

# WHY STRATEGIC PORTFOLIO MANAGEMENT?

Digital transformation investment is predicted to hit \$3.4 trillion annually by 2026. To ensure your investments aren't part of the 70% that won't deliver expected results—and to provide the missing capabilities you need to become an agile business—Gartner recommends adopting strategic portfolio management tools and processes.



## NH360° – Powering Your Transformation

NH360's powerful strategy execution capabilities help you align all execution with strategy, so that you're not only doing the work right, but you're also doing the right work.

### PLAN & MANAGE WORK:



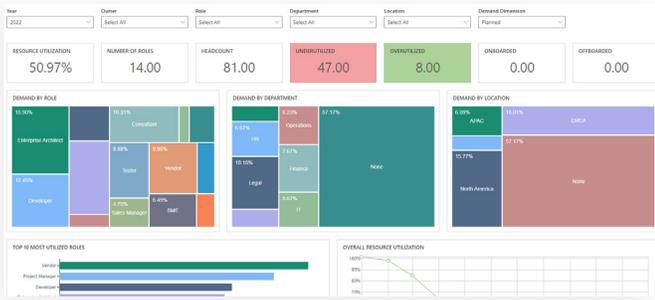
### Resource Planning

NH360's powerful strategy execution capabilities help you align all execution with strategy, so that you're not only doing the work right, but you're also doing the right work.

Name	Channel	Product	Related M.L.	Priority	Effort	Risk	Idea Score	Strategic L.	Risk Score	Idea Status	Owner	Created
All Ideas												
AI Client (7)												
Ability to roll up security roles	Customer	AI Client	Improve Cust.	Medium	High	Low	6	30	60	New	Raj Mahajan	11/16/20
Change interactions online	Internal	AI Client	Increase Reven.	High	Medium	Low	2	75	20	Approved	Rosal Bandy	11/16/20
Charter Menu	Customer	AI Client	Increase Reven.	High	High	High	3	68		Approved	Ben Chambers	3/28/21
Generate SANS	Internal	AI Client	Improve Cust.	High	High	High		75		Approved	Ben Chambers	7/7/20
One-click checkout	Internal	AI Client	Improve Cust.	Low	High	High	5	41	60	Approved	Geoff Anders	11/16/20
Security Policy updates	Internal	AI Client	Improve Cust.	High	High	Low	4	45		Future Concept	Timothy Kim	11/16/20
Send travel package recommendations	Customer	AI Client	Improve Cust.	High	High	Medium	5	57		Future Concept	Amy Roberts	11/16/20
Bright Resource (6)												
Ability to cancel tickets online	Customer	Bright Resour.	Upsell to Exst.	Medium	High	High	4	35		Future Concept	Walter Acid	11/16/20
Customer defined resource security groups	Customer	Bright Resour.	Improve Cust.	High	Low	High	9	46		Approved	Wills Johnson	11/16/20
Enhanced customer profile information	Customer	Bright Resour.	Increase Reven.	High	High	High	8	71		Approved	Christal Spive	11/16/20
Humanize Meta Data	Internal	Bright Resour.	Increase Reven.	High	High	Medium	6	58	34	New	Igni dharbani	4/7/20
Start	Internal	Bright Resour.								New		11/16/20
Online experience for driveway customers	Customer	Bright Resour.	Improve Cust.	Medium	High	Low	8	43		Approved	Sonia Khan	11/16/20

### Standardize Demand & Innovation Management

Bring order to the chaos of demand management by quickly and easily generating standardized business cases that align demand with strategy and help ensure that you're not simply choosing the best from a bad list of ideas.



## Resource Capacity Planning

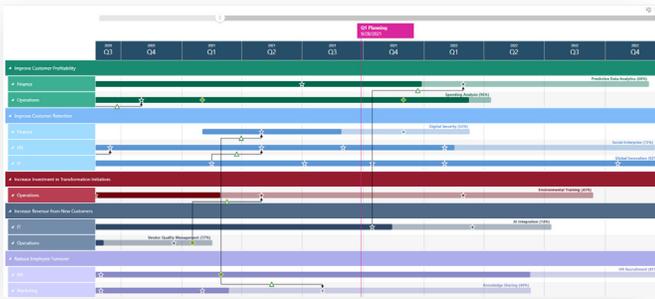
Resource planning tools help you identify capability gaps by enabling you to standardize, consolidate and manage all aspects of resource and capacity planning, even for organizations needing to manage a portfolio of resources across a variety of project management and execution methodologies and tools.

Strategic Objective Progress Overview

Name	Unit	Start Date	End Date	Measure	Target	Actuals	Gap	Progress
Grow Revenue from New Customers	Revenue	1/1/2020	12/31/2020					80%
Accelerate product innovation	Revenue	1/1/2020	6/30/2022					70%
Increase investment in transformation initiatives	Revenue	1/1/2020		Percentage of Innovation Project	20.00%	28.00%	8.00%	100%
Increase new product launches	Revenue	1/1/2020		No. of New Products per Year	9.0	11	2.0	100%
Increase revenue from leasing/intellectual property	Revenue	1/1/2020		Royalty and Licensing Income	\$20,000,000.00	\$19,000,000.00	-\$1,000,000.00	100%
Increase revenue share from new products	Revenue	1/1/2020		New Product vs. Recurring Rev.	10.00%	0.00%	0.00%	100%
Increase APAC revenue	Revenue	1/1/2020	12/31/2020					0%
Increase EMEA revenue	Revenue	1/1/2020	12/31/2024					0%
Increase EMEA revenue by 2027	Revenue	1/1/2020	12/31/2027	Revenue in EMEA	\$3,700,000,000.00	\$1,460,000,000.00	-\$2,240,000,000.00	0%
Increase US revenue	Revenue	1/1/2020	12/31/2020					0%
Add \$2B in US revenue by 2020	Revenue	1/1/2020	12/31/2020	Revenue in US	\$11,900,000,000.00	\$4,722,000,000.00	-\$7,178,000,000.00	0%

## Benefits & Outcome Management

Interactive benefit realization tools help you track objectives across the lifetime of all initiatives to gain a clearer understanding of progress and gauge the probability of success. Portfolio-level roadmaps enable anyone to see initiatives grouped by the strategy that they impact, and powerful dashboards deliver valuable insight into all relevant data for every stakeholder.



## Roadmapping & Release Management

Roadmapping tools help you visualize and communicate the performance of both your near-term and multi-year strategic plans with beautiful, interactive roadmaps. NH360 makes it easy for executives, portfolio managers, E/PMOs, product managers, or anyone in-between to quickly and easily create and maintain roadmaps.

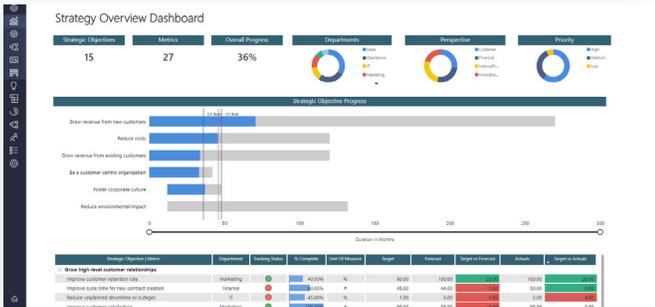
Adjust Value Drivers

Item	Name	Baseline Status	Optimization L	Value L	Total	Start Date	End Date	Total Bc.	Total Cost	Owner	Related ...
21	Knee and Elbow Pads	In Roadmap	Included	24	48	1/1/2020	3/3/2022	\$600,000	\$408,111	Parul Bansk	Improve Co.
22	Internal Software Database Audit	Baseline	Included	24	24	1/1/2020	7/4/2020	\$1,800,000	\$1,004,780	Parul Bansk	Reduce Em.
23	JIRA Connector	In Roadmap	Included	24	38	2/5/2021	2/5/2022	\$1,400,000	\$980,000	Stuart Rich	Reduce Em.
24	Data Enhance and Integration	Baseline	Included	23	26	1/1/2020	10/16/2020	\$1,800,000	\$900,000	Art Bonham	Improve Co.
25	Hub Upgrade	In Roadmap	Included	23	81	4/7/2020	4/30/2022	\$400,000	\$285,578	Bonnie Eise	Acquireme...
26	Data Report Service	In Roadmap	Optimized	23	37	6/1/2020	3/5/2021	\$750,000	\$400,000	Sara Davis	Reduce Em.
27	Software Enhancement Solution	Active	Optimized	23	6	2/1/2021	2/15/2022	\$1,400,000	\$3,000,000	Patric Acad	Acquireme...
28	Tool Checker	Baseline	Optimized	23	32	1/1/2020	6/7/2020	\$1,400,000	\$700,000	Alisa Sider	Improve Co.
29	Asset Tracking Solution	Lock Optimization Status	Optimized	23	40	1/1/2020	12/9/2020	\$1,800,000	\$400,000	Cathy Gask	Improve Co.
30	General Ledger (GL) company update	Drop Entry	Optimized	23	35	1/1/2020	8/22/2021	\$1,500,000	\$800,000	Alex Simons	Improve Co.
31	Phase 2 - Increase customer adoption	Release Entry Date	Optimized	22	59	6/1/2020	3/10/2021	\$475,000	\$202,000	Gara Davis	Increase In...
32	Apparel ERP Upgrade	Release	Optimized	22	55	1/1/2020	7/4/2021	\$1,200,000	\$407,200	Don Funk	Increase Re...
33	Microsoft CRM Enhancement	Show Related Entities	Optimized	21	76	1/1/2020	4/15/2021	\$750,000	\$700,000	Michael Sider	Increase Re...

## Dynamic Analysis/What-If Scenario Modeling

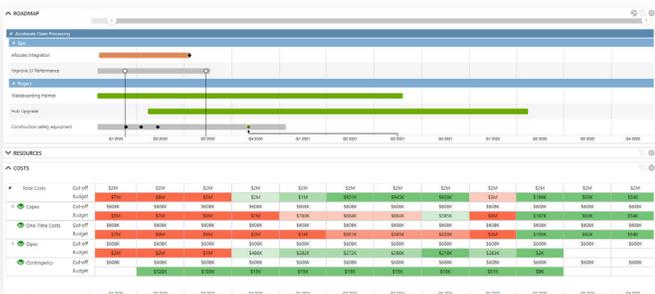
Conduct what-if scenarios – in just a fraction of the time – to show the impact of any proposed change to your project and program portfolios across costs, resources, benefits, value, timeline and more. Quickly and easily respond to any possible question about your portfolio, proactively triage today's problems or even model and predict possible future problems.

# MANAGE TO OUTCOMES:



## Strategy Overview

By applying the right level of governance across all initiatives, you can have the top-down controls you need to ensure that everything you're doing is aligned with strategy.



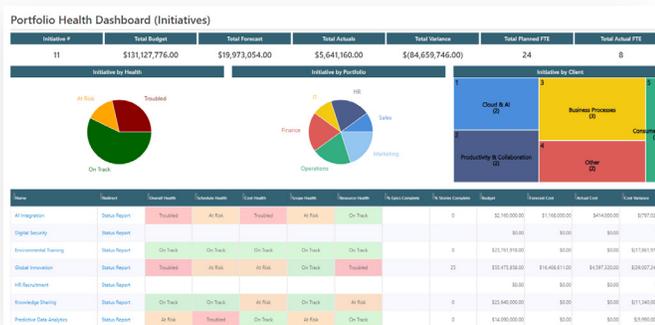
## Dynamically Manage Financials

The financial planning and performance of projects and programs is a blind spot for most organizations. Powerful enterprise investment management software helps you manage the financial performance of all work across the portfolio.

Name	Owner	Capability	Department	Start Date	Finish Date	Strategic S.	Risk Score	Initiative S.	Project Bu.	Actual Cost	Forecast C.	Budg.
<b>Finance (2)</b>												
Digital Security	Timothy Kim...	Client Services	Finance	2/1/2021	3/15/2022	1	1	1	\$1,450,000			\$
Predictive Data Analytics	Bonnie Kwan...	Finance	Finance	1/1/2020	12/31/2022	1	1	1	\$1,000,000			\$
<b>HR (2)</b>												
HR Recruitment	Takana Jones	HR	HR	1/1/2020	1/4/2023	1	1	1	\$0,000,000			\$
Social Enterprise	Amy Adams	Client Services	HR	1/1/2020	1/4/2023	1	1	1	\$1,000,000	\$2,305,592	\$429,840	\$2,336,443
<b>IT (2)</b>												
AI Integration	Paul Bandy	IT	IT	1/1/2020	7/15/2022	1	1	1	\$1,160,000	\$1,531,208	\$414,000	\$1,160,000
Global Innovation	Adam Barr	Client Services	IT	1/1/2020	2/3/2023	1	1	1	\$11,171,333	\$27,004,446	\$4,937,220	\$16,468,611
<b>Marketing (1)</b>												
Knowledge Sharing	Alex Denton	Marketing	Marketing	1/1/2020	6/15/2022	1	1	1	\$1,000,000			\$
<b>Operations (1)</b>												
Environmental Training	Rubin Counts	Operations	Operations	1/1/2020	5/15/2022	1	1	1	\$23,000,000			\$
Spending Analysis	Brent Davis	Operations	Operations	1/1/2020	4/15/2022	1	1	1	\$0,100,000			\$
Productivity & Collaboration	Phyllis Davis	Operations	Operations	4/1/2021	1/4/2024	1	1	1	\$1,000,000			\$

## Adaptive Program Management

Create and manage investment entities independent of – but completely integrated with – the underlying execution, to provide a natural bridge between strategy and the execution. This is essential to govern across multiple execution methodologies, and enables the organization to orchestrate across all entities within the portfolio and visualize the interdependencies of all initiatives.



## Track Performance at Any Level

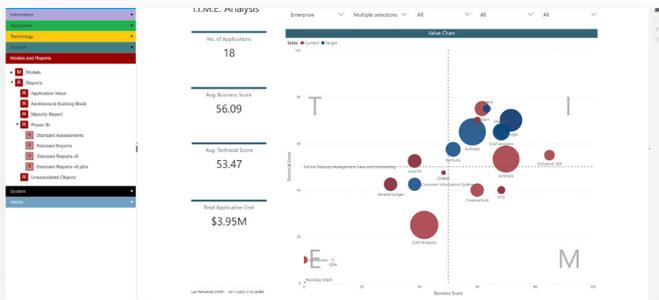
It is critical to measure the performance of all strategic initiatives at every level. NH360 enables the organization to establish and track the progress of strategic objectives with performance management tools that track progress across the portfolio.

Owner	Capability	Department	Start Date	Finish Date	Strategic L.	Risk Score	Initiative B...	Project Bu...	Actual Cost	Budget C...	Budget
Collar											
Trinity Gira...	Client Serv...	Finance	2/1/2021	5/1/2022					\$1,450,000		\$15
Taina Gira...	HR		1/1/2020	1/6/2023					\$4,000,000		
Brand Davis	Operations		1/1/2020	4/1/2022					\$6,100,000		
Christi Spr...	Operations		6/1/2020	2/1/2021					\$18,900,000		
Panel Beverly											
Panel Beverly	IT		1/1/2020	7/1/2022					\$2,160,000	\$1,971,458	\$416,000
Robin Courts	Operations		1/1/2020	9/1/2022					\$13,700,000		\$13
Adam Bar...	Client Serv...	IT	1/1/2020	2/5/2023					\$1,600,000	\$17,004,446	\$4,397,220
Alex Darn...	Marketing		1/1/2020	6/1/2022					\$1,600,000		\$2,800
Bonnie Ga...	Finance		1/1/2020	12/31/2022					\$1,700,000		\$1,200
Amy Albarr...	Client Serv...	HR	1/1/2020	1/6/2023					\$1,700,000	\$2,395,582	\$628,640
									\$2,395,582	\$628,640	\$2,338,440

## Top-Down Governance

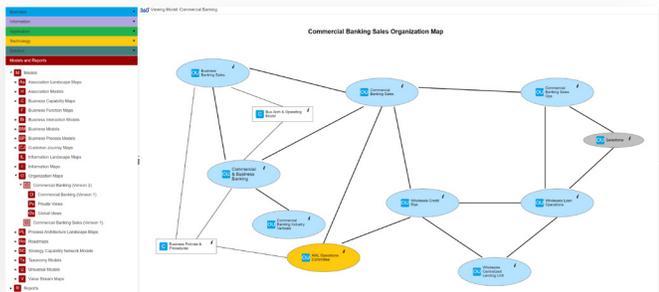
NH360 enables organizations to build a flexible, scalable portfolio model and apply the right level of governance across the portfolio. This helps the organization apply both the top-down and bottom-up controls to ensure that all strategic initiatives are aligned with strategic objectives.

## CONNECT ACROSS THE ENTERPRISE:



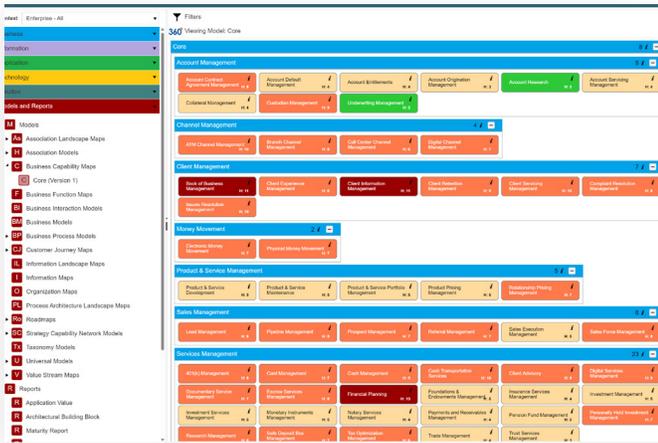
## Connect Across The Enterprise

To become a truly agile business, you'll need to generate a dynamic blueprint of your entire organization, to break down silos and orchestrate all investments to more effectively drive business performance.



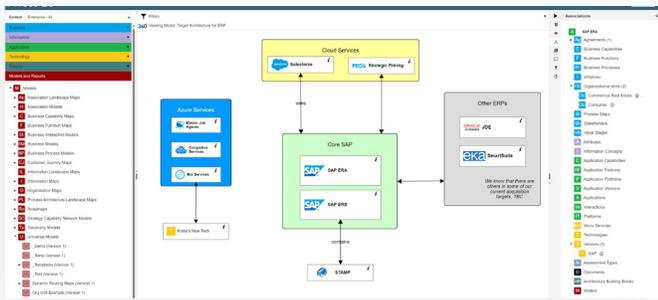
## Business Architecture

Build a holistic view of your enterprise across multiple dimensions so that strategic objectives can better align with tactical demands. Armed with a comprehensive set of models and visualizations, you can quickly arrive at targeted insights of the organization from a variety of real-world business-centric perspectives. Visualize the business with a clarity and focus that is simply not possible with traditional approaches.



## Portfolio Rationalization

Change the process of gathering and analyzing your Application and Technology landscapes from a daunting task to simple and fast. Crowd-sourcing techniques help you gather information quickly and efficiently, and a rich suite of analytics tools help you to understand and visualize how IT investments align with business strategies. Helps to reduce technical debt, minimize functional redundancy, and consolidate processes and locations.



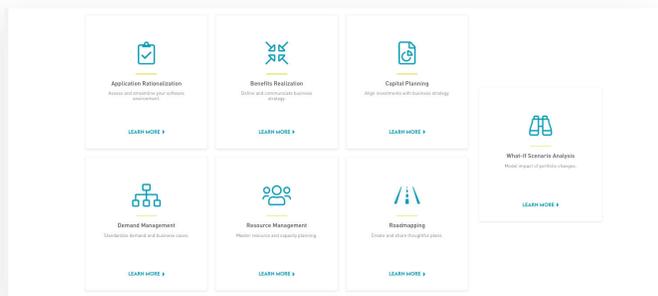
## Enterprise Architecture

Business-Outcome-Driven Enterprise Architecture extends traditional architecture practices to allow leaders to focus on activities and strategies that align to specific business requirements and strategies. NH360 combines powerful EA tools with leading Business Architecture capabilities, making it easy to see relationships between these practice areas to focus strategies and initiatives around achieving common goals.



## Quick & Easy Integrations

North Highland's NH360 software tightly integrates with a wide variety of work management ERP, and other critical systems within your enterprise.



## Accelerate your agility!

NH360 Accelerators are specific strategic portfolio management capabilities designed to be implemented quickly with a minimum amount of consulting or configuration. Leveraging best practices garnered from years of successful client engagements, these powerful Accelerators are a great way to activate precisely the capabilities you need, without weeks or months of configuration.