



Australia's Best  
Program Delivery Company

*Peak Results, Delivered Together*

# Seven Consulting's Project Pathfinder

A unique tool to assist you with the right project management approach.



Seven Consulting proudly supports the world-class Australian women's team, the Seven Consulting Opals, currently ranked No. 2 globally, bronze medal winners in both the FIBA Women's World Cup, and in the Paris 2024 Olympics. We also sponsor the Financy Women's Index, promoting gender financial equality in Australia.

Financy  
Women's  
Index



## Program Delivery

We deliver some of Australia's most complex and challenging agile, traditional and hybrid programs. We work with our clients to understand their organisational and program characteristics. These inform how we design our delivery approach to produce the best outcome for our clients. The majority of our consultants are scaled agile (SAFe) certified and manage billions of dollars of transformation programs that range in size from <\$1m to >\$500m.



## PMO Services

We provide PMO establishment and management, PMO analysis and scheduling services, and tools for some of the largest organisations in Australia. This can range from scheduling services, to running the PMO for \$1.5bn programs, to ePMO management.

**All of our clients are reference sites**



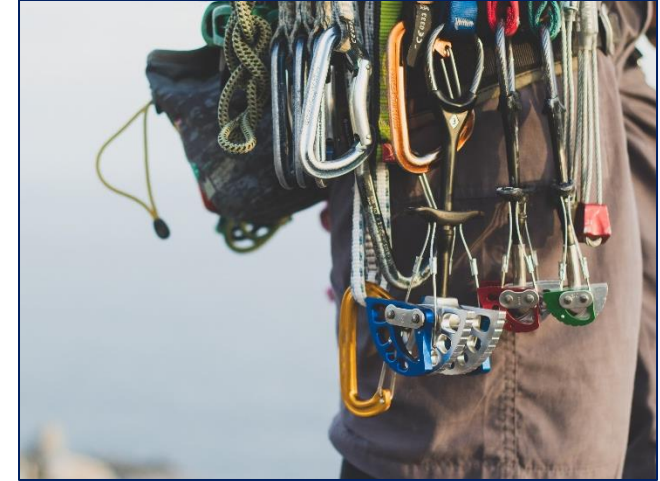
## Change Management Services

We provide program change management, adding value from the start of an initiative through to realising benefits. We also support the integration of change management at an enterprise level to improve portfolio performance.



## Delivery Consulting

We provide delivery capability uplift, sponsor and project manager training, portfolio and program reviews to assist our clients improve their program delivery. We have successfully provided these services to over 50 clients.



## Delivery Tools

Seven Consulting has designed and developed world leading tools to assist our clients optimise their portfolio, design their delivery approach and provide deep weekly delivery insights. These tools are used successfully on over \$5bn of Programs annually.

**All of our clients are reference sites**



# Our Clients

*Seven Consulting has a proven track record delivering critical outcomes for Australian organisations across industries and domains. 100% of our clients are reference sites.*

|   |   |  |  |  |  |  |
|---|---|--|--|--|--|--|
| <br>Commonwealth Bank<br>Client Since 2003                              | <br>Westpac<br>Client Since 2009                                | <br>Woolworths<br>Australia's fresh food people<br>Client Since 2012 | <br>ANZ<br>Client Since 2012   | <br>nab<br>Client Since 2013                                   | <br>MACQUARIE<br>Client Since 2014                         | <br>futurefund<br>Australia's Sovereign Wealth Fund<br>Client Since 2015 |
| <br>agl<br>Client Since 2017  | <br>NSW Government   Communities & Justice<br>Client Since 2017 | <br>alintaenergy<br>Client Since 2018                                | <br>indue<br>Client Since 2018   | <br>ASX<br>AUSTRALIAN SECURITIES EXCHANGE<br>Client Since 2019 | <br>THE UNIVERSITY OF SYDNEY<br>Client Since 2019          | <br>NSW GOVERNMENT<br>Client Since 2021                                  |
| <br>Coca-Cola<br>EUROPACIFIC PARTNERS<br>AUSTRALIA<br>Client Since 2021 | <br>dexus<br>Client Since 2022                                  | <br>Equity Trustees<br>Client Since 2022                             | <br>iress<br>Client Since 2022   | <br>pwc<br>Client Since 2022                                   | <br>Sunnyfield<br>disAbility Services<br>Client Since 2023 | <br>NGM GROUP<br>Client Since 2023                                       |
| <br>regis<br>aged care<br>Client Since 2023                             | <br>Australia Post<br>Client Since 2024                         | <br>nib<br>Thrive<br>Client Since 2024                               | <br>Australian Government<br>Department of Employment and Workplace Relations<br>Client Since 2024 | <br>pepper money<br>Client Since 2024                          | <br>CHALLENGER<br>Client Since 2024                        | <br>Cuscal<br>Client Since 2024  |

# Our clients and team are our top priority

## Client Satisfaction Survey Results

| Year         | Satisfaction rating | Survey questions |
|--------------|---------------------|------------------|
| Jan-Jun 2024 | 99.49%              | 6,060            |
| 2023         | 99.50%              | 11,223           |
| 2022         | 99.20%              | 13,191           |
| 2021         | 99.15%              | 15,932           |
| 2020         | 98.87%              | 14,455           |
| 2019         | 99.08%              | 14,949           |
| 2018         | 98.65%              | 15,450           |

100% of our clients are reference sites

## Team Satisfaction Survey Results

| Survey Date | Satisfaction rating |
|-------------|---------------------|
| Oct'24      | 97.56%              |
| Apr'24      | 97.41%              |
| Dec'23      | 95.32%              |
| Jun'23      | 97.66%              |
| Dec'22      | 97.82%              |
| Jun'22      | 98.20%              |
| Dec'21      | 97.92%              |



"The team from Seven has integrated effectively with IVC and shows they understand the business."



"Strong program delivery capability with the flexibility to scale up and down quickly to meet program and business needs. Look to continue to bring the best of the Seven ecosystem to clients to demonstrate the value-add."



"Very happy with the level of organisation and governance the Seven project/program managers bring to our more complex initiatives."



"Seven is one of the most prestigious consultancies in Australia and most of the Seven Consultants I have come across at my current and previous organisation prove that."



"Good people and a focus on support from the central organisation when required."



"Every Seven consulting person I have ever worked with has been very good at what they do."

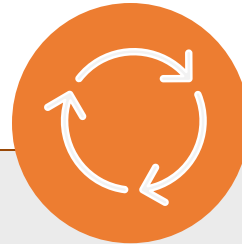


# How do we get to 98+% customer satisfaction?



## People

- Over 90%+ permanent workforce, tested extensively through a robust recruitment process.
- High employee engagement.
- Hands on owners that have delivered major programs.
- Training allowances and internal learning sessions.
- Comprehensive mentoring.
- 95% SAFe® qualified and internal trainers.



## Process

- Regular structured quality assurance of all assignments.
- Weekly review of all assignments' status.
- Industry leading Customer Satisfaction and NPS management.
- Bench support available at no cost to client.
- Holidays and illness cover for clients.



## Tools

- Dedicated project tools team.
- Program Delivery approach designed with Pathfinder.
- Delivery approach risks defined with Pathfinder.
- Schedule integrity measured with Healthcheck tool.
- Project reporting with dashboards and scorecards.
- Portfolio optimisation tool.

**All our clients are reference sites.**

# How our values impact our delivery?



## Teamwork

Teamwork has to be at the core because you can't deliver big projects without great teamwork. We focus on ensuring that the Seven team, the client team and vendors work seamlessly together.



## Transparency

Assumptions and poor communications kill projects, whereas openness is the foundation of good relationships and reliable delivery. We remain a completely independent consultancy.



## Delivery

A strong emphasis on outcomes focuses the team and grows confidence. With a confident attitude, expert personnel and effective teams we always deliver to our client's high expectations.

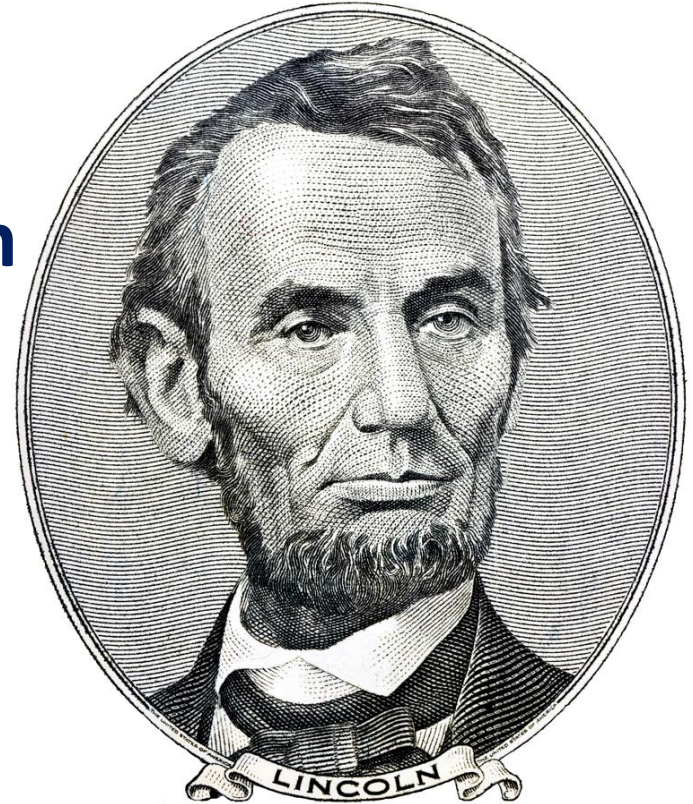
- Declan Boylan, founder of Seven Consulting, has a background in the accountancy profession, a mature industry with thousands of years of experience, where there are few variants in delivery approach between firms and individuals.
- However, Technology Project Management is only 60 years old, and as an industry is still maturing
- In this industry, if you asked two good program managers to design a delivery approach for the same program with same information and gave them two weeks to do that, you would be lucky to get a 75% overlap.
- It is likely that both would have overlooked some necessary elements, which will likely impact our ability to meet our baseline targets, around time, cost, scope and quality.
- This illustrates that the design of program delivery approaches are immature, slow and inaccurate.
- Why should that be the case? Can we fix it? There was no material solution in the marketplace.
- This was the genesis of Seven Consulting's Pathfinder Tool.





**“Give me six hours to chop down  
a tree, and I will spend the first  
four sharpening the axe”**

*- Abraham Lincoln*



# Genesis of a solution

- Firstly, we recognise there is no single best way to deliver all programs.
- From our experience of successfully delivering billions of dollars of programs each year for some of Australia's largest organisations, we believe that different approaches are required to successfully deliver different projects. This is for two sets of reasons,
  1. Firstly, the projects themselves are all different. E.g., Compliance and innovation projects will have different characteristics.
  2. Secondly, organisational characteristics ( technology, delivery capability and culture) are also different.
- We believe that these two sets of characteristics influence how the programs should be delivered.

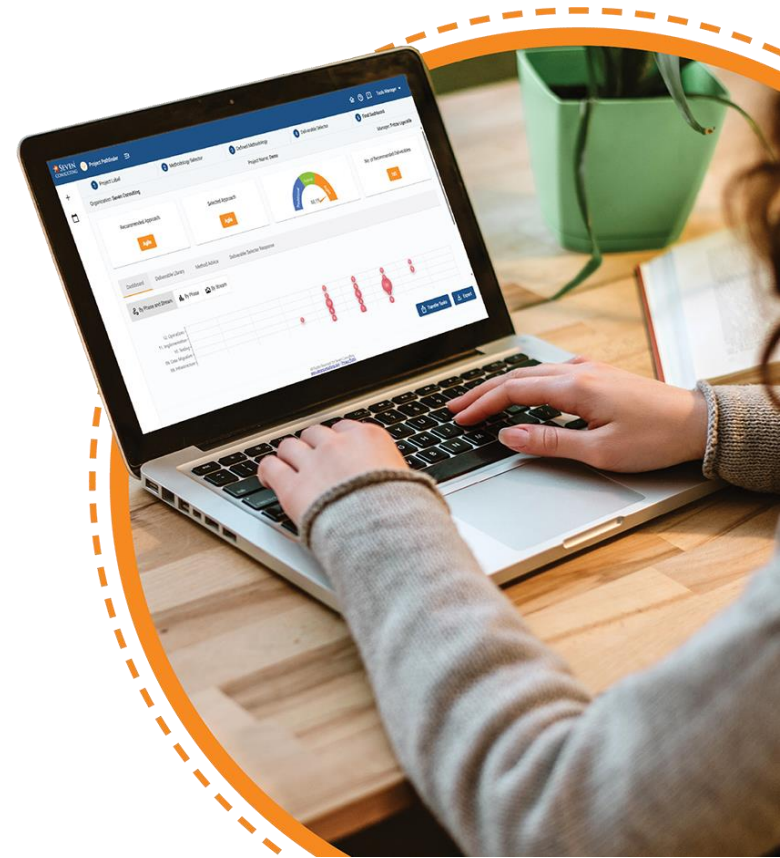




**"Projects are like fingerprints,  
no two are exactly alike.  
What works for one project  
may not work for another."**

# Our Solution : Project Pathfinder

- Project Pathfinder was developed over a period of three years from 2017 and has been successfully utilised across Seven Consulting's multi-billion project portfolio since 2020.
- Due to client demand, we have recently released Pathfinder as a cloud-based software offering.
- How does it work?
- In Pathfinder, we firstly ask 30 questions around both the Program and Organisational characteristics to determine high level delivery approach (Agile, Hybrid or Waterfall).
- We then drill into the smaller and more agnostic delivery elements, by asking another 60-80 questions depending on prior answers around the project and organisation characteristics.





# Our Solution : Project Pathfinder

- Within 30 minutes, Pathfinder creates the following outcomes for any project:
  1. Agree the optimised project delivery approach, Agile, Traditional (Waterfall) or Hybrid.
  2. Where the recommended approach is a Hybrid approach, it details the customised blend.
  3. Document the residual risks and mitigations for the recommended approach and the user's preferred methodology
  4. Specify all the deliverables required for delivery, many of which are agnostic to the Agile or Traditional approach.
  5. Organise the deliverables by phase and stream.
  6. Provide templates for each of the deliverables
  7. Output the delivery approach, including deliverables, tasks and dependencies, mapped to a detailed MS Project schedule, JIRA, Excel or PDF.



# Areas Project Pathfinder will not replace

We believe Project Pathfinder removes 15-20% of delivery risk, around designing the right delivery approach. Project Pathfinder is not designed to:

- Replace the need for good project management, it can however help project managers get better.
- Replace the need for good project teams, it can help teams deliver with high quality templates however project teams still need to complete the project deliverables (i.e. estimation, solution, requirements, build, test)
- Replace the need for good project governance and active sponsorship.
- Estimate the program size and duration.
- Determine the correct approach for non-IT projects, such as marketing and construction.

# Seven Pathfinder implementation

OPTUS

*As part of a broader ePMO Setup engagement, we implemented the **Pathfinder Tool** to kick off projects **the right way***



While Optus had transformed most of their projects' delivery to an agile way of working, there are still some key projects that need to be delivered in a traditional or hybrid manner. The problem was: how can we objectively decide the **right delivery** approach and the areas we need to **focus** on?



Seven Consulting, using their extensive expertise in agile and traditional project delivery methods, implemented the **Pathfinder** tool to ascertain the right delivery approach that considers the **organisational** and **project characteristics** to design the delivery approach and kick off the project **with confidence**.



Optus ePMO uses the **Pathfinder** tool to recommend the optimised delivery approach, define the initial set of risks and appropriate mitigations, outline the required deliverables, and produce a skeleton schedule with streams and dependencies to build a proper timeline. This is to **maximise** the opportunity for **success**.





# Example Agile v Traditional Project and Organisational Characteristics



## Agile



- Speed, speed, speed.
- What does this work best for?
  - New products.
  - New campaigns.
  - Market testing.
  - Non-core Systems.

## Traditional



- Quality, quality, quality.
- What does this work best for?
  - Looking after people's money, medical applications, payroll etc.
  - Implementing core systems.
  - Implementing systems that impact on people's safety.
  - Best where once you release you can't rollback.

# Importance of speed to market versus quality

SEVEN CONSULTING Project Pathfinder

1 Project Label 2 Methodology Selector 3 Defined Methodology 4 Deliverable Selector 5 Final Dashboard

Organization: Seven Consulting Project Name: Project Pathfinder Manager: SevenConsulting

8 / 30

### Q8 Speed to market or speed to value are critical

Strongly Agree

Agree

Neutral

Disagree

Strongly Disagree

**Category:** Project Benefits

**Guidance:**

Agile methods are well suited to development of new products or services and market testing new ideas, where speed to market may be critical to the success of the initiative. Direct collaboration with customers and end users combined with short sprints results in greater speed and alignment of delivered features to user needs, albeit in feature increments. Traditional methods may be better suited where timelines are not as critical and where a significant volume of features is required before the solution is able to be used.

Restart Back Next

## Agile



- Can deliver partial business benefits quicker.
- Get feedback from customers quickly.
- Refine and improve outputs for later cycles.
- How a child learns to walk.

## Traditional



- Best suited to majority of functionality being released in one go; e.g. a payroll program, GST introduction, currency change.

# Ability to deliver in short cycles.

SEVEN CONSULTING Project Pathfinder

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8 / 30

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Strongly Agree

Agree

Neutral

Disagree

Strongly Disagree

Category: Project Benefits

Guidance:

Agile methods are well suited to development of new products or services and market testing new ideas, where speed to market may be critical to the success of the initiative. Direct collaboration with customers and end users combined with short sprints results in greater speed and alignment of delivered features to user needs, albeit in feature increments. Traditional methods may be better suited where timelines are not as critical and where a significant volume of features is required before the solution is able to be used.

Restart Back Next



## Agile



- A product owner is essential to work with the team and be available to provide quick decisions.
- On large programs, you may need multiple product owners covering different areas with one overall decision maker.
- On small projects, a part time product owner that is available daily would likely suffice.

## Traditional



- Reviews can be done in larger blocks although the time this takes clearly creates time delays versus agile.
- Can suffer from management by committee.
- There may be some advantages in seeing the end-to-end requirements, design etc.

# A knowledgeable Product Owner is appropriately assigned to the project



SEVEN CONSULTING Project Pathfinder

1 Project Label 2 Methodology Selector 3 Defined Methodology 4 Deliverable Selector 5 Final Dashboard

Organization: Seven Consulting Project Name: Project Pathfinder Manager: SevenConsulting

16 / 30

**Q16 A knowledgeable and empowered Product Owner (Member of agile team responsible for defining stories and prioritizing the team backlogs) exists and could be assigned**

Strongly Agree

Agree

Neutral

Disagree

Strongly Disagree

**Category:** Flow of Knowledge

**Guidance:**

It is essential to the success of agile methods that an appropriate Product Owner be assigned to the project. The Product Owner must be knowledgeable in the project vision and product domain and be empowered to take decisions on prioritisation and acceptance of features. Traditional methods generally use group forums for deliverable review and approval and steering committees for decision making. These mechanisms are inadequate to support the demands of agile for rapid decision making and resolution of blockers.

Restart Back Next

# Are the tools (environments, processes and data) for continuous development, testing and deployment in place?

## Agile



- Hard to move to continuous development, testing and release if the supporting elements are not in place for this.
- Many companies need time to put these in place before they can run true agile programs.
- The need for proper environment and tooling is especially true at scale and for non-digital and highly integrated systems.

## Traditional



- Simpler for traditional projects as they have more time in parallel with requirements, design and build, to put these items in place where they don't exist.
- Fewer and less complex tooling generally required for traditional projects.

# Are the tools (environments, processes and data) for continuous development, testing and deployment in place?

SEVEN CONSULTING Project Pathfinder

1 Project Label 2 Methodology Selector 3 Defined Methodology 4 Deliverable Selector 5 Final Dashboard

Organization: Seven Consulting Project Name: Project Pathfinder Manager: SevenConsulting

25 / 30

Q25 The development tools necessary for continuous software integration are in place

Strongly Agree

Agree

Neutral

Disagree

Strongly Disagree

Category: Presence of Enablers

Guidance:

Agile methods utilise short duration sprints to deliver working outputs (software) for implementation or feedback. Productivity is paramount and is best enabled using a continuous integration approach. This approach requires specific tools and development practices which must be fully available early in the project. Traditional methods can also benefit from continuous integration techniques, however, there is generally time available whilst requirements and design phases are underway to establish the required tools and practices.

Restart Back Next



# Project Pathfinder - Selected Approach

SEVEN CONSULTING Project Pathfinder

1 Project Label 2 Methodology Selector 3 Defined Methodology 4 Deliverable Selector 5 Final Dashboard

Organization: Seven Consulting Project Name: Project Pathfinder Manager: SevenConsulting

Recommended Approach: Agile

73.4%

Agile Readiness Score: 78.1%

Agile Suitability Score: 69.2%

Risks to go Agile Risks to go Traditional Risks to go Hybrid 3 item(s)

| Question  | Response          | Advice   |
|---|-------------------|--|
| The risk of breaking existing working system or business process functionality is low | Strongly Disagree | Agile methods do not necessarily require that feature increments are implemented to production as they are developed. It is possible to use sprints to develop features which are then "batched up" to create a deployable release. In this context, an appropriate Product Owner and access to users/customers remains important. |
| Project delivery is impacted by other programs of work operating in the same space    | Agree             | Consider use of Scrum of Scrums approach to cross-team communications. Project team can structure planning & iterations to support dependency development. Conduct interface design as required (in Business Case, Iteration 0 or later)   |

Restart Back Start Deliverable Selector

# Project Pathfinder - Selected Approach



- 1 Project Label
- 2 Methodology Selector
- 3 Defined Methodology
- 4 Deliverable Selector
- 5 Final Dashboard

Organization: Seven Consulting Project Name: Project Pathfinder Manager: SevenConsulting

Recommended Approach

Agile

73.4%

Agile Readiness Score:  78.1%

Agile Suitability Score:  69.2%

Risks to go Agile Risks to go Traditional Risks to go Hybrid 25 item(s)

| Question  | Response          | Advice   |
|---|-------------------|--|
| The scope of the project is able to be changed once it has begun                        | Strongly Agree    | Traditional planning tends to prefer stable scope. If scope materially varies this triggers assessments and replanning which adds overhead. This overhead could cause a reluctance to replan which could cause missed opportunities to deliver additional value as opportunities arise |
| The requirements for the project are well known or not likely to change                 | Strongly Disagree | Traditionally planned projects are best set to deliver a fixed scope and there is little opportunity to expand and include "nice to have" requirements without increasing cost or time.  |
| There are more requirements than can or should be delivered (nice-to-have requirements) | Strongly Agree    | Traditionally planned projects set to deliver a set scope and there is little opportunity to expand and include "nice to have" requirements without increasing cost or time  |
| The project is critical to business operations  | Strongly Disagree |  |
| Scope flexibility is required to adapt to changing market conditions                    | Strongly Agree    | The more stable the context the more appropriate a traditional approach becomes. Changed conditions in a traditional project usually trigger re-planning and re-work, though this can be partially mitigated by adopting a rolling wave approach                                       |
| The effort required to complete the project can be easily estimated                     | Strongly Disagree | A small scale proof of concept or pilot project can be used to validate assumptions and increase accuracy of estimates but this can increase the overall timelines   |
| Speed to market or speed to value are critical  | Strongly Agree    | Traditional approaches prioritise complete solutions over speed to delivery so may not suit where time is a driving factor or market conditions require significant changes to scope and approach. Consider breaking into releases.  |
| This project only requires changes to one application or platform?                      | Agree             |  |

Restart
Back
Start Deliverable Selector

# Project Pathfinder - Selected Approach

- 1 Project Label
- 2 Methodology Selector
- 3 Defined Methodology
- 4 Deliverable Selector
- 5 Final Dashboard

Organization: Seven Consulting Project Name: Project Pathfinder Manager: SevenConsulting

Recommended Approach

Agile

73.4%

Agile Readiness Score:  78.1%

Agile Suitability Score:  69.2%

Risks to go Agile Risks to go Traditional **Risks to go Hybrid** 13 item(s)

| Question  | Response       | Advice  |
|---|----------------|---|
| Project viability or outcomes are uncertain   | Strongly Agree | Identify sub-sets of functionalities that would benefit from early feedback from the business and/or the customers. These sub-sets will be parts of the solution that are either the key or highest risk that need to be handled earliest.  |
| Speed to market or speed to value are critical  | Strongly Agree | Work with the Product Owner to identify subsets or groups of functionality self-sufficient for representing an idea to be tested in the market. Explore frequent deployment of these sub-sets and using the internal feedback loop for review of the requirements if necessary.   |
| This project only requires changes to one application or platform?  | Agree          | Early sprints may require "steel-thread" approach to validate integration and transaction paths and identify issues. Consider use of Scrum of Scrums approach to cross-team communications. Project team can structure planning & iterations to support dependency development. Conduct interface design as required (in Business Case, Iteration 0 or later) |
| How many Integration points does the project have?  | 1              | Early sprints may require "steel-thread" approach to validate integration and transaction paths and identify issues. Consider use of Scrum of Scrums approach to cross-team communications. Project team can structure planning & iterations to support dependency development. Conduct interface design as required (in Business Case, Iteration 0 or later) |
| Project delivery is impacted by other programs of work operating in the same space  | Agree          | Consider use of Scrum of Scrums approach to cross-team communications. Project team can structure planning & iterations to support dependency development. Conduct interface design as required (in Business Case, Iteration 0 or later)  |
| The stakeholders are willing to work in an iterative way  | Agree          | Hybrid methods generally support iterative processes with a dependency on stakeholder engagement for successful execution. If stakeholders are not willing to work in an iterative way the hybrid approach will be challenged. However, if the other characteristics support Hybrid, the stakeholder engagement issue needs to be fixed to be effective.      |
| A knowledgeable and empowered Product Owner (Member of agile team responsible for defining stories and prioritizing the team backlogs) exists and | Strongly Agree | Appointment of a knowledgeable and empowered Product Owner is critical to the success of projects. Consider educating the sponsor in the hybrid approach and  |

Restart

Back Start Deliverable Selector



Not every delivery decision is resolved by working out whether we should deliver via an agile, traditional or blended approach.

There is a second series of questions to be considered to determine whether for example:

- We need to do a parallel run?
- We need to test operability of the new system?
- We need to do performance, DR/BCP, or Security testing?
- We need to perform a dress rehearsal?
- We need to do a pilot?

And many dozens of other elements or deliverables.



# Project Pathfinder - Agile / Traditional agnostic question examples.

SEVEN CONSULTING Project Pathfinder

1 Project Label 2 Methodology Selector 3 Defined Methodology 4 Deliverable Selector 5 Final Dashboard

Organization: Seven Consulting Project Name: Project Pathfinder Manager: SevenConsulting

|                    |                 |                      |                   |
|--------------------|-----------------|----------------------|-------------------|
| Project Name       | Project Manager | Recommended Approach | Selected Approach |
| Project Pathfinder | SevenConsulting | Agile                | Agile             |

Architecture

2 / 8

|  |    |                                     |     |
|--|----|-------------------------------------|-----|
| 01. Is the new system critical to business operations within 24 hours of an outage?      | NO | <input checked="" type="checkbox"/> | YES |
| 02. Is Disaster Recovery and Business Continuity Plan critical for new /changed systems? | NO | <input type="checkbox"/>            | YES |
| 03. Is the project impacting a mission critical application environment?                 | NO | <input checked="" type="checkbox"/> | YES |
| 04. Is there high impact to operations?  | NO | <input checked="" type="checkbox"/> | YES |
| 05. Is a proof of concept an option?   | NO | <input checked="" type="checkbox"/> | YES |
| └ 05.a Are there adequate and appropriate resources to support a proof of concept?       | NO | <input type="checkbox"/>            | YES |
| └ 05.b Will the time line allow for running a proof of concept?                          | NO | <input checked="" type="checkbox"/> | YES |
| └ 05.c Is there sufficient budget to support running a proof of concept?                 | NO | <input type="checkbox"/>            | YES |

Restart Restart Current Step Back Next

# Project Pathfinder Example Output



SEVEN CONSULTING Project Pathfinder
Home Help Chat

1 Project Label
2 Methodology Selector
3 Defined Methodology
4 Deliverable Selector
5 Final Dashboard

Organization: Seven Consulting Project Name: Project Pathfinder Manager: SevenConsulting

Recommended Approach

Agile

Selected Approach

Agile

No. of Recommended Deliverables

70

Dashboard
Deliverable Library
Method Advice
Deliverable Selector Response

By Phase and Stream
By Phase
By Stream

| Phase                  | 1. Initiate | 2. Analyse | 3. Design | 4. Build | 5. Validate | 6. Implement | 7. Close | 8. Plan | 9. Execute |
|------------------------|-------------|------------|-----------|----------|-------------|--------------|----------|---------|------------|
| 12. Operations         |             |            | 1         | 3        | 2           | 1            |          |         |            |
| 11. Implementation     |             |            | 1         | 1        |             |              |          |         |            |
| 10. Testing            |             |            | 3         | 2        | 5           |              |          |         |            |
| 09. Data Migration     |             |            |           |          |             |              |          |         |            |
| 08. Infrastructure     |             |            | 1         | 2        |             |              |          |         |            |
| 07. Technology Team    |             |            | 2         | 4        |             |              |          |         |            |
| 06. Change Management  |             |            | 1         |          |             |              |          |         |            |
| 05. Benefits           |             | 1          |           | 1        | 1           |              |          | 2       |            |
| 04. Business           | 2           | 1          | 1         | 1        | 1           |              |          |         |            |
| 03. Architecture       |             | 2          | 3         | 1        |             |              |          |         |            |
| 02. Project Management |             |            |           |          |             |              | 2        | 9       | 3          |
| 01. Agile              | 1           | 2          | 3         | 1        | 1           | 1            |          |         | 1          |

Transfer Tasks
Export

# Project Pathfinder Example Output

## Component Library

Lists suggested deliverables and activities by phase and stream

Organization: Seven Consulting | Project Name: Project Pathfinder | Manager: SevenConsulting

Recommended Approach: Agile | Selected Approach: Agile | Gauge: 73.4% Hybrid | No. of Recommended Deliverables: 70

Dashboard | Deliverable Library | Method Advice | Deliverable Selector Response

| Phase            | Stream                 | Deliverable                                      | Description  |
|------------------|------------------------|--|--|
| 1. Initiate      | 01. Agile              | <a href="#">Product Vision / Concept Paper</a>   | The product vision is the overarching goal you are aiming for, the reason for creating the product. It provides a continued purpose in an ever-changing world, acts as the product's true north, provides motivation when the going gets tough, and facilitates effective collaboration  |
|                  | 04. Business           | <a href="#">High Level Business Requirements</a> | A sub-set of overall requirements management, high level statements of the goals, objectives, and outcomes that describe why a project/change has been initiated. They can apply to the whole of an enterprise, a business area, or a specific initiative.   |
|                  | 04. Business           | <a href="#">Project Scope</a>                    | Scope statements may take many forms depending on the type of project being implemented and the nature of the organisation. The scope statement details the project deliverables and describes the major objectives. The objectives should include measurable success criteria for the project.  |
| 2. Analyse       | 01. Agile              | <a href="#">Product Backlog</a>                  | In Agile, the Product Backlog is simply a list of all things that needs to be done within the project. It replaces the traditional requirements specification artefacts. These items can have a technical nature or can be user-centric e.g. in the form of user stories.  |
|                  | 01. Agile              | Agile Story Map                                  | A user story map arranges user stories into a useful model to help understand the functionality of the system, identify holes and omissions in a backlog, and effectively plan holistic releases that deliver value to users and business with each release  |
| 03. Architecture | Architecture (Project) | <a href="#">Architecture (Project)</a>           | High-level design (HLD) explains the architecture that would be used for developing a software product. The architecture diagram provides an overview of an entire system, identifying the main components that would be developed for the product and their interfaces. The HLD uses possibly nontechnical to mildly technical terms that should be understandable to the |

Showing 70 of 70 results

Transfer Tasks | Export

Organization: Seven Consulting | Project Name: Project Pathfinder

Recommended Approach: Agile | Selected Approach: Agile | Gauge: 73.4% Hybrid

Dashboard | Deliverable Library | Method Advice | Deliverable Selector Response

| QID | Question  | Response          | Risks to go Agile  | Risks to go Traditional  |
|-----|---|-------------------|--|--|
| Q1  | The scope of the project is able to be changed once it has begun                        | Strongly Agree    |  | Traditional planning tends to prefer stable scope. If scope materially varies this triggers assessments and replanning which adds overhead. This overhead could cause a reluctance to replan which could cause missed opportunities to deliver additional value as opportunities |
| Q2  | The requirements for the project are well known or not likely to change                 | Strongly Disagree |  | Traditionally planned and there is little opportunity to replan  |
| Q3  | There are more requirements than can or should be delivered (nice-to-have requirements) | Strongly Agree    |  | Traditionally planned and there is little opportunity to replan  |
| Q4  | Project viability or outcomes are uncertain   | Strongly Agree    | Identify sub-sets of functionalities that would benefit from early feedback from the business and/or the customers. These sub-sets will be parts of the solution that are either the key or highest risk that need to be handled earliest. |  |
| Q5  | The project is critical to business operations  | Strongly Disagree |  |  |

## Methodology Advice

Lists the responses to the Methodology questions and displays advice as appropriate

Organization: Seven Consulting | Project Name: Project Pathfinder | Manager: SevenConsulting

Recommended Approach: Agile | Selected Approach: Agile | Gauge: 73.4% Hybrid | No. of Recommended Deliverables: 70

Dashboard | Deliverable Library | Method Advice | Deliverable Selector Response

| Area  | Question   | Response |
|---|--|----------|
| Agile   | 01. Is the solution highly complex?  |          |
|   | 02. Do the requirements require prioritisation for delivery?                             |          |
| Architecture  | 01. Is the new system critical to business operations within 24 hours of an outage?      |          |
|   | 02. Is Disaster Recovery and Business Continuity Plan critical for new /changed systems? |          |
|   | 03. Is the project impacting a mission critical application environment?                 |          |
|   | 04. Is there high impact to operations?  | ✓        |
|   | 05. Is a proof of concept an option?   | ✓        |
| 06. Are there adequate and appropriate resources to support a proof of concept? |  | ✗        |

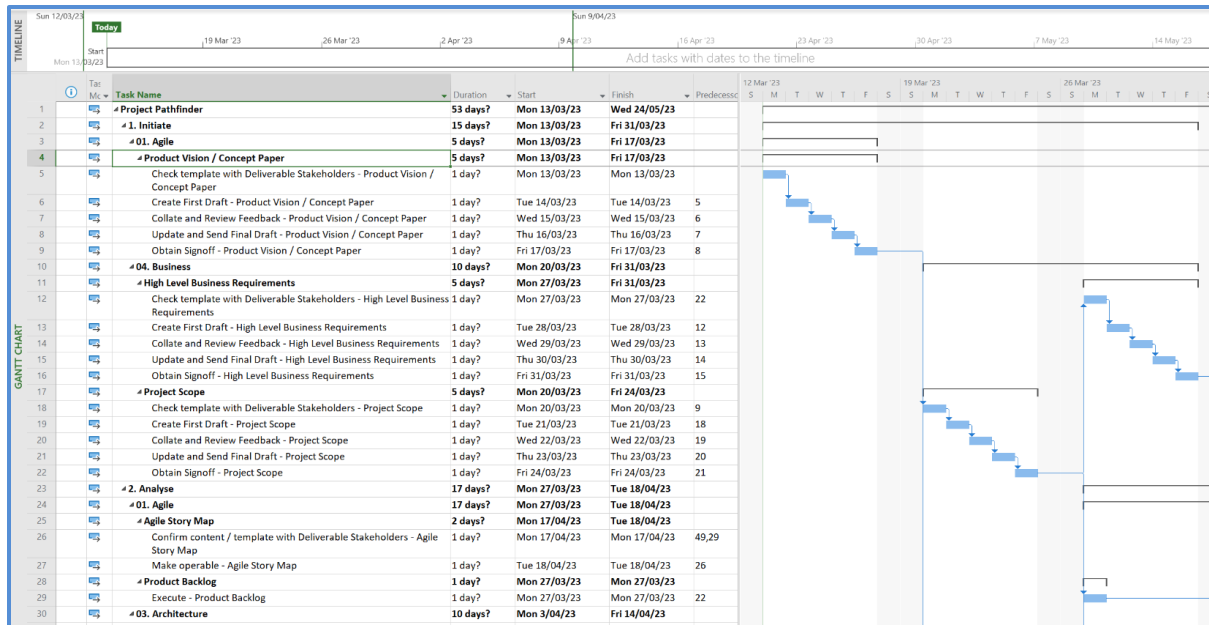
Transfer Tasks | Export

## Component Selector

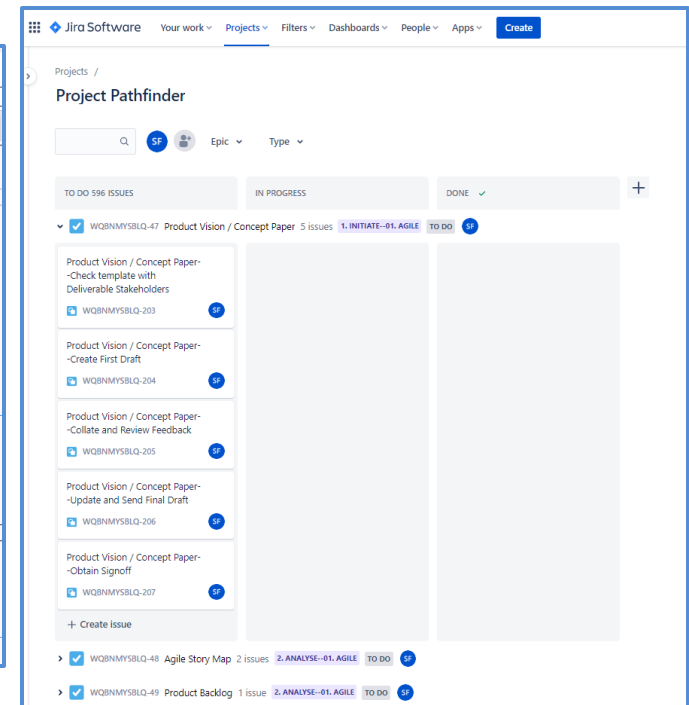
Lists the responses to the Component questions for reference

# Tool Outputs within 30 minutes

1. Recommended delivery approach for your program.
2. The risks with that approach and suggested mitigants.
3. Deliverables by phase and workstream.
4. Automatically created schedule / tasks including dependencies in either MS project or JIRA.



MS Project Tasks , Schedule & Dependencies



JIRA Epics with Sub-task



# Tool implementation steps and median durations

## Activities

Understand and review current delivery methodology

Recommend and agree any changes around deliverables and descriptions

Updating tool to reflect agreed approaches

Add new or revised Templates to intranet

Test tool on sample set of projects

**Rollout.**  
Mostly spent organizing rollout meetings.

### Customised Tool Implementation

### Out-of-the-box Implementation

Week 1

Week 2

Week 1

Week 2

Week 3

Week 4

Week 5

Week 6

Week 7



Review of your current methodologies.

Agreed and implemented improvements to the methodologies.

Project Pathfinder updated to reflect your agreed situational delivery processes.

Revised delivery processes and templates.

Piloting, Training and Rollout of Project Pathfinder.

## Outputs

1. Enforces a consistent approach across your portfolio to having your project delivery customised and optimised based on its and your organisation's characteristics.
2. Increased ability to quickly define delivery approach
3. Reduced level of project management oversights or omissions. Fewer surprises
4. Leads to better project outcomes being:
  - a) Earlier Delivery.
  - b) Cheaper Delivery.
  - c) Higher Quality.
  - d) Earlier and more complete delivery of scope to generate larger benefits.



# Who would find this useful?

- This tool is of best use for each of the following to assess or build delivery approach per project.
  - Portfolio Managers
  - ePMO or ITPMO Managers
  - Risk and Assurance Stakeholders and Program Reviewers
  - Project Managers stepping into larger or different roles
  - Getting new or contract staff to deliver as per your methodology.
- We use this tool across our whole technology change portfolio with over 40 client organisations and has led to an increase in customer satisfaction to over 99% in every year since introduction.



# Project Pathfinder Licence Costings

| License    | Number of Users | Application Usage | Support       |                |             | Price Per Annum                        | Term                              |
|------------|-----------------|-------------------|---------------|----------------|-------------|--|-----------------------------------|
|            |                 |                   | Setup Support | Direct Support | Web Support |  |                                   |
| Corporate  | 100             | Unlimited         | ✓             | ✓              | ✓           | \$90,000 per year or \$7,500 per month | Ongoing until one month's notice. |
| ePMO       | 5               | Unlimited         | ✓             | ✓              | ✓           | \$60,000 per year or \$5,000 per month | Ongoing until one month's notice. |
| SME        | 1               | Unlimited         | ✓             | ✓              | ✓           | \$30,000 per year or \$2,500 per month | Ongoing until one month's notice. |
| Individual | 1               | 5 Projects        |               |                | ✓           | \$1000 lump sum paid per year          | Ongoing until one month's notice. |

\*Users must be within a single corporate domain



# Improve Project Success Rates with Pathfinder

1. Follow a consistent approach to customise and optimise project delivery based each projects and organisation's key characteristics.
2. Reduce the level of project management oversights or omissions.
3. Identify delivery approach risks and mitigants.
4. Create a draft schedule in MS project or JIRA with streams, phases, deliverables, tasks and dependencies.
5. Enable better project outcomes.
6. All in 30 minutes or less.



Visit us for more information:

<https://www.sevenconsulting.com/project-pathfinder/>

## Our projects so far:

Seven Consulting regularly gives back to the wider community, supporting our team and their families in voluntary projects to assist those who find themselves in need of help.

**2007**

Villawood Detention Centre (Sydney)

**2008**

South Australian Detention Centre (Sydney)

**2011**

Cambodian School Build (Sydney)



**2012**

Barnardos Kingston House (Sydney)



**2013**

Youth off the Streets (Sydney)



**2015**

- Jesuit Refugee House – Blaiket (Sydney)
- Hanover Crisis Centre (Melbourne)



**2020 –**

**DONATION DRIVE**



Project 7 gave back to the community, by donating \$104,000 across 29 charities, enabling these organisations to create real change in the lives of those who need it most.

**2019**

- Avalon Centre (Melbourne)
- Dignity.org.au (Sydney)
- Bahay San Jose – House with No Steps Foundation (Manila)



**2018**

- Erin's Place (Sydney)
- Concordia Childrens Services (Manila)
- M.A.D. Woman Foundation (Melbourne)



**2017**

- Launch Housing (Melbourne)
- Cerebral Palsy Foundation (MNL)



**2016**

Marian Villa (Sydney)



**2021 – Mini Project 7**

In 2021, Seven Consulting continued to acknowledge the importance of fostering a community presence. Seven Consulting team members across three cities were able to participate in multiple mini projects this year to see our Project 7 commitment through.



**2022 – Mini Project 7**

- M.A.D. Woman (Melbourne)
- *The pencil case challenge*
- Bahay ni Maria and Tahanan ng Pagmamahal (Manila)



**2023 – Mini Project 7**

**Sydney & Melbourne**

- Clean Up Australia
- HeartKids
- M.A.D. Woman

**Sydney**

- Balmoral Bum
- Monika's Rescue
- Pocket City Farms

**Manila**

- Solar Hope
- JCI Batangas Caballero



**2024**

**Sydney**

- Northern Beaches Women's Shelter

**Melbourne**

- Community Housing Limited

**Manila**

- Habitat for Humanity Philippines
- Tanging Yaman Foundation Inc.





# SEVEN CONSULTING DELIVERY SUMMIT



The purpose of the Seven Consulting annual Delivery Summit is to share our clients' best practice in program and project delivery. It also serves as a celebration of success and a thank you, training and networking opportunity for our clients and their selected delivery leads.

## Some of the Delivery Summit Speakers include:

**Richard Heeley**, CIO – Head of Technology, Macquarie BFS; **Alastair Symington**, Group CEO and Managing Director, Blackmores Group; **John Hunt**, CIO & Director of Group Enablement, Woolworths Group; **Elise Kellond-Knight**, Former Matilda (115 Caps) Football Australia & PMO Consultant, Seven Consulting; **Hugh Harley**, Professor of Practice (Global Economy), University of Sydney; **Jennifer Dean**, Chair of Basketball NSW & former EGM Strategic Partnerships at Future Super; **Bianca Hartge-Hazelman**, Founder and CEO, Financy; **Joshua Torrens**, Director Logistics and Equipment, NSW Rural Fire Service; **Kyla Tustin**, Founder, Executive Coach & Program Creator, The Greate Group; **James Madigan**, CIO, a2 Milk Company; **Kimberlea Dudley**, Head of Quality, Indue; **Tony Morris**, Partner, Ashurst Risk Advisory

The 2024 Seven Consulting Delivery Summit received an **NPS of 74.**

## Our Delivery Summit Supporting Organisations



Visit us for more information:

[www.sevenconsulting.com/seven-consulting-delivery-summit](http://www.sevenconsulting.com/seven-consulting-delivery-summit)





Following on from being the first dedicated sponsor of the Matildas we continue our support of world-class Australian women's teams with the Seven Consulting Opals, currently ranked No.2 in the world and Olympics world bronze medal winners.

We are extremely proud to be official sponsors of the Australian Women's National Basketball team, the Seven Consulting Opals.



Seven Consulting is a proud naming rights partner of the Australian Women's National Basketball team, the Seven Consulting Opals



is a proud naming rights partner of the





**Australia's Best Program Delivery Company**

*Peak Results, Delivered Together*

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