

CASE STUDY: Planview



About Planview

Planview provides the industry's most comprehensive solutions designed for Lean and Agile delivery, portfolio and resource management, collaborative work and project management, innovation management, strategic planning, product portfolio management, and capability and technology management (enterprise architecture). Headquartered in Austin, Texas, Planview's more than 700 employees serve 5,000 customers worldwide through a culture of innovative technology leadership, deep market expertise, and highly engaged communities.



Establishing successful business relationships at the Enterprise IT Strategy Forum

At the 2018 Enterprise IT Strategy Forum, Mike Flood, Senior Account Executive at Planview and Paul Ballard, Head of Technology Strategy at Nationwide Building Society presented on: 'How the world's largest building society is using Planview Enterprise One to help deliver on its strategy and reduce risk for 15 million members'.

A senior representative from Sainsbury's (second largest chain of supermarkets

in the United Kingdom) attended the presentation and approached the company after the session intrigued about what Planview solutions had to offer. The attendees exchanged information and thus began the start of a new and successful business partnership that would yield opportunities in the area of portfolio and resource management and innovation management.

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The Planview and Sainsbury's partnership

Today, Planview's project portfolio management software allows Sainsbury's to optimise their project portfolios, balance capacity against demand and encourage different ways of working across the business. The company can more effectively visualise and link plans and resources to project execution, ensuring people are working on the right projects.

After the successful rollout of Planview Enterprise One, more conversations took place around crowdsourcing ideas to resolve business challenges. Sainsbury's is now leveraging Planview's innovation management solution to tap the collective intelligence of its employees, with the first crowdsourcing challenge addressing how Sainsbury's can reduce shrinkage at self-checkout lines. The results have been exciting so far and the company is looking forward to running more challenges in the future, promoting a culture of innovation to find the best ideas to make the right decisions.

Forum benefits for Planview

Attending the forum has opened the door for Planview to engage with many companies, like Sainsbury's, and develop new and successful business relationships. In addition, participation allowed the Planview sales team to develop a range of multi-channel opportunities that may result in more business over time.

"I thought the format of the event was great with ample time to speak with delegates. I'm a big fan of the Enterprise IT Strategy Forum and I fully supported the decision to return this year."

REGIONAL PRACTICE MANAGER, PLANVIEW

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KEY BENEFITS OF THE FORUM

- The opportunity to demonstrate and discuss Planview's offering in case study presentations to the delegate group



- Structured face-to-face networking with Global 500 decision-makers who can otherwise be difficult to reach
- An event format which facilitates informal discussions outside of the arranged sessions, allowing for relaxed and open conversations about strategic and technological issues