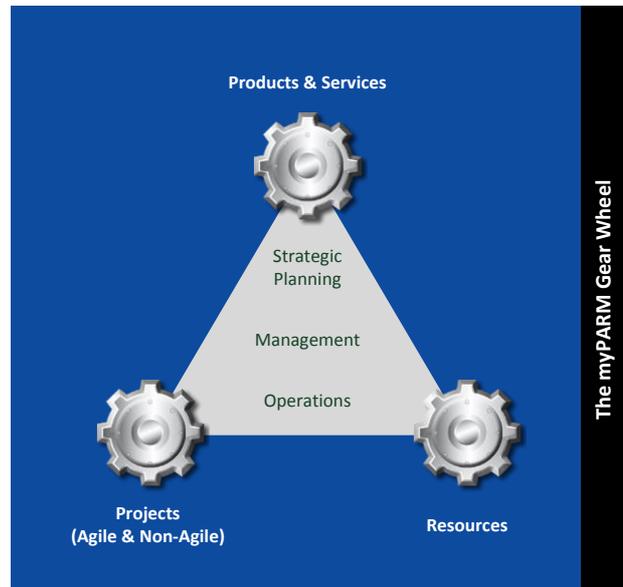


"My 'people-driven' organisation needs more than just an ERP"

The myPARM solution enables organisations to manage three key aspects of their business in one place: their range of product and service offerings, their portfolio of development initiatives, and the people and investment resources that support all their activities.

Second, myPARM addresses the specific needs of the various stakeholders at each level of an organisation.

- Strategic Planning** – focuses on optimising the product portfolio and roadmap. The product portfolio is an expression of a company's business strategy (Balanced Scorecard), and its management is all about how a company can better invest and optimise its service and innovation resources. By facilitating the process of managing its product portfolio, myPARM enables a company to make better decisions on how to invest and optimise its resources: this is crucial for increasing sales, market share and project performance as well as accelerating the time to value.
- Management** – responsible for delivering the strategy laid down by the business leaders. myPARM helps ensure that the development project and initiative portfolio is aligned with the corporate strategy at all times, and that the right resources are prioritised with respect to the highest value opportunities in order to effectively maximise the value delivered from an often-constrained resource pool.
- Operations** – responsible for implementing product development projects. The emphasis is on optimising projects, including improving the quality of project execution, reducing cycle times and lowering the costs associated with product development. At this level, the focus of myPARM is on delivering process efficiency and the appropriate level of control to enable timely, consistent and predictable delivery to the market, whatever the development methodology employed.



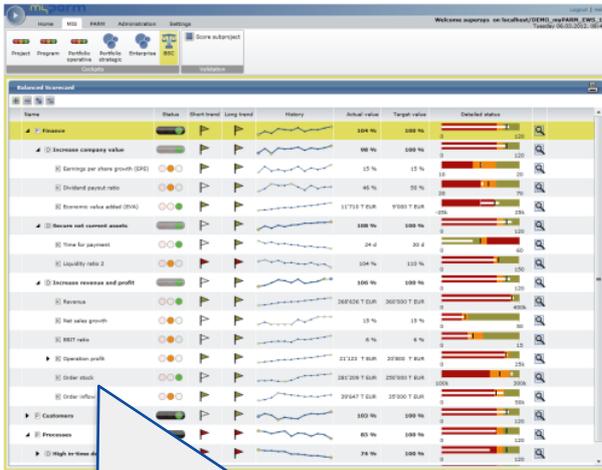
Success means being able to respond quickly and effectively to a rapidly changing environment. Business leaders must become better at taking advantage of new market trends in order to respond more effectively to the threat posed by competitor activities and the impacts of increasingly stringent legislation. Senior managers must be able to make faster and better-informed decisions: this requires them to have a more transparent overview of their portfolio of initiatives, products and projects. The myPARM solution not only gives them a holistic view of their entire innovation portfolio, including new ideas, requirements, current development projects and in-market product performance, but also critical information that supports better decision-making. It also allows them to communicate their strategy and priorities more effectively to all levels of their business.

In bringing together strategic portfolio planning and new product development activities, including managing the product, project and resources portfolios, myPARM provides businesses with the agility, visibility and control they need to become more effective performers.

A best-of-breed solution like myPARM is designed from the ground up to address "people-driven" business disciplines.

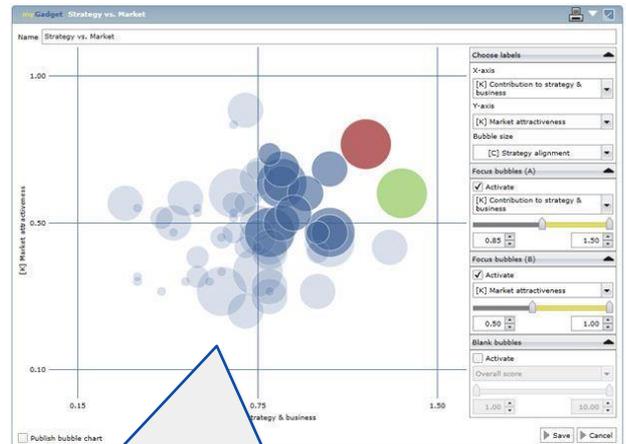


“This is how we fix the problem”



Governance Level

Your perspectives, goals and KPIs together with trend indicators



Tactical Level

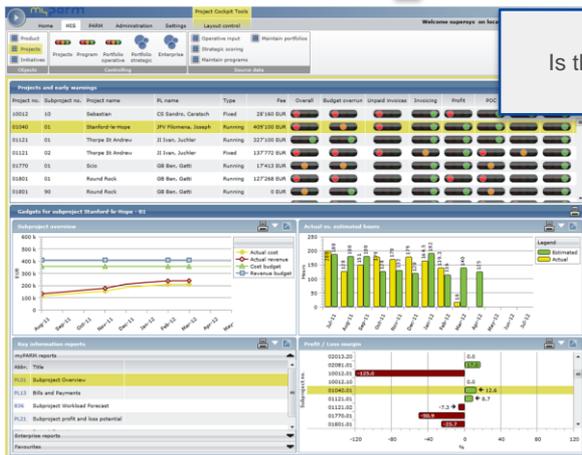
How do my objects (subsidiaries, projects etc.) contribute to the corporate strategy?

Logs
Risk, Issue, Quality, To do's, etc.

Reference	Product	Method of quality checking	Planned date	Actual date	Result	Target sign-off date	Actual sign-off date	Stakeholder	Date of last update	Author
WP 3	Wind sensor	Wind sensor	07.03.2013	07.03.2013	-	07.03.2013	07.03.2013	None	01.03.2013	ID Doe, John
Activity 2-1	Foundation...	Foundation...	01.10.2013	03.10.2013	-	01.10.2013	01.10.2013	None	01.03.2013	LJ Jung, Lee
Summary 1	Chassis of ...	Chassis of ...	19.08.2013	19.08.2013	-	19.08.2013	19.08.2013	CFO ABB...	01.03.2013	MS Sommer...

Duty Management
Personal duties

Operations
Is the execution of tasks and actions secured and on target?



Further information

Do you have any further questions or would you like more information before applying?

Eduard Pfister will gladly give you personal advice and further information

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