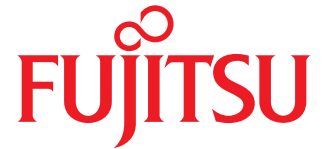


THE POSSIBILITIES ARE INFINITE



Portfolio Management for US Government Agencies



Getting to Green *and* Staying There

Circular A-11 and Exhibit 300 Compliance Made "Easy" and Cost-effective

While getting to green by complying with Circular A-11 and Exhibit 300 is the goal of every agency, transforming that goal from concept to reality can be challenging.

The President's Management Agenda (PMA) requirements for planning and budget integration represent a significant change in how an agency approaches business case development. The preparation of these business cases must include alignment to the mission, targeted outcomes, and risk mitigation measures. Continued funding will be increasingly linked to how well agencies are able to comply.

Fujitsu Consulting and ProSight™ offer a phased implementation approach to reduce the effort in complying and reporting on the Office of Management and Budget (OMB) requirements. This is achieved through the combination of Fujitsu Consulting techniques with ProSight's portfolio management software, Primavera ProSight™ Portfolios. Your agency benefits by having an easier way to tie budget requests to your planned mission and desired outcomes. You can also determine which initiatives best support the PMA by evaluating how high those investments are likely to score on the OMB scorecard. And once the best initiatives are identified, you will be able to continuously manage performance against those initiatives more effectively.

Agency Challenge: Unlocking the Formula to Green

“Getting to green” implies that an agency is successfully investing to deliver a higher level of citizen-centered service performance. To manage to this higher level, organizations need a formalized and repeatable means of answering questions such as:

- What programs tie most closely to our mission and to the PMA?
- Which programs best support our enterprise architecture and security requirements?
- Of these programs, which ones measurably contribute the most value to our agency, to our sister agencies, and our constituents?

The Fujitsu solution can help an agency understand how their programs are likely to score against specific criterion in each category, and how they’re likely to score against all criteria in aggregate. Even more importantly, the solution helps guide agencies in improving these criterion scores over time. Using ProSight’s software and Fujitsu Consulting’s methodologies, agencies produce a priority ranking of programs against the most important criteria. This ranking helps an agency gain an understanding of which programs are in the best state of readiness for OMB approval.

Building High Quality Business Cases

Agency business cases must be of the highest caliber to meet the rigorous criteria of the OMB.

A recent OMB observation on Exhibit 300 submissions this year identified that very few agencies met the top criteria for business cases, which is key to gaining positive funding recommendations.

Fujitsu understands what it takes for an agency to exceed the standards of the OMB assessment process as well as subsequent General Accounting Office (GAO) audits.

A screenshot of the ProSight Portfolios Forms software interface. The window has a title bar and a menu bar. The main area is divided into several sections with various input fields, dropdown menus, and checkboxes. The fields are organized into a structured layout, likely for data entry related to business cases. The interface appears to be a web-based application with a standard operating system look from the early 2000s.

Diagram property of ProSight, Inc., ©2003. Used with permission.

ProSight Portfolios Forms facilitate the capture of business case information, making it accessible throughout the portfolio.

Throughout their partnership, Fujitsu Consulting has counseled agencies on demonstrating alignment and evaluating the value of investments. They have helped agencies develop expedient means of monitoring these investments and making adjustments based on expected outcomes. Just as critical, Fujitsu Consulting is well-versed in the nuances of the Clinger-Cohen Act (CCA), the processes in the Capital Planning and Investment Control (CPIC), and the performance reporting required by the Government Performance and Results Act (GPRA).

Offering a complete solution, we can provide agency training in all of the elements of business case preparation, including strategic alignment with mission goals and outcomes, risk assessment, enterprise architecture compliance, financial analysis, and program planning.

Staying Green: Tracking Performance Effectively

Unlocking the formula to get to green is only half the battle. Staying green requires the ability to track program performance against expected values and spot variances in time to take corrective action. This goes beyond project tracking on variance to risk, expected outcome metrics versus baseline, and mission alignment. Other dimensions of performance are essential to be managed if an agency is to demonstrate results for its citizens. To accomplish this, agencies must break down budgets into more detail and provide more complex project reporting, more often.

Fujitsu Consulting will:

- Consistently provide high quality governance through built-in performance rules
- Facilitate “what if” scenario analysis for course correction management
- Incorporate graphic presentations of status versus green
- Minimize the support effort for ongoing data collection and status reporting

A screenshot of the ProSight Portfolios Scorecards software interface. It displays a table with multiple columns and rows of data. The columns include various performance metrics and status indicators. The data is presented in a clear, organized manner, allowing for easy comparison and analysis of performance across different categories. The interface is designed to be user-friendly and informative.

Diagram property of ProSight, Inc., ©2003. Used with permission.

The flexible format of ProSight Portfolios Scorecards provide an efficient way of tracking and managing a variety of metrics.

Tying It All Together to Enhance Agency Compliance and Performance

The Fujitsu Consulting solution enables an agency to make the best strategic choices between programs under consideration and those underway, based on how well these programs support the agency's mission and strategy and the PMA. In addition, Fujitsu Consulting offers their Results Chain™ technique, which provides a process to design, scope, and create achieve specific outcomes quickly and effectively. The identification of mission-related outcomes using Results Chain also enables an agency to align itself with the enterprise architecture and security needs of the Government, and to recognize specific interdependencies with other agencies.

Fujitsu Consulting helps agencies manage their portfolio of programs from inception to retirement—effectively delivering value while managing risk to an acceptable level. Agencies utilize portfolio management techniques to select and manage programs based on criteria such as: alignment to multiple agendas, resource availability to support expected outcomes, architectural compliance, and risk tolerance. Armed with information to make well-informed decisions, an agency can quickly assess how their programs will fare in an OMB review. Portfolio management also assists agencies in making adjustments to their portfolio of programs as their mission is altered by events.

The need to establish a governance process to tie together the many goals and objectives that impact an agency, manage the execution of the efforts to deliver value, and communicate the progress of efforts to achieve these goals has never been greater. Fujitsu Consulting helps agencies ensure that their efforts will improve their efficiency and effectiveness.



Diagram property of ProSight, Inc., ©2003. Used with permission.

With the ProSight Portfolios Investor Maps, portfolio imbalances and agency concerns become immediately obvious.

Agencies have already benefited from portfolio management and ProSight Portfolios in the following areas:

- Generation of OMB Circular A-11 reporting, including the OMB 300 reporting process
- Financial tracking of allocated funds
- Presentation of mission strategy in the form of well-designed and prioritized programs
- Creation and scoring of business cases for programs
- Data calls and data collection to support program or project decisions
- Ongoing status reporting and early warnings of critical indicators
- Program definition, selection, balancing, and prioritization
- Lease and asset portfolio management



Fujitsu Consulting and Primavera ProSight:

Fujitsu Consulting and Primavera ProSight bring together the industry's most experienced portfolio management consultancy and integrator with the leading developer of automated portfolio management software.

Fujitsu Consulting's global experience, award-winning Macroscopic® methodologies, and history of success with clients in a wide range of industries, plus ProSight's industry-leading tools are a winning combination for portfolio management. Your agency will gain increased communication and effective decision-making at every level. Everyone—from the executive level to the individual team member—can easily understand, review, and communicate about your portfolio.

Together, Fujitsu Consulting and ProSight provide the depth of knowledge and scalability to make your agency's investment in portfolio management really pay off.

Find Out More Today

To find out more about how Fujitsu Consulting has worked with agencies to help them deliver greater value, visit Fujitsu Consulting and its Portfolio Management practice at us.fujitsu.com or call your Fujitsu Consulting representative.

About Fujitsu Consulting

A trusted provider of management and technology consulting to business and government, Fujitsu Consulting is the North American consulting and services arm of the \$53-billion Fujitsu group. Fujitsu Consulting integrates the core expertise of the Fujitsu companies and its partners to deliver complete solutions in the areas of enterprise information management, packaged application implementation, legacy systems modernization, IT governance, managed services and business process services. Through its full range of IT consulting, implementation and management services and its industry-recognized strategic approach, Macroscopic®, Fujitsu Consulting enables clients to build more value into their IT investments and drive their leadership in the marketplace.

We work with you to create solutions and produce results that drive your business.

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