



SharpCloud Overview

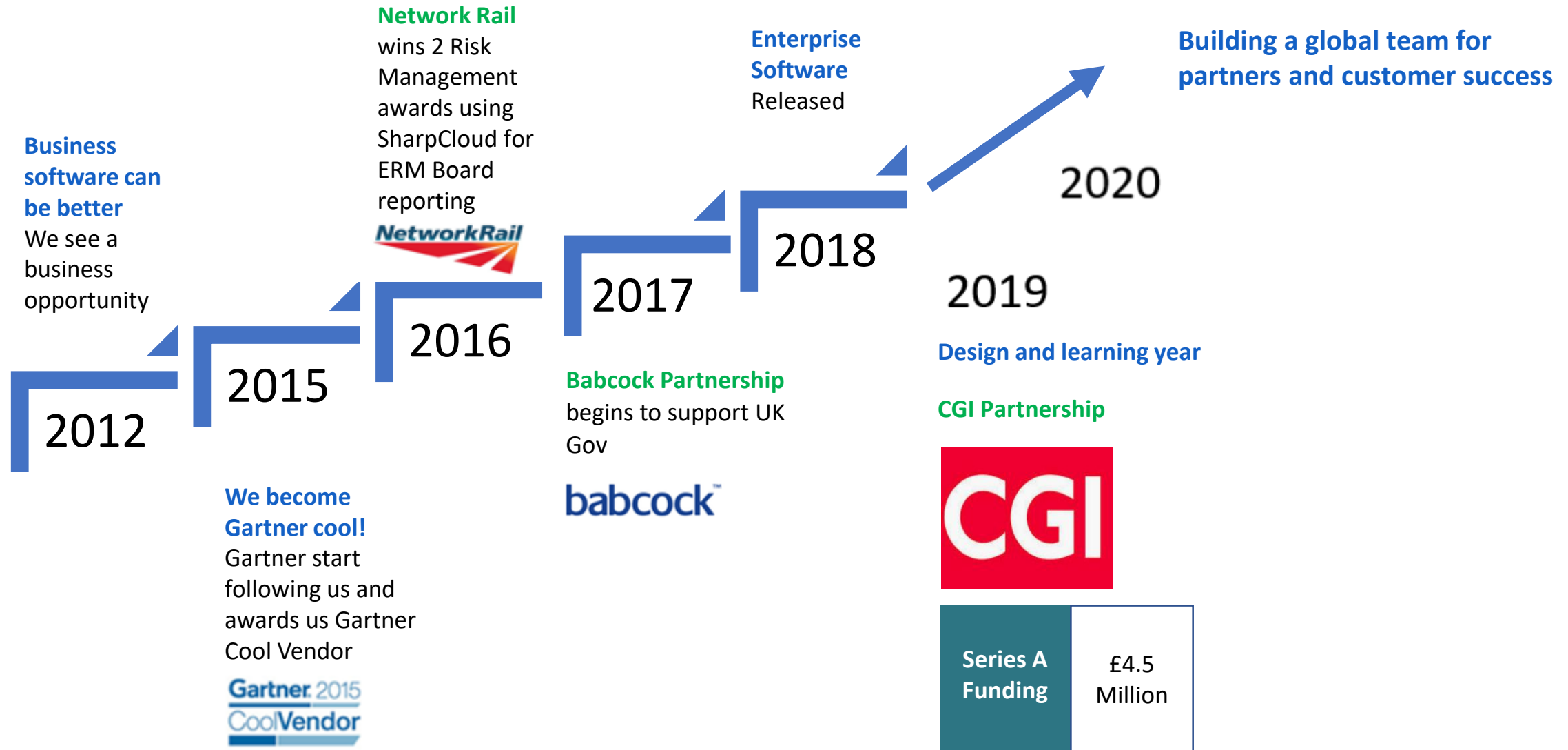


Contents

- SharpCloud introduction
- Market trends defining change
- Customer trends and problems faced
- The benefits of SharpCloud
- Why choose SharpCloud?
- Our customers
- Customer success roadmap
- Hosting and Security

Mission

We believe in organizations telling stories to enthusiastically connect their world



Market Trends – defining change

Gartner

- Business leaders and innovation leaders are demanding the dynamic visualisation of complex relationships and interdependencies

* Market Guide for Strategy and Innovation Roadmapping tools

CGI

- Becoming digital to meet customers' expectations
- Operational or business process improvements
- Data does not give a complete view of the company
- 96% of Executives have a digital strategy in place – just 10% get results
- Businesses cannot see the connections and relationship between strategies across the enterprise

* CGI Global Insights

PwC

‘Mind the gap’ between

- Data considered critical/important for decision making
- Comprehensiveness of that data as currently received

* PwC 22nd Annual Global CEO Survey

Forrester

- Insights-driven businesses embed insights in every action, process and decision. They harness digital insights to optimize their products, services and operation

* The Insights-Driven-Business, Forrester Research, July 27, 2016

Customer trends/problems faced

Dynamic Insights

Problem Lack of tools to provide for leadership teams with the ability to dynamically review complex relationships between people, projects, performance and processes. Line of business tools can't report across the business.

Real time strategic planning

Problem: The annual process is most often a barrier to good decision making. Strategic planning can't drive decision making if it remains focused on individual business units and limited by the calendar.

Visualisation

Problem: Unable to see the big picture and visualise the whole business and key interdependencies.

Collaboration

Problem: People in their across-business teams struggle to create meaningful discussion and insights on their complex projects.

The benefits of SharpCloud

Simplifying complex decision making

Decision makers **can identify key issues** and focus on **facts not opinions**, resulting in better decision making.

Dynamic Insights exposed

SharpCloud connects people, data and processes creating dynamic threads across the business, revealing valuable new insights.

Visualisation giving Enterprise transparency

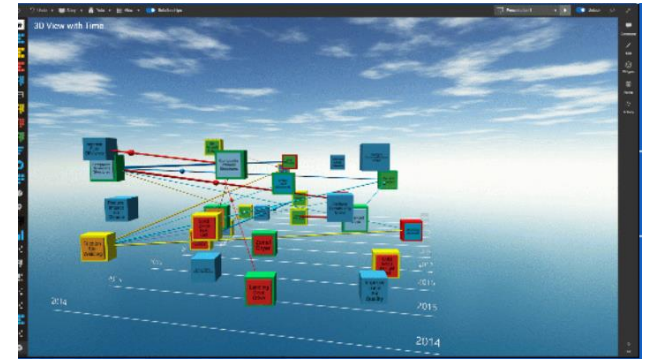
See the big picture, to understand complex business scenarios and their impacts.

Collaboration on complex work

Enable your business teams to collaborate across business silos and free themselves from line of business processes to deliver better, faster innovation.

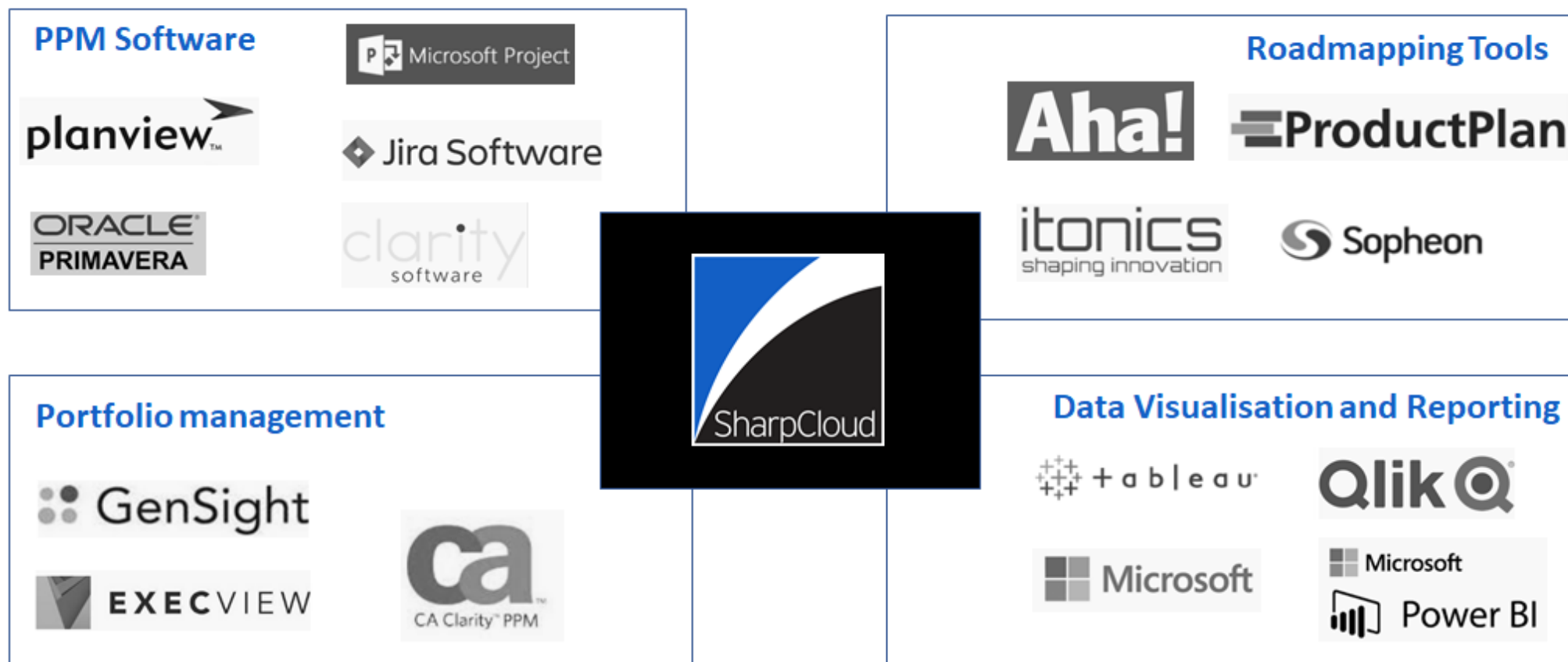
Real time strategic planning – continuous foresight

Build a more competitive organization by creating a strategic planning process with more frequent contributions and aligned directly to your business portfolio!



Why choose SharpCloud?

- Complimentary software crossing market quadrants
- The **only** all in one portfolio management system



Global Project Portfolio Management Market size

Expected to grow \$4 Billion in 2019 to **\$5.6 Billion** by **2024** at a CAGR of 6.9 %

ResearchAndMarkets.com 1 Jan 2020

SharpCloud Use Cases

- Create interactive, non-linear content to communicate complex issues to an engaged and involved audience
- Have more meaningful strategic discussions.

Project Portfolio Management

- See the whole business picture and drill down to fully understand the complexities - transform management meetings from action taking to informed immediate decision making.
- Visualise the important relationships within the portfolio and uncover the high-level insight required to support and manage strategic decisions across your portfolio.
- The automation of regular reporting saves time and improves process efficiency, reducing human error and increasing transparency.

Risk Management

- Uncover new high level insights across the business, in particular around the strength of relationships between risks and projects.
- Dynamically review complex relationships - the ability to automate risk and update an organisations risk portfolio, saves time and money and increases transparency.
- Senior leadership attention will enable the organisation to understand and manage the risks of achieving objectives. Communication and decision making are more productive.

Innovation Management

- See a snapshot of your entire business in an instant and how all areas affect each other. Clearly and succinctly visualise and manage trade-offs: which innovation projects to kill, accelerate or prioritise.
- SharpCloud will keep people informed with live, agile and up-to-date information, enabling an innovative and collaborative culture.
- Pull together a wealth of resources, in a variety of different views and visually communicate it to business, public and private communities in an engaging way.

Strategy and Roadmapping

- Create a continuous strategic planning process – regularly align business functions with corporate strategy and project precision into the future.
- Insight from your roadmapping workshops is kept in focus and not locked away and lost in a static document.
- Present from any device for an agile and accessible experience, changing your story on the go.
- Save time, improve efficiency and provide greater visibility and interaction to how the overall Portfolio is performing.

SharpCloud works on multiple devices to suit your business needs



Business Teams
Empowered teams
working on real
business priorities in
real time



Leadership
Simplifying complex
business decisions to
drive business agility



Business Analysts
Dynamic digital
collaboration across
teams



Technology agnostic
Easy and simple to use
across multiple
devices and interfaces

Our customers



*There's really **no other tool** we could find in this space that met our needs. SharpCloud allows ETS to communicate within the agency as well as support IT governance efforts across all departments.*

Todd Nacapuy, CIO State of Hawaii Government



*"All information on our portfolio, project and development processes are housed in SharpCloud. We **use SharpCloud** to display and **leverage data** from **other line of business tools**; JIRA, JIRA Confluence, MS Office Project, CRM system and SAP. This provides us with a **single source of truth**.*

Diana Grauer Ph. Vice President of Engineering



*SharpCloud is reducing a lot of headaches by **saving time, improving collaboration** and **increasing process efficiency**, which is resulting in **more informed business decisions** across our Project Portfolio.*

Nathan Dillion, IT Project Manager



Strategy & Roadmapping

ThermoFisher Scientific – Lewis Choi

The business challenge

Prior to SharpCloud, we would plan the upcoming Roadmap for the year and track execution, using PowerPoint and Excel this ultimately created problems around communicating any changes to the Roadmap and prioritization of new requests. Work was being done in silos and cross-functional communication and collaboration was a struggle

How does SharpCloud solve it?

The ability for users to visualize real time updates and for senior leadership to have high level updates and insight at their fingertips, helps provide better transparency and improve visibility to how the overall Portfolio is doing, as well as individual projects

What are the benefits?

From an execution standpoint, there are many benefits we are seeing, such as saving time and improving efficiency.

I think the road ahead is very bright and can see absolute quantifiable results in the future, in terms of an increase in the execution of projects and the quality of prioritization.

Innovation

BMT – Michael Barry

The business challenge

Technology is moving so fast and is so complicated, we can no longer expect a handful of heads to organically come up with something meaningful. We needed to communicate better for the sole purpose of ensuring we had our client's needs and any gaps in the market covered. We needed to be confident that we weren't reinventing the wheel or wasting time and money.

How does SharpCloud solve it?

SharpCloud acts as a visual database for our day to day innovations, and is also designed to encourage communication. SharpCloud also serves as the mechanism by which we implement our stage gate ideas innovation funnel. We also use SharpCloud for client presentations (no more PowerPoint), business planning and business development.

What are the benefits?

SharpCloud has helped us to save time and money and be more efficient in identifying achievable innovations, using this open channel of communication, collaboration and transparency.

Project Portfolio Management

Hoerbiger – Diana Grauer

The business challenge

We have an incredibly innovative engineering team, but we were lacking direction and priority for projects. Each of our efforts was ad hoc and we were suffering from not having a clear strategy for product and project management – we were lacking a roadmap.

How does SharpCloud solve it?

We use SharpCloud to display and leverage data from other line of business tools; JIRA, MS Project, our CRM system and SAP. This provides us with a single source of truth. SharpCloud allows us to collaborate in real time. Project information and updates are now accessible online and offline to both key stakeholders and the product development team. Everyone is on the same page.

What are the benefits?

The SharpCloud platform allows me to create data driven presentations for complex processes and information. As we collaborate in SharpCloud, my presentation information is always up-to-date and available to my entire team. My organization uses SharpCloud to manage our product development projects, resulting in a 10% increase in efficiency.

Risk Management

Network Rail – David Shipp

The business challenge

Our strategic risk information was held only in disparate Excel files so it was very difficult to identify and draw relationships between causes, consequences, their controls and improvement actions in a quick and easy to understand manner. Communication of all this information was difficult and time consuming,

How does SharpCloud solve it?

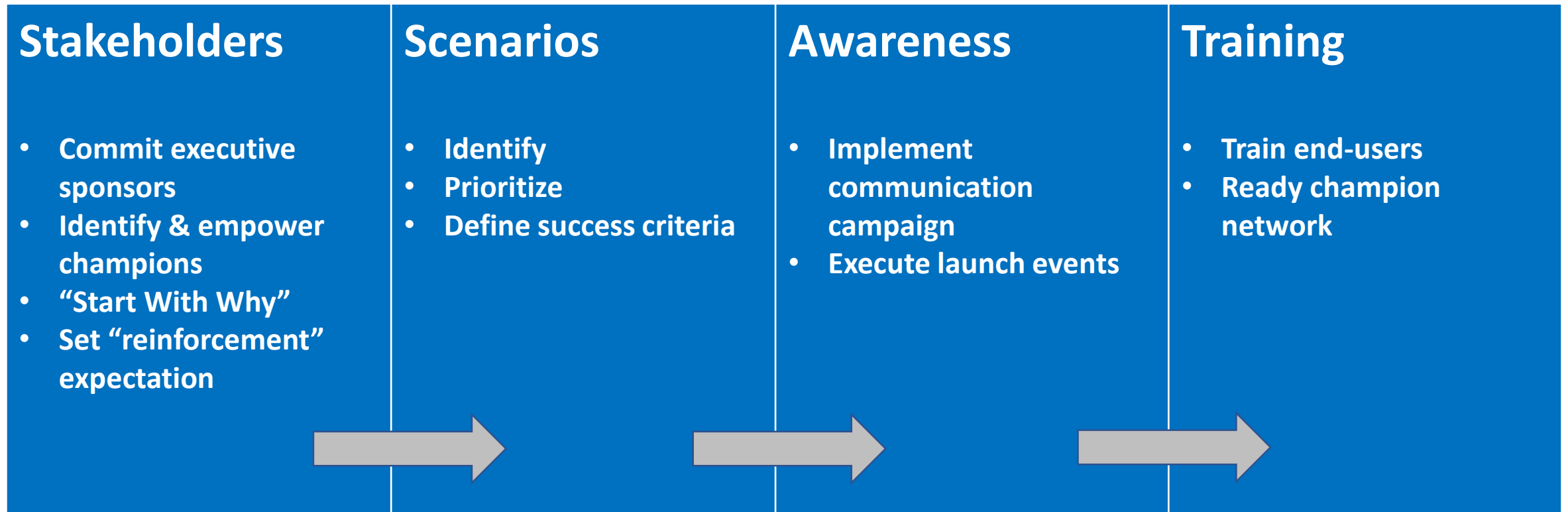
SharpCloud's versatility and broad appeal as a data visualisation platform opens more doors to improvement than specialist risk management tools do. We swim in a sea of information daily and the key here is navigating through all the noise and distraction to what matters the most.

What are the benefits?

The ability to simplify complex messages and understand where complexity exists. It helps us break the silo mentality and is customisable to different levels in the organisation. Getting senior leadership attention and enabling the organisation to understand and manage the risks of achieving our objectives; for me its priceless.

Customer Success Roadmap

Investment for your success – what we need from you



Hosting & Security

Design

- SharpCloud platform is designed and developed following OWASP security principles
- Designed to meet the 14 guidelines set down by UK National Cyber Security Centre(NCSC)
- Follows [Microsoft Azure Best Practice](#) for 3 Tier Web Application Development



Hosting Options

- **Shared tenant Microsoft Azure Cloud** : Hosted in the US, UK or EU **Microsoft Azure Data center**
- **Private tenant Microsoft Azure Cloud**: Hosted in any Microsoft Azure location of your choice
- **On Premises**: Hosted on your IT infrastructure managed by your IT team
- **Gov Cloud Hosting**: Available in UK, US, Germany, Holland.



Data

- All data in SharpCloud is transmitted using SSL AES 256 over https
- All data at rest is encrypted in SQL Azure using Transparent Data Encryption
- Physical segregation by customer
- Logical segregation by user (story owner)

At SharpCloud (ISO 27001 Certified)

- Active Information Security Management System
- Segregation of duties
- No access to Customer Data
- Meet EU regulations (GDPR and Data Privacy)



Interactive brochure

[Link to Interactive brochure](#)

