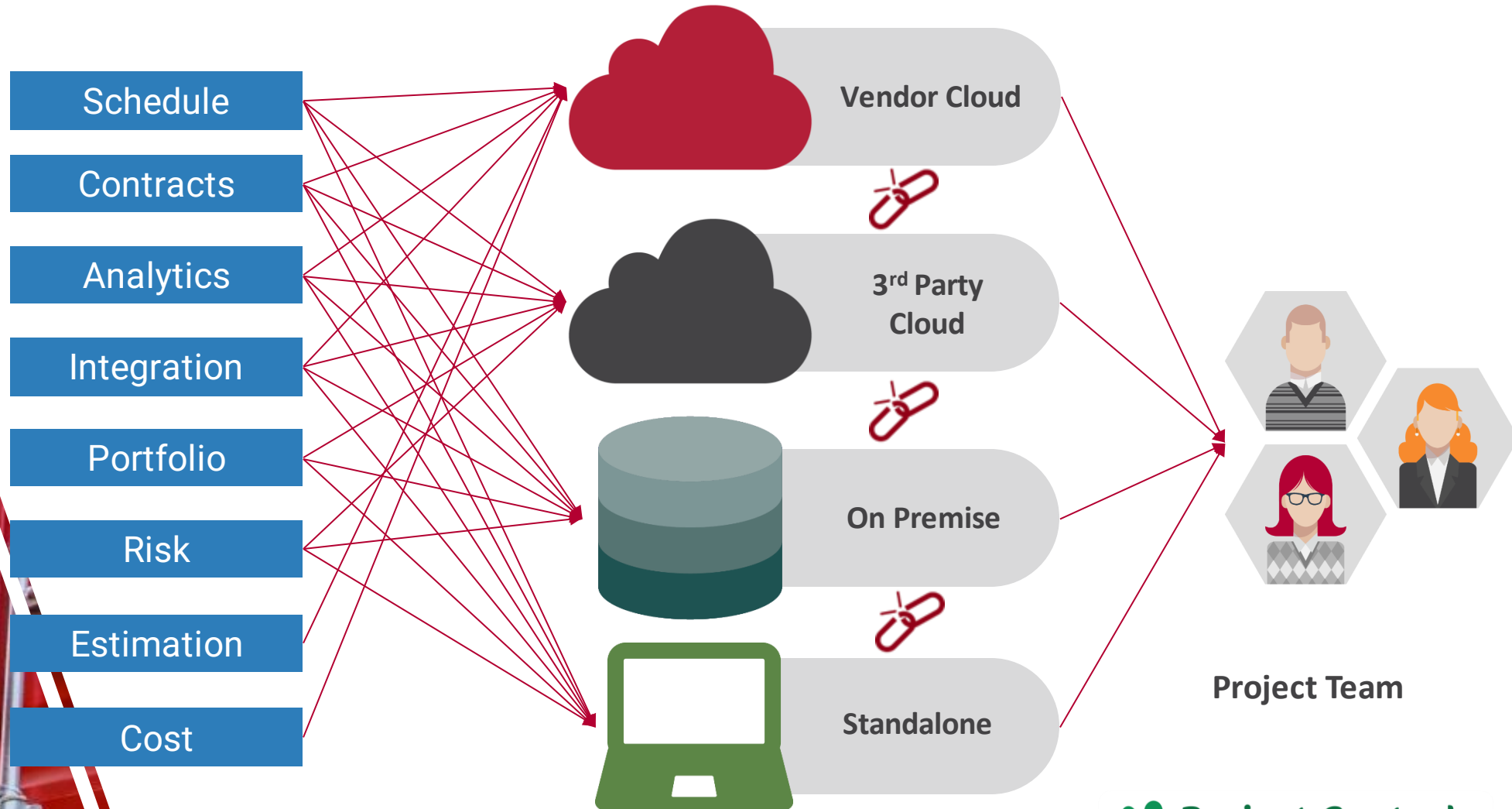
# prescience

PROJECT DRIVEN CLOUD

- In 2010, Prescience was the first organisation in Australia to pilot fully integrated Project Controls solutions in the Cloud.
- The Prescience Project Driven Cloud™ is the culmination of over 12 years of research, innovation and pilot implementations.
- It provides a **secure, integrated, high performing** project controls platform.



# The Problem



# Our Solution

Schedule

Contracts

Analytics

Integration

Portfolio

Risk

Estimation

Cost



prescience  
PROJECT DRIVEN CLOUD



Project Team

# The Result

**ULTIMATE  
GOAL**



An innovative, secure and fully integrated  
cloud-based Project Controls platform

Contracts

Analytics

Integration

Portfolio

Risk

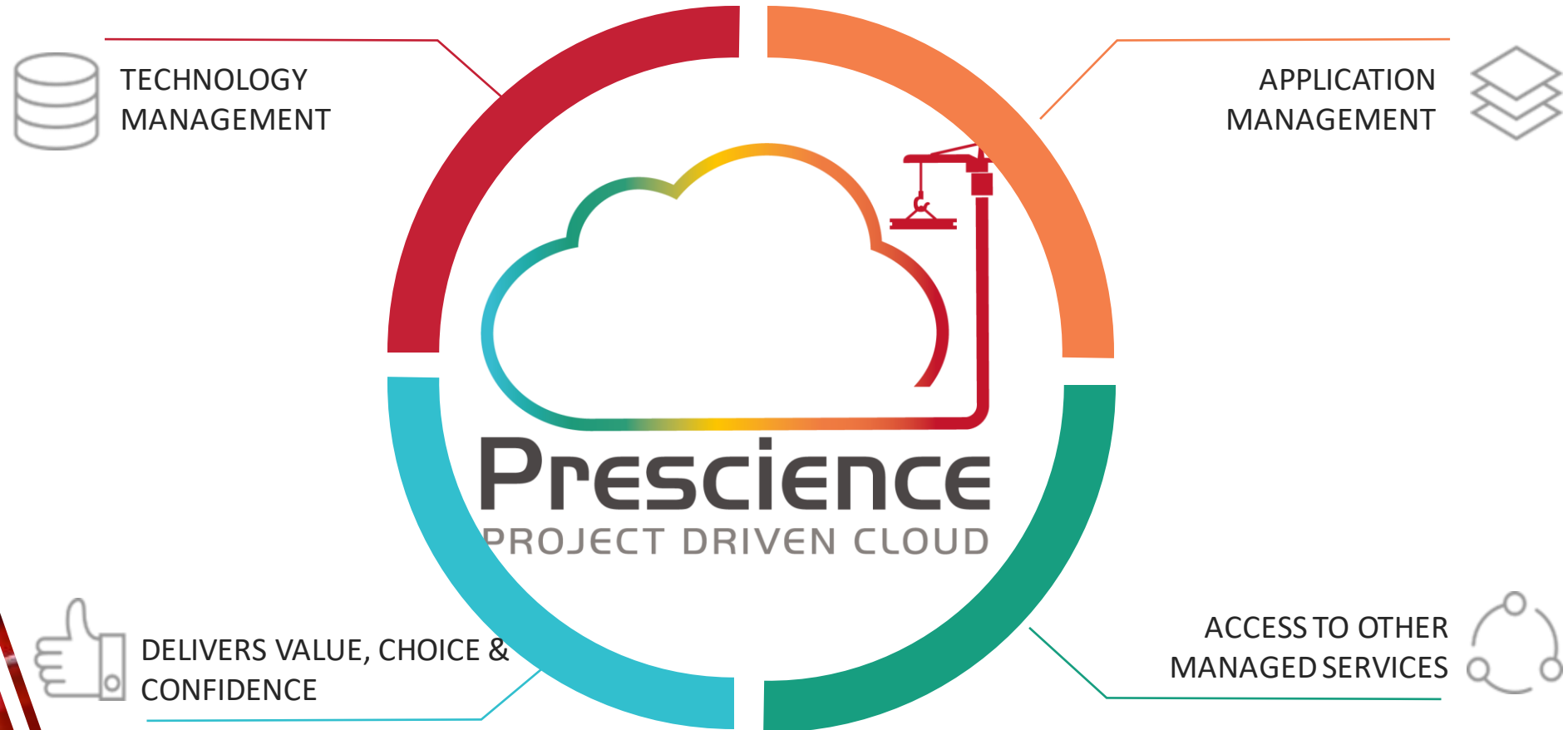
Estimation

Cost



Project Team

# Solution Overview



# Key Objectives



Simplified  
Installation &  
Upgrades



Increased  
Flexibility &  
Scalability



Improved Remote  
Location Access



Reduced  
Costs

# Solution Architecture



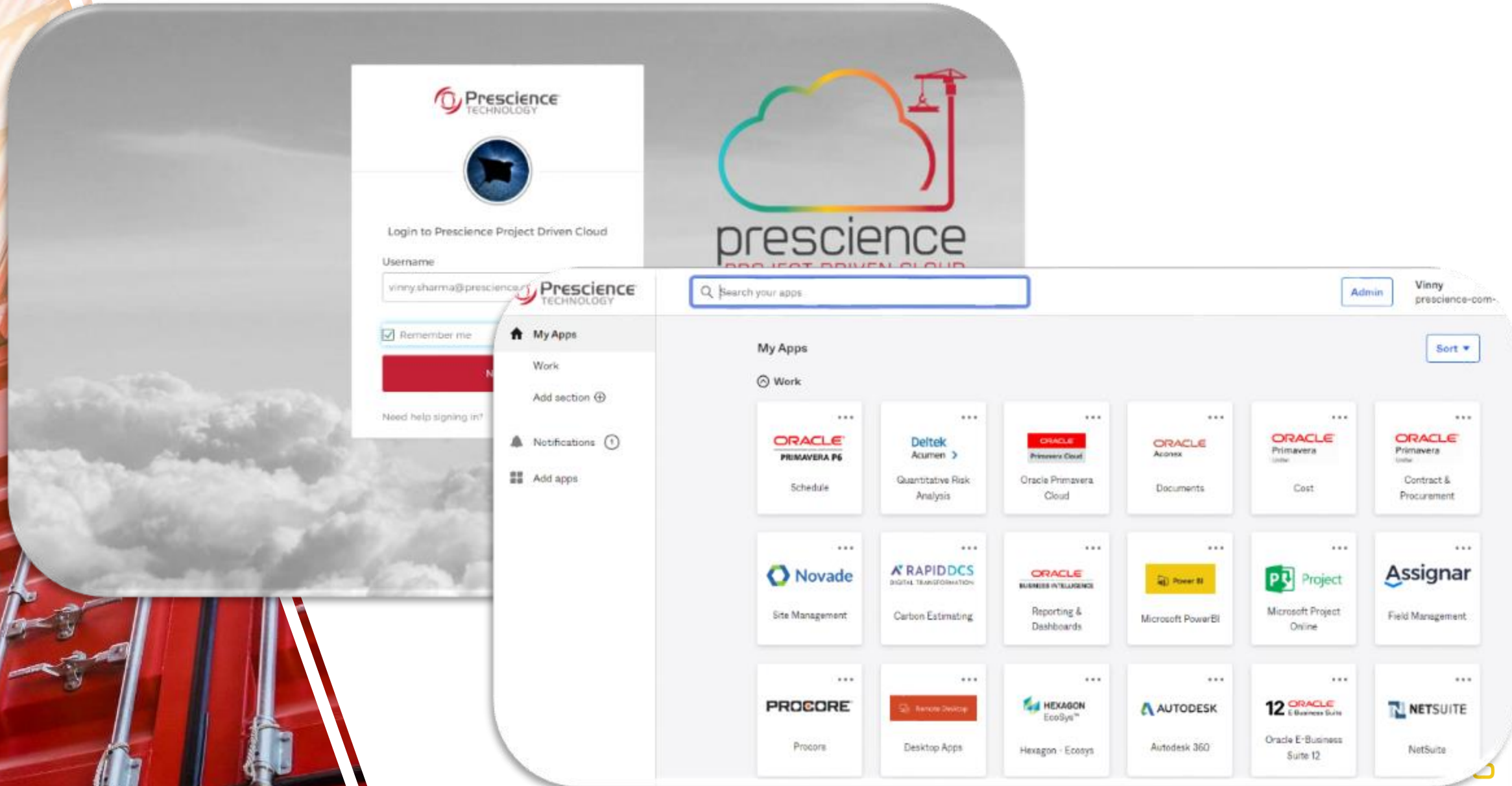
## 3rd Party SaaS and/or hosting platforms

- ORACLE PRIMAVERA
- ORACLE Primavera Cloud
- ORACLE Aconex
- ORACLE Primavera Unifier
- Novade
- Assignar
- RAPIDDCS DIGITAL TRANSFORMATION
- ORACLE NETSUITE
- ORACLE E-Business Suite
- PROCORE
- INEIGHT
- SAP S/4 HANA
- servicenow.

**ON - PREMISES**

Oracle Applications, SAP, customer, legacy...

# User Experience



The image displays the user interface of the Prescience Project Driven Cloud. It is divided into two main sections: a login screen and a dashboard.

**Login Screen:**

- Header: Prescience TECHNOLOGY logo and a globe icon.
- Text: "Login to Prescience Project Driven Cloud"
- Form: Username field with the value "vinny.sharma@prescience.com".
- Checkbox: "Remember me" (checked).
- Buttons: "Login" (partially visible) and "Need help signing in?"

**Dashboard:**

- Header: Prescience TECHNOLOGY logo, a search bar "Search your apps", an "Admin" button, and the user name "Vinny prescience-com".
- Left Sidebar: "My Apps" section with "Work", "Add section", "Notifications", and "Add apps".
- Main Content: A grid of application tiles under the heading "My Apps".

App Name	Category	Functionality
ORACLE PRIMAVERA P6	Work	Schedule
Delttek Acumen	Work	Quantitative Risk Analysis
ORACLE Primavera Cloud	Work	Oracle Primavera Cloud
ORACLE Aconex	Work	Documents
ORACLE Primavera Cost	Work	Cost
ORACLE Primavera Contract & Procurement	Work	Contract & Procurement
Novade	Work	Site Management
RAPIDDCS	Work	Carbon Estimating
ORACLE BUSINESS INTELLIGENCE	Work	Reporting & Dashboards
Power BI	Work	Microsoft PowerBI
Project	Work	Microsoft Project Online
Assignar	Work	Field Management
PROCORE	Work	Procure
Oracle Desktop	Work	Desktop Apps
HEXAGON EcoSys	Work	Hexagon - EcoSys
AUTODESK	Work	Autodesk 360
12 ORACLE E-Business Suite	Work	Oracle E-Business Suite 12
NETSUITE	Work	NetSuite

# Solution – Architecture



Secure and Encrypted



All EPPM Modules



P6 Prof on Desktop



Multiple Databases



PowerBI Analytics



Australian based  
End User Support



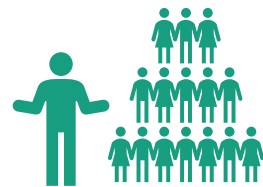
StrongSupport SLAs



Backup and Disaster  
Recovery



99.5% Uptime Guarantee



Enterprise Platform



Quarterly Service  
Checkpoints



Application Release  
management



# Wrap up

## Key Benefits Delivered

Control over enterprise  
applications

Lower TCO

Confidence in Future

Peace of mind



Rapid and **Smooth**  
**Transition** to Cloud



**High Performance** and  
**Always Available**



**Australian ISO27001**  
certified facilities



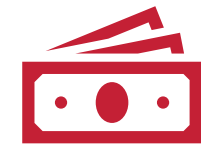
**Improved Remote**  
**User Access**



Alleviates the pain for  
**ICT and Business.**



Resolves **Security & ROI**  
complexities



**Reduces TCO** of Project  
Controls

# Our Ideal Client(s)

## CONTRACTOR

- Single user
- Needs P6 to deliver a job/project
- Does not have any IT systems
- Needs assurance around data safety and ease of maintenance & access



Jim

## LEAD PLANNER

- Leads teams of 2-5 users
- Looking to introduce P6 for planning
- Ability to collaborate is important
- Prefers quick deployment of solution
- Low or little IT capacity to support internally



Shawn

## PLANNING MANAGER

- Manages teams of 5-50+ users
- Looking to stabilise and standardise Planning systems & processes
- Wants best of breed Project controls tools
- Looks for best practices to introduce efficiencies



Nicole

## PMO/ICT DIRECTOR

- Manages large enterprise teams
- Wants to align Cloud-First approach with PMO
- National or Global PMO focus
- Focus on improving ROI
- Looking for best practice advisory



Jay

# How can we help?



Jim

Shawn

- Provide a system for a project or for a team
- Provision a reliable environment quickly
- Enable collaboration within small team
- Eliminate efficiency drop when working remotely
- Provide assurance that data is safe and backed up
- Allow you to focus on delivering projects, not managing servers

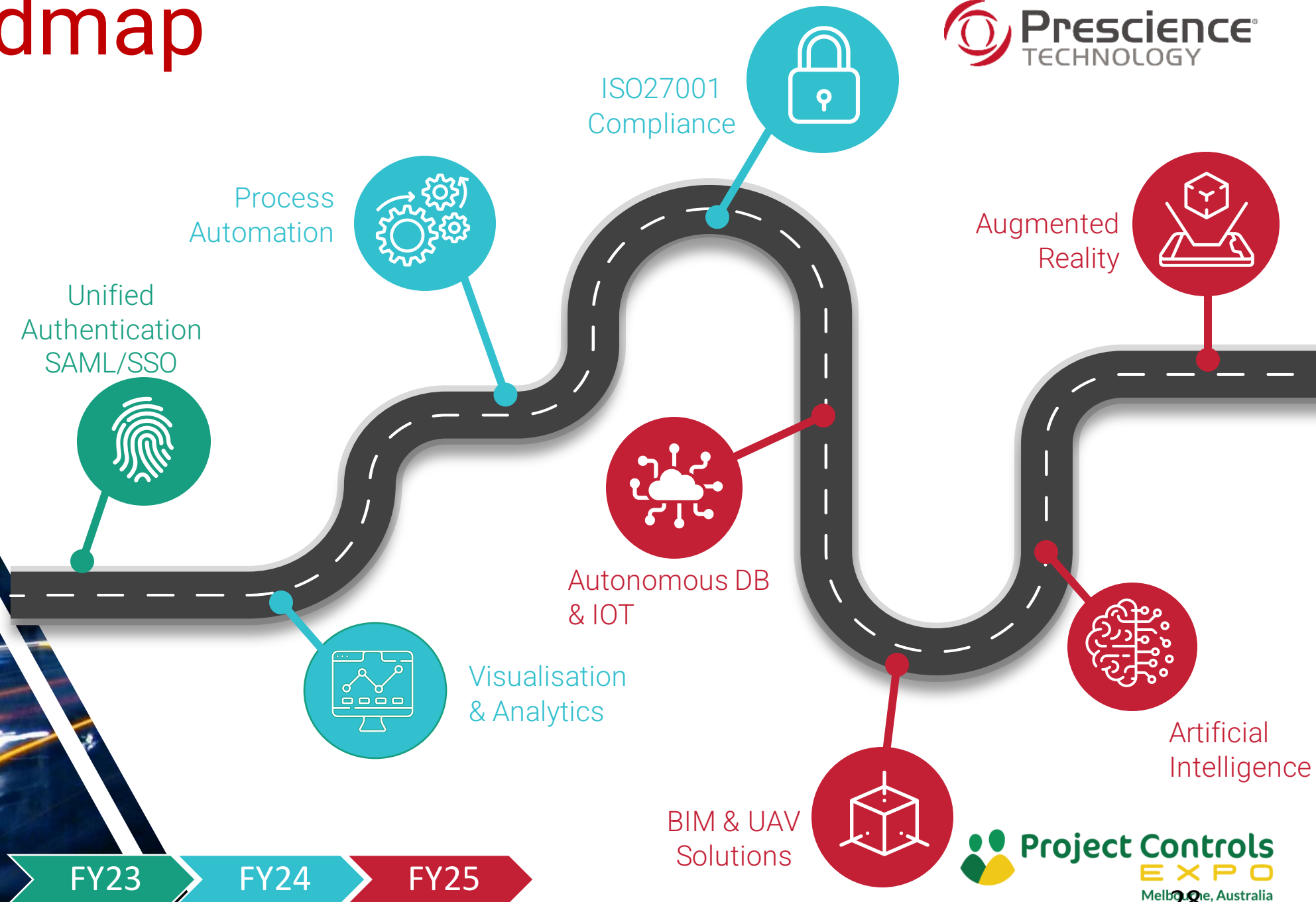


Nicole

Jay

- Assist with your corporate Cloud first approach
- Consolidate multiple versions of the application
- Deliver a platform that improves collaboration and efficiency
- Provide confidence around security of enterprise data
- Elevate the teams with the right tools and processes

# Roadmap



# Questions & Close

