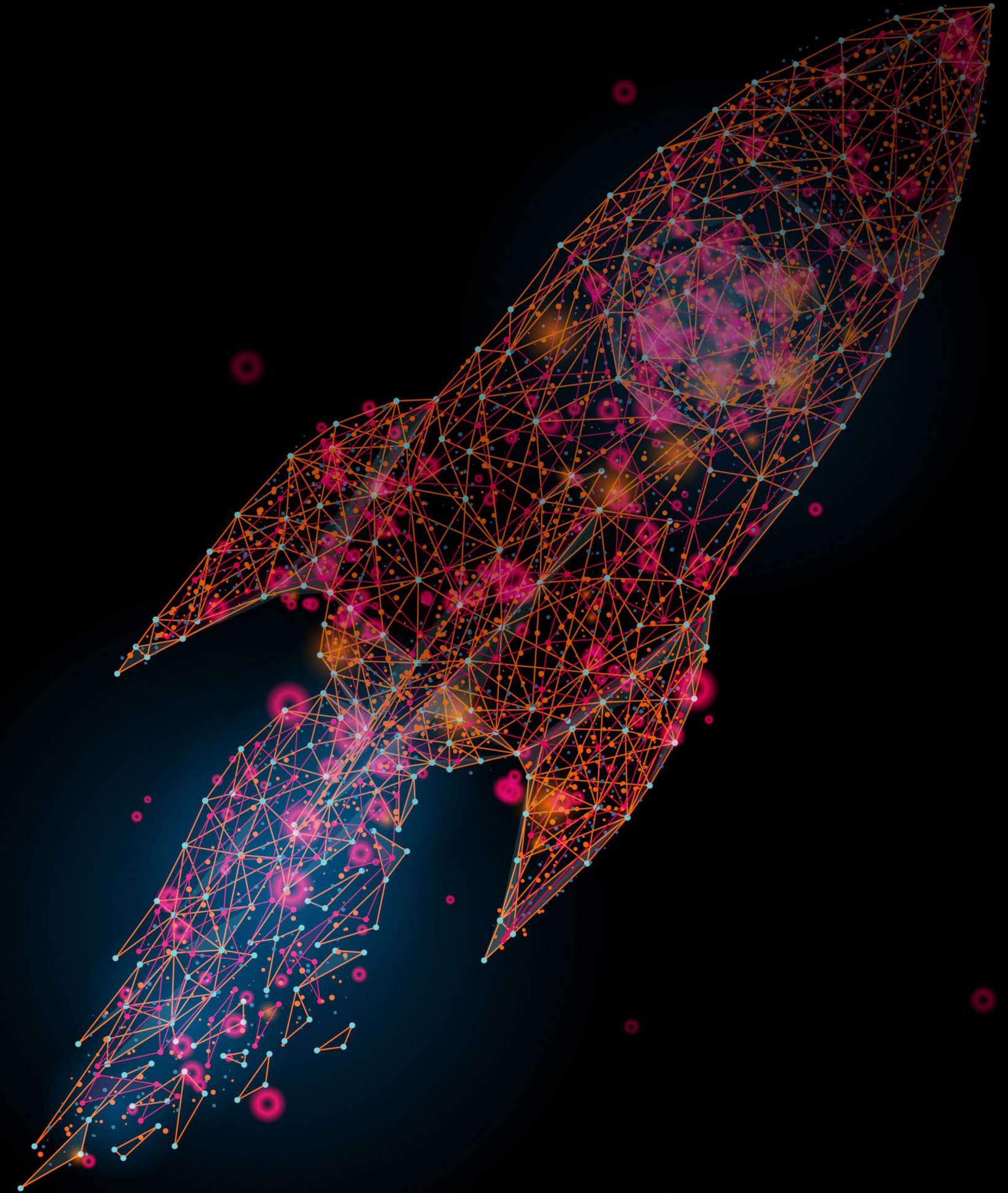




cprime

What's stopping you from achieving **Enterprise agility** and how can you overcome it?



We live in uncertain times. Markets, technologies, and expectations are shifting all the time. So it's hard to get a handle on what's around the corner.

If change is the only true constant, then rigidly sticking with a project-led mindset undermines your organization's ability to adapt to new demands. And if you can't deliver value to customers quickly, someone else will.

Organizational agility is the only response – dynamically managing all your work, resources, and portfolios while continuously aligning everything to your business strategy.

Yet, becoming an organization that's adept at being agile typically requires significant digital transformation. And introducing new ways of doing things at speed and scale can be difficult to achieve.

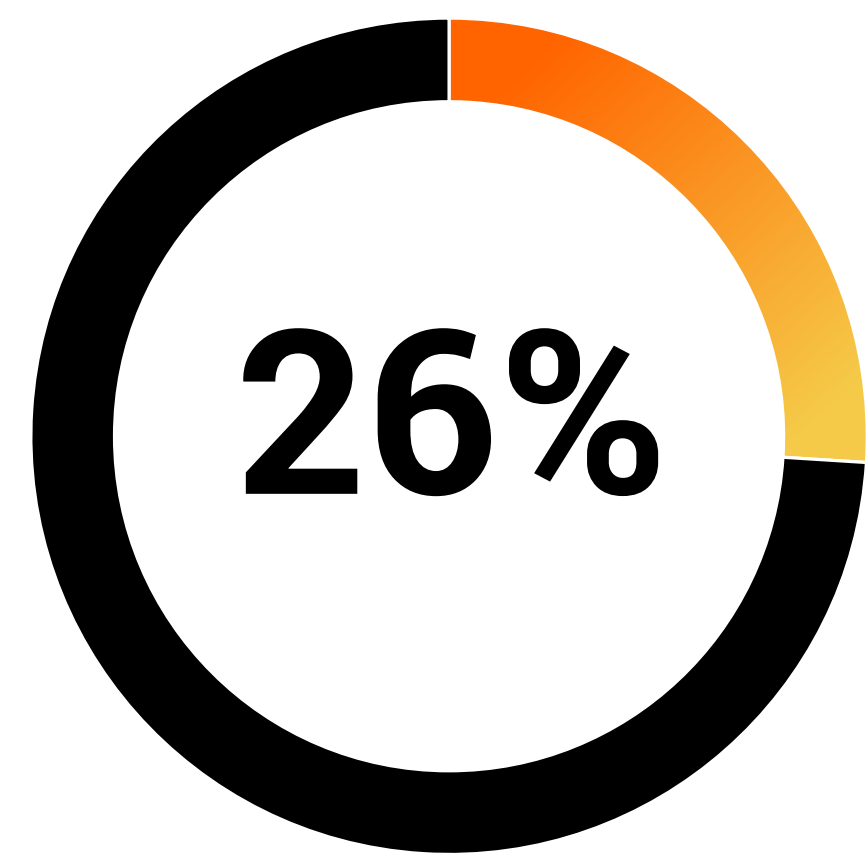
That's why Apptio and Cprime have joined forces – to address the fundamental issues with digital transformation.

Are you facing these problems too...?



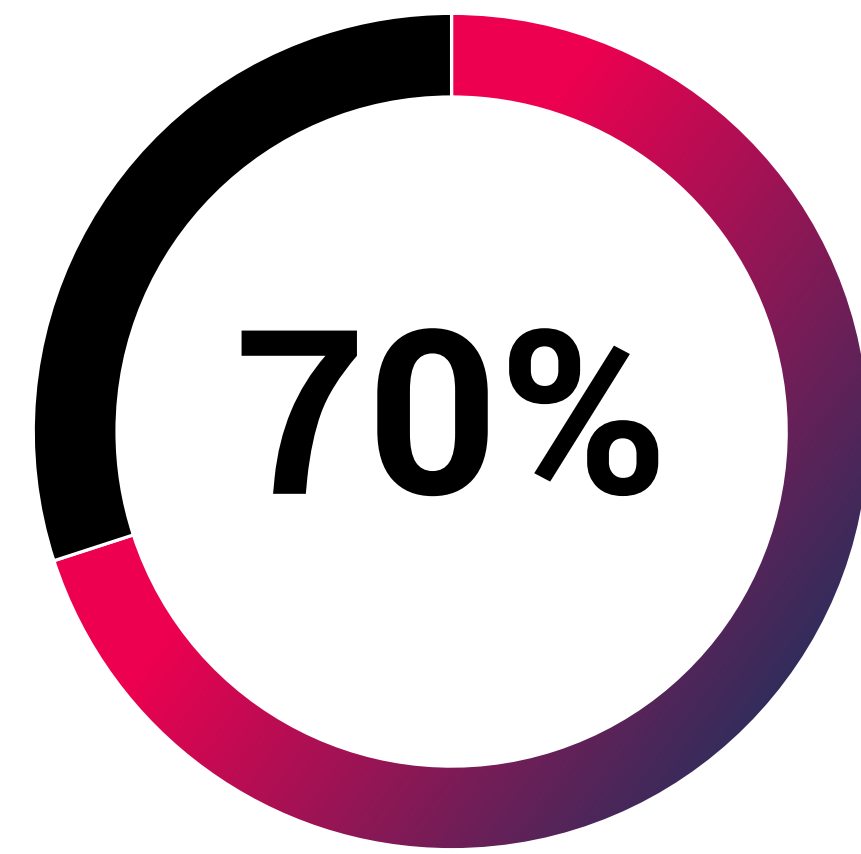
Challenges at every turn

According to Forbes, 8 in every 10 digital transformation projects fail due to unsuccessful adoption of technology. But there are many reasons why digital transformation efforts go wrong.



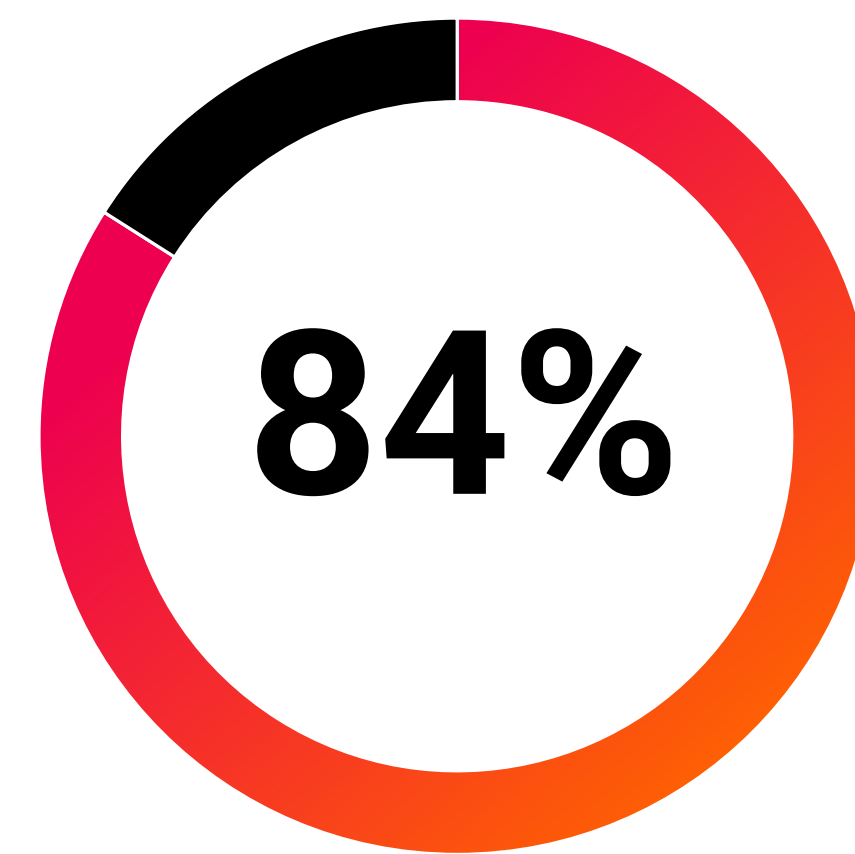
of companies have a proficient Agile-at-scale state

(Forrester, State of Agile 2022)



of digital investments by 2025 will fail to deliver expected business outcomes

(Gartner, SPM Primer)



of digital transformation projects fail due to unsuccessful adoption of technology

(Forbes)

Different forces, same effect

Today's macroeconomic climate demands ruthless efficiency in almost every area of the organization, and then there's the ever-present need for better situational awareness, more predictability, constant innovation, and the kind of experiences that generate customer loyalty.

The transformation to Enterprise Agile Planning will help you achieve this. You'll gain end-to-end visibility and be able to deliver a single source of truth for decision-making across the business. You'll reach continuous alignment at all levels so that work, resources, and portfolios connect to business strategy. Additionally, you'll be able to unlock agility across every area of the business, so you gain the fastest time to value.

Yet, if there's initiative after initiative with no knowledge of the impact you're making then you could end up without really transforming at all.

It's the same when you have little predictability in the value stream around your ability to continuously deliver and remove allocate resources effectively.

Without that knowledge and predictability, it's hard – if not impossible – to make a meaningful impact through individual initiatives.

Where we'd like to be:

“Our work is optimized because we have full visibility of how it aligns with our strategic business goals.”

“I know we're investing in the right areas as we shift from an annual to a continuous funding model.”

“Everything we put into our products—resources, capacity, skillsets—is helping us stay agile while reducing risk.”

“We're achieving faster time to market and building products properly in line with what our customers really want from us.”

What's getting in the way:

Poor visibility

Lack of knowledge

No predictability

Misalignment
within the business

It's highly likely you already know the business outcomes and target state you're looking for. You may well have kicked off initiatives that address a culture shift, or improve the way people work, or add new skills and technologies.

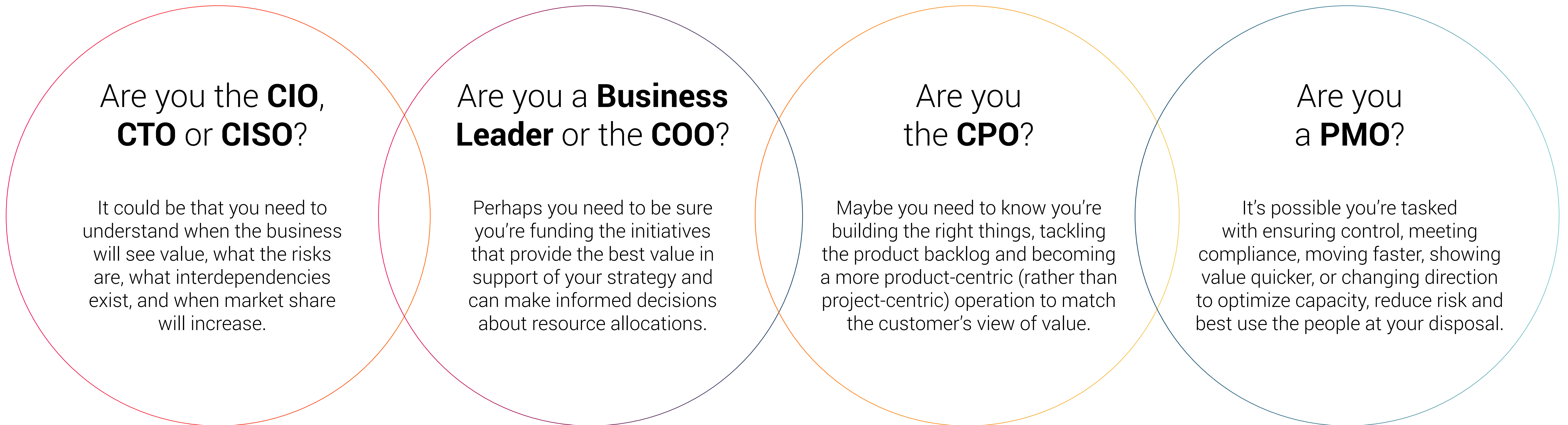
Yet organizations that have been successful in one area aren't always able to replicate that success in other areas.

What are the reasons?

Changing multiple mindsets

Knowing what you need to do is one thing. Achieving it is something else. Everyday challenges can prevent you from reaching your target state, especially if that involves everyone shifting to an agile mindset and putting new approaches in place so you can build world-class products.

Depending on where you are in the organization, there can be different things that are missing.



There can be additional – even smaller-scale – factors that affect people in other areas of the organization and prevent them from supporting your shift to agile ways of working.



A disconnect between strategy and delivery – with too much manual reporting”



Lots of waste in product development”



Unable to get customer feedback quickly enough to apply learnings”



Work in progress is unsustainable, which impacts the team culture”



No visibility into the team’s work or ability to forecast which skills we need and when”



Constant worry about product compliance”



Current funding model doesn’t support agility”



OKRs and other metrics don’t match the work that’s being done”

Without clear knowledge and predictability across all of your digital transformation initiatives, it's hard – if not impossible – to answer burning questions like:

- Where should you (and where shouldn't you) invest resources to quickly bring about impactful change?
- Which initiatives will actually deliver against your strategic business objectives?
- How can you organize your teams to minimize time to value?
- What can you use to demonstrate impact to your other stakeholders and gain buy-in?



This is where Apptio and Cprime can be the difference



Cprime blends agile, product and technology to build what's really needed
empowering visionary business leaders and teams to reimagine the future of work and achieve better outcomes.

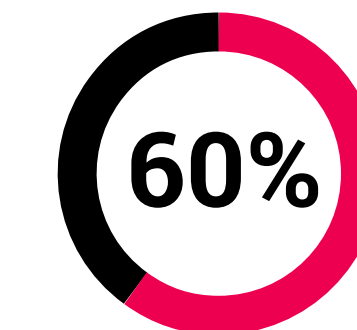


Fortune 500
companies work
with Cprime



Apptio delivers the actionable insights that business, finance, and
technology leaders use to work better together

so hospitals can treat more patients, banks can fund more dreams, and visionaries can bring the future to life.



of the Fortune
100 use Apptio

Cprime is an industry-leading, full-service global consulting firm with more than two decades of experience in providing strategic and technical expertise to businesses across more than 50 industries.

Cprime experts know that a product mindset, agile practices, and world-class technology and tools do not live independently.

They work together in a blended way to ensure products are built that clients actually need.

So Cprime is organized around those products and uses iterative, incremental agile practices and modern technologies and tools to build in quality, automate, and improve time to market.

Apptio was founded back in 2007 and has gone on to become a one-stop-shop for businesses looking to optimize IT budgeting, forecasting, and financial analyses.

ApptioOne software establishes repeatable and accurate planning, budgeting, and forecasting processes while benchmarking results against peers for continual optimization.

Apptio Targetprocess is a platform for enterprise agile planning solutions that allows organizations to dynamically plan and manage work, resources, agile programs, and portfolios aligned to the enterprise strategy.

And for those organizations that are focused on cloud, **Apptio Cloudability** enables IT, finance, and DevOps teams to work together to optimize resources for speed, cost, and quality.

Combined, we're a force to be reckoned with.

What can we achieve together?

Our promise to you

Product management. Program management. Resource management. Portfolio management. Strategic planning. Labor Financial Management. Wherever you're coming from, our blend of consulting skills, technical expertise, and actionable insights will give you the knowledge and predictability you need to make digital transformation a success.

We'll give you the insight to be able to **pinpoint value** in deciding what to work on. We'll provide the skills and support so you can quickly **produce value** from your priority initiatives. We'll help connect your business and **prove value** in new ways of working through common reporting. And we'll even give you the self-sufficiency to continue to **proliferate value** right across your organization.

Which is why we're able to make such a bold promise:

**Insanely fast time to value
from any initiative**

Let's break that down.

Let's break that down.

What do we mean when we say, “insanely fast”?

We mean operating at speeds that most organizations can't achieve on their own – or with other kinds of third-party support. That's because we impact people, processes, and technology at the same time, rather than treating each element as something to work on separately. We believe that context is everything, so we meet you where you are and pick up from there rather than starting from scratch. We also speed up how you go about aligning your product and technology people. In a nutshell, we're fast in getting started, fast in making a difference, and fast in delivering meaningful impact.

Insanely fast time to value from any initiative

Why do we talk about “time to value”?

Time to value is all about the speed with which you can innovate and be competitive in the market. Like getting things delivered quickly that are actually desired and valued by your customers. Unlike others that focus on project management milestones or loose measures of success, we focus on helping you with hard deliverables – like release dates and OKRs and revenue uplift and profitability.

And what about “from any initiative”?

Our skills aren't limited to just one area – like product management or engineering, and our tools don't just report on one area – like financials or project management. We cover it all with minimal effort.

The 4Ps: Value at every stage

Our approach is simple, effective, and proven to deliver value. Organizations as diverse as PayPal, Roche, and Chubb have worked with us knowing that we could adapt what we do to the frameworks they followed and the objectives they needed to achieve. And it's all because of our approach (the 4Ps) centered around what value looks like to you.



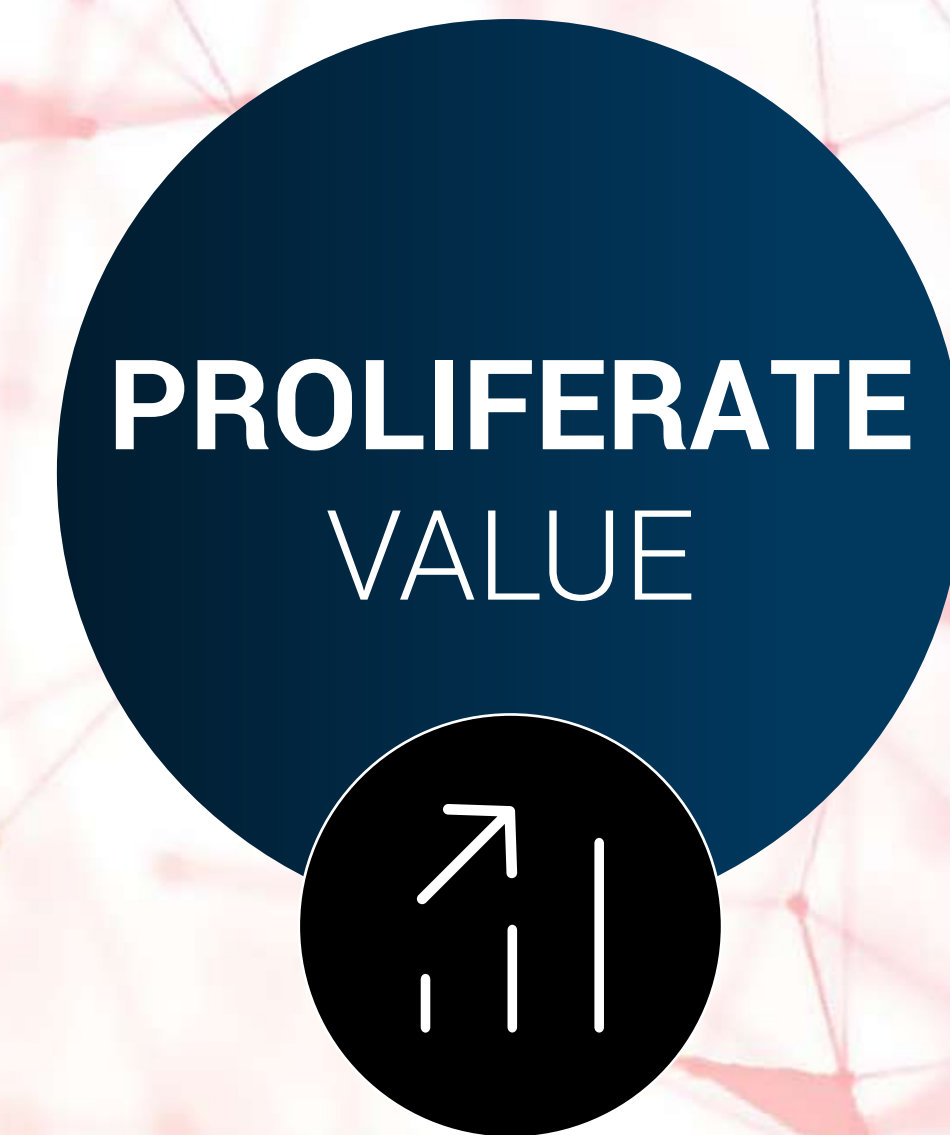
Easily identify the products or enhancements that will create value and those that won't so you can prioritize your initiatives



Act quickly to deliver priority initiatives, swiftly add value, and easily measure progress anywhere in the business



Gain live insights that authenticate in precise detail how value is being created in line with your strategic goals



Build on your successes, scale out capabilities that add value, and monitor impact right across your organization

What kind of impact can you expect?



Value early, often, and into the future

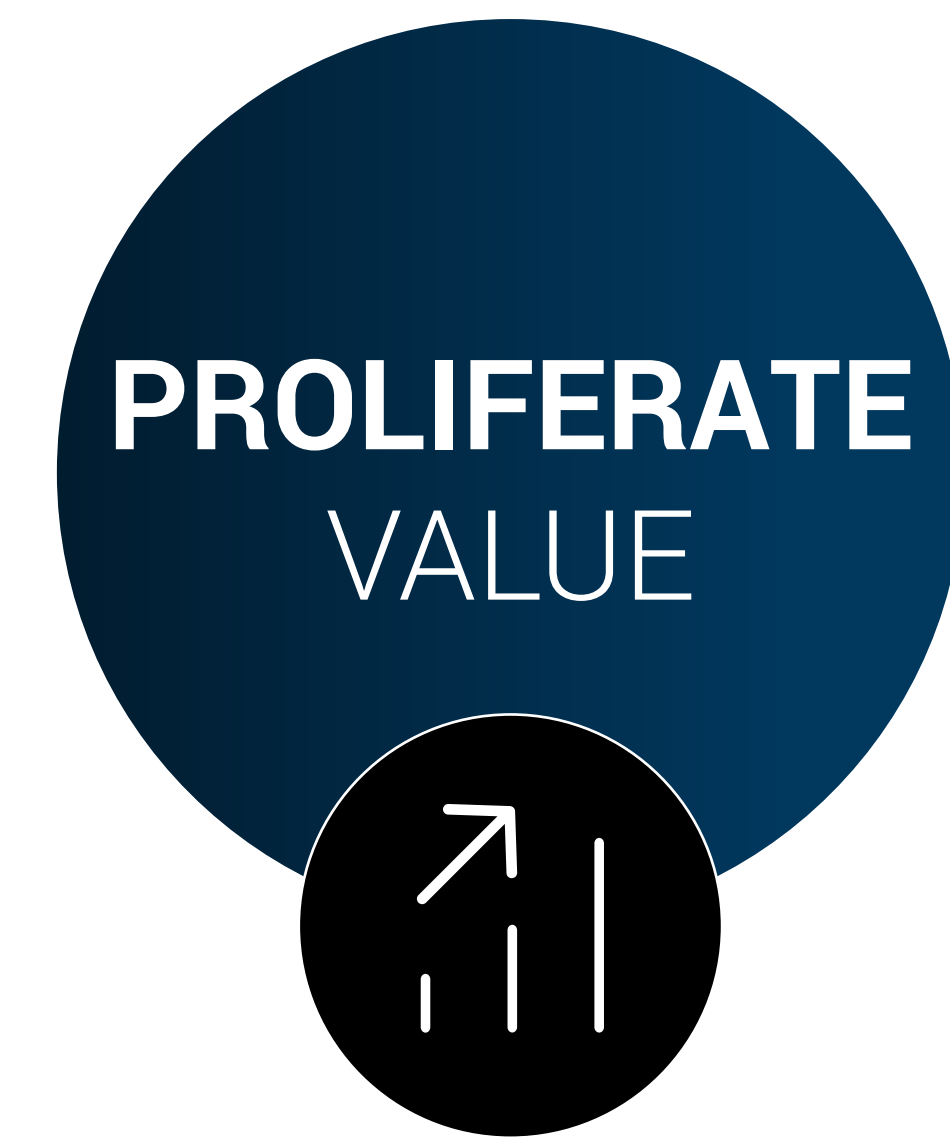
Following the 4Ps approach means you can achieve insanely fast time to value from any initiative, and start to widen the impact of Enterprise Agile Planning across your business. It's only made possible thanks to the combination of Apptio and Cprime.

In a world in which most consultancies are trying to sell you additional people, Cprime empowers organizations to turn ideas into value by blending a product mindset, agile practices, and world-class technology and tools. While everyone else is focused on reporting silos and project management milestones, Apptio empowers teams with the insights to deliver technology that creates value.

By working together, we unite the business and technology sides of your business through common goals, shared knowledge, unified ways of working, universal metrics, and collective value.

And that's not all...

We also leave you with the **confidence** and **capabilities** to continue delivering value on your transformation journey.



Confidence

from clear insights into what value looks like, being able to take informed decisions that deliver value and our open, honest and unrestricted approach to value creation, so you get the assurances your teams need to make an impact.

Capabilities

from a unique combination of tools, insights, expertise, and learning that introduce the ways of working that deliver value and leave you with the skills, structures, and systems to become self-sufficient and continue delivering value.

The impact we've achieved for others

These are all outcomes our customers have achieved:

Tackling systemic predictability and efficiency problems:

- Realizing a **50% improvement** in business outcome predictability
- Facilitating a **3-10% increase** in productivity or throughput

Ensuring products are built in the right way:

- Cutting **10-20% off spending** on non-aligned or failing products
- Attaining a **5-15% uplift** in contractor and internal utilization

Accelerating Cloud FinOps:

- Achieving a **15-30% cut** in multi-cloud costs with faster migration decisions
- Making a **90% improvement** in forecasting accuracy

Automate tech costs and consumption:

- Giving back **3-5% in savings** or redirection of the total tech budget
- Enabling a **75% reduction** in planning time

Advancing portfolio execution:

- Delivering a **50% faster** time to market
- Boosting a **35% improvement** in developer productivity

Addressing poor morale and frustrated customers:

- Empowering **10-50% happier** employees
- Sustaining **10-50% more satisfied** customers

Ready to see what
insanely fast time to value
could look like in your organization?

[Contact details]