



# Artemis Overview 2017

*San Diego, CA*

*September 12, 2017*

Who is WE?

Building Success

The Artemis Journey

Sample Customer Project

Closing Thoughts

# ESW Capital Companies



# To Start with...

- Aurea, ESW, Trilogy, Versata, Artemis, Accept
- A group of companies with common ownership, sharing goals and best practices
- Similar to Constellation Software and Vista Private Equity
- We OWN 120+ Companies
- We recently purchased JIVE – Publically Traded \$300M+ company
- We own 10% plus of another 10 public companies, REDKNEE, UPLAND



- Nasdaq: JIVE, \$204M 2016 revenues
- Leading provider of communication and collaboration solutions for business
- More than 30M users worldwide in virtually every industry
- Consistently recognized as a leader by top analyst firms
- Acquired by ESW Capital on 6/12/17 for \$462M

## The Typical Model

- 1 GROWTH
- 2 PROFIT
- 3 CUSTOMER SUCCESS

## OUR Model

- 1 CUSTOMER SUCCESS
- 2 PROFIT
- 3 GROWTH

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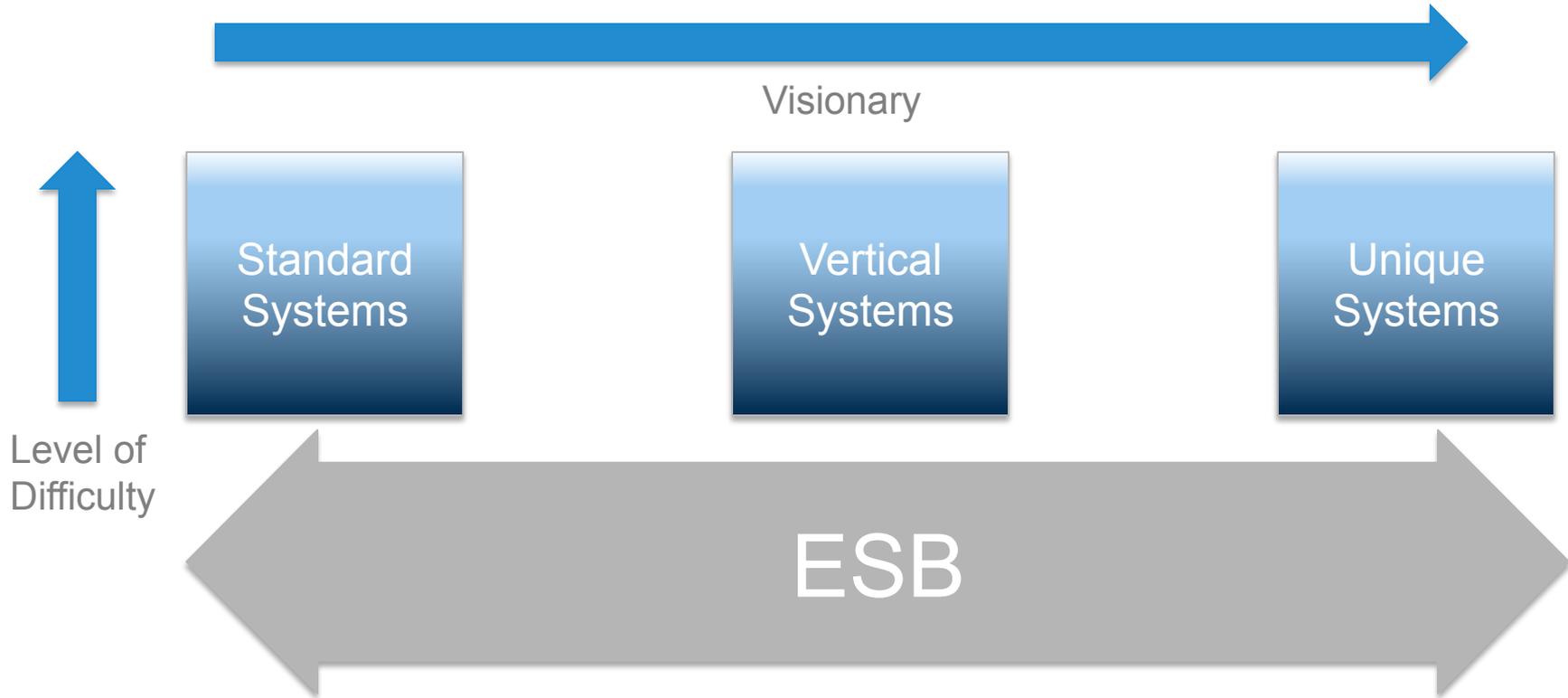
# Some Specifics About Aurea



**9000+** CUSTOMERS  
**6** CONTINENTS  
**5000+** EMPLOYEES  
**DOZENS** OF PRODUCTS

**INDUSTRY SOLUTIONS** LIFE SCIENCES  
TRAVEL &  
ENTERTAINMENT  
CONSTRUCTION  
ENERGY  
TELECOM  
RETAIL  
INSURANCE  
MANUFACTURING

# To Build Success



# Transformative Experiences

*Our group helps global enterprises create and deliver transformative customer experiences*



The **WALT DISNEY** Company

# Artemis Agenda

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# Artemis Profile

600,000+ USERS

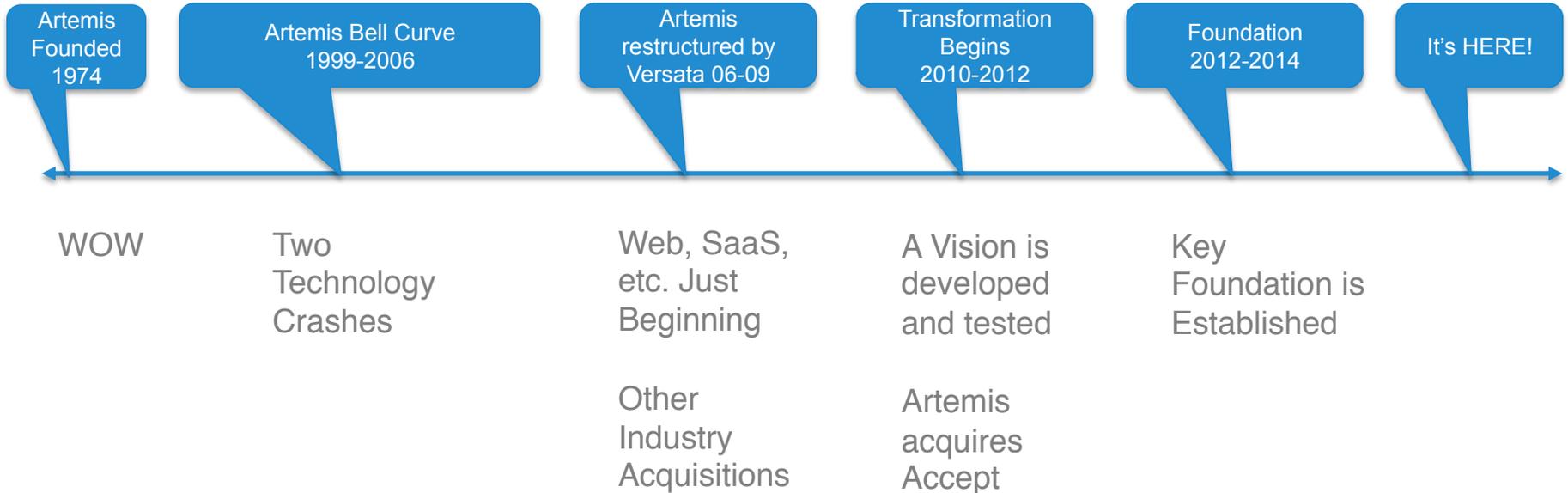
46 COUNTRIES

4 PRODUCTS

INDUSTRY DEFENSE  
SOLUTIONS SOFTWARE

IT  
TECHNOLOGY  
BIOTECH  
ENERGY  
CONSTRUCTION

# Artemis Timeline



- History and Software

- ❖ Defense Expertise

- ❖ EVM Expertise

- ❖ Large Project Expertise

- ❖ Knolls, Newport, Bath, BAE, General Dynamics, Lockheed, MSFT, Band Of England, Heathrow T5, Oracle, Nokia



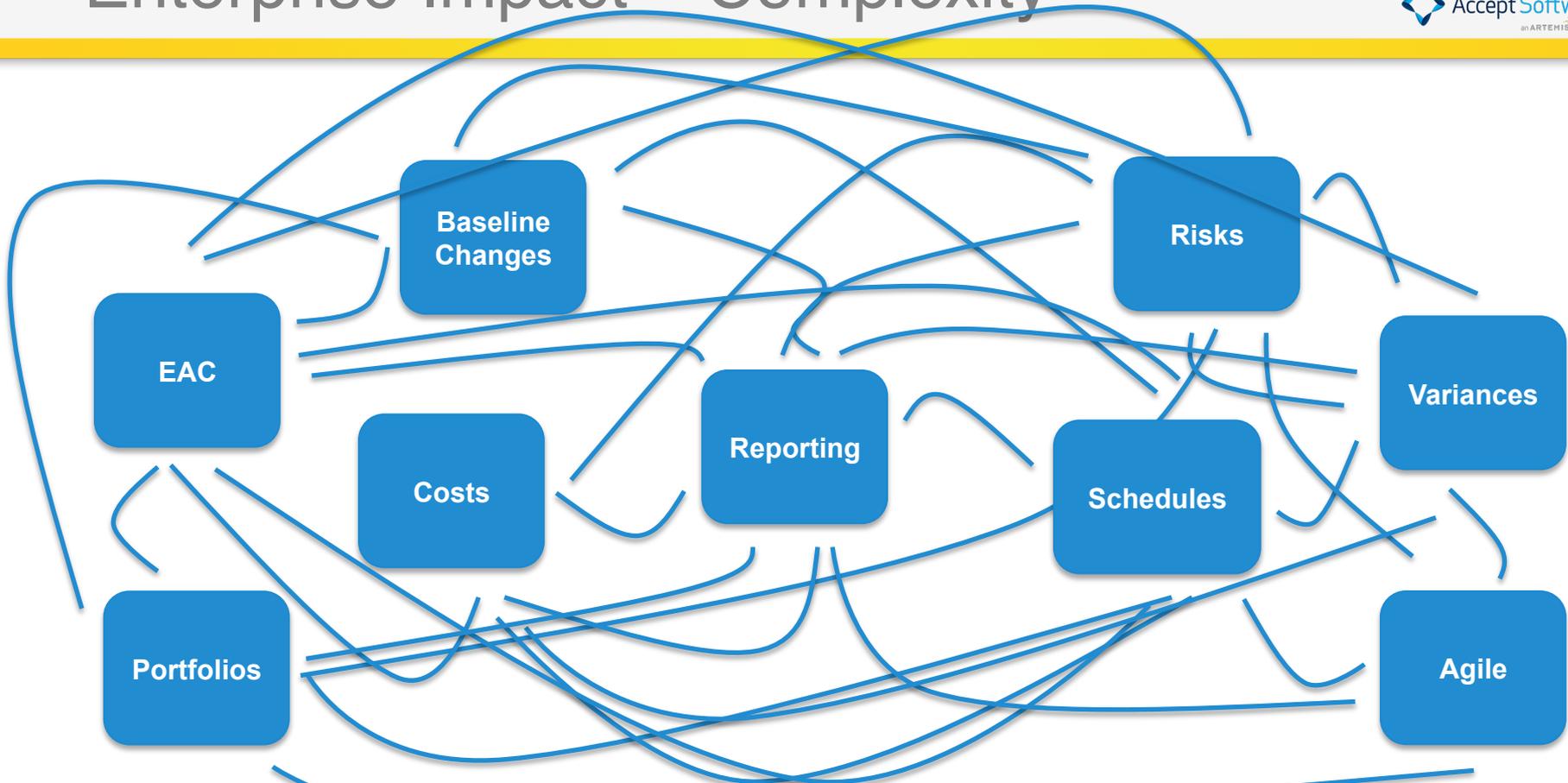
# Our View

Visibility

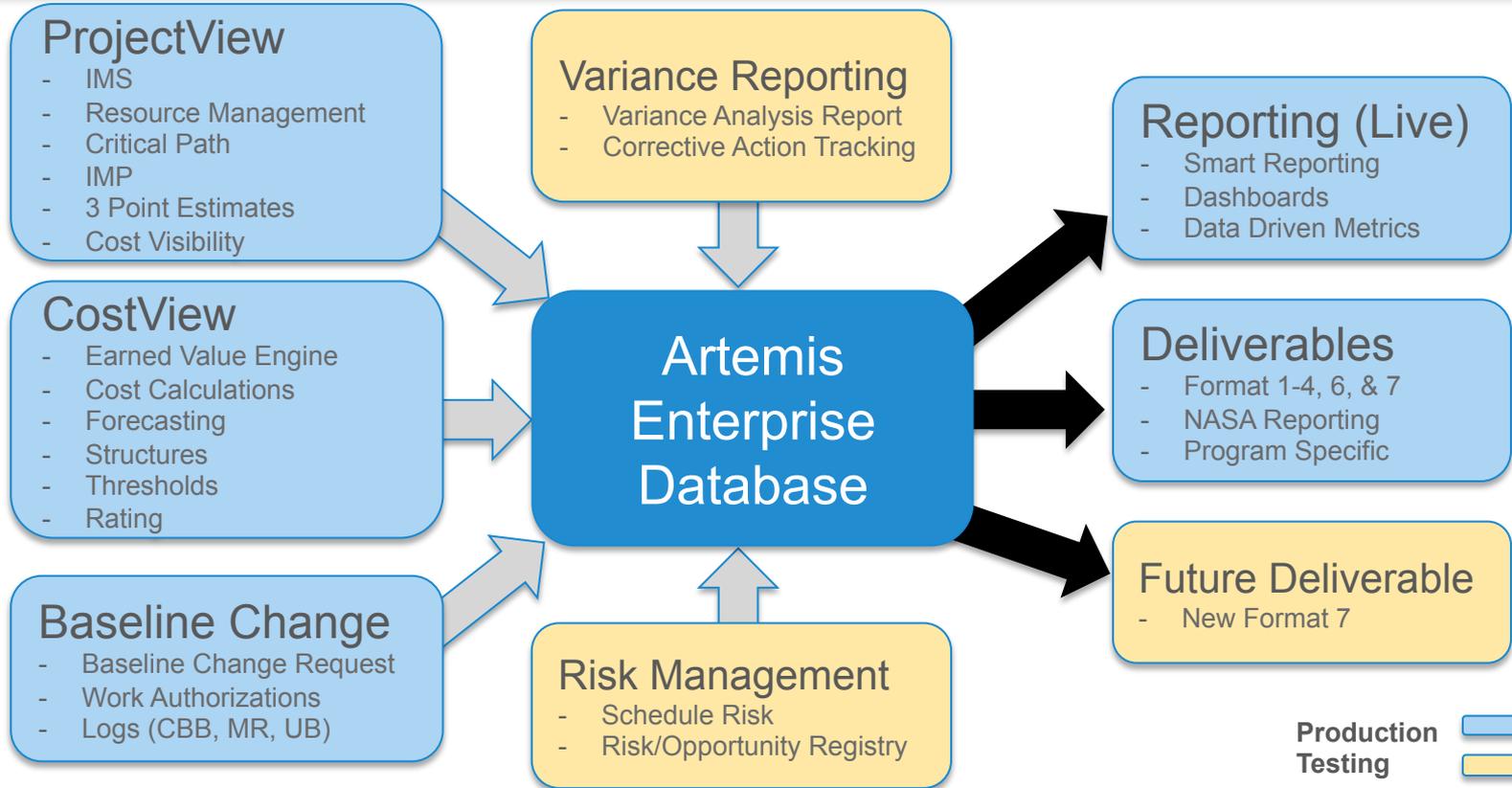
Project  
Efficiency



# Enterprise Impact – Complexity

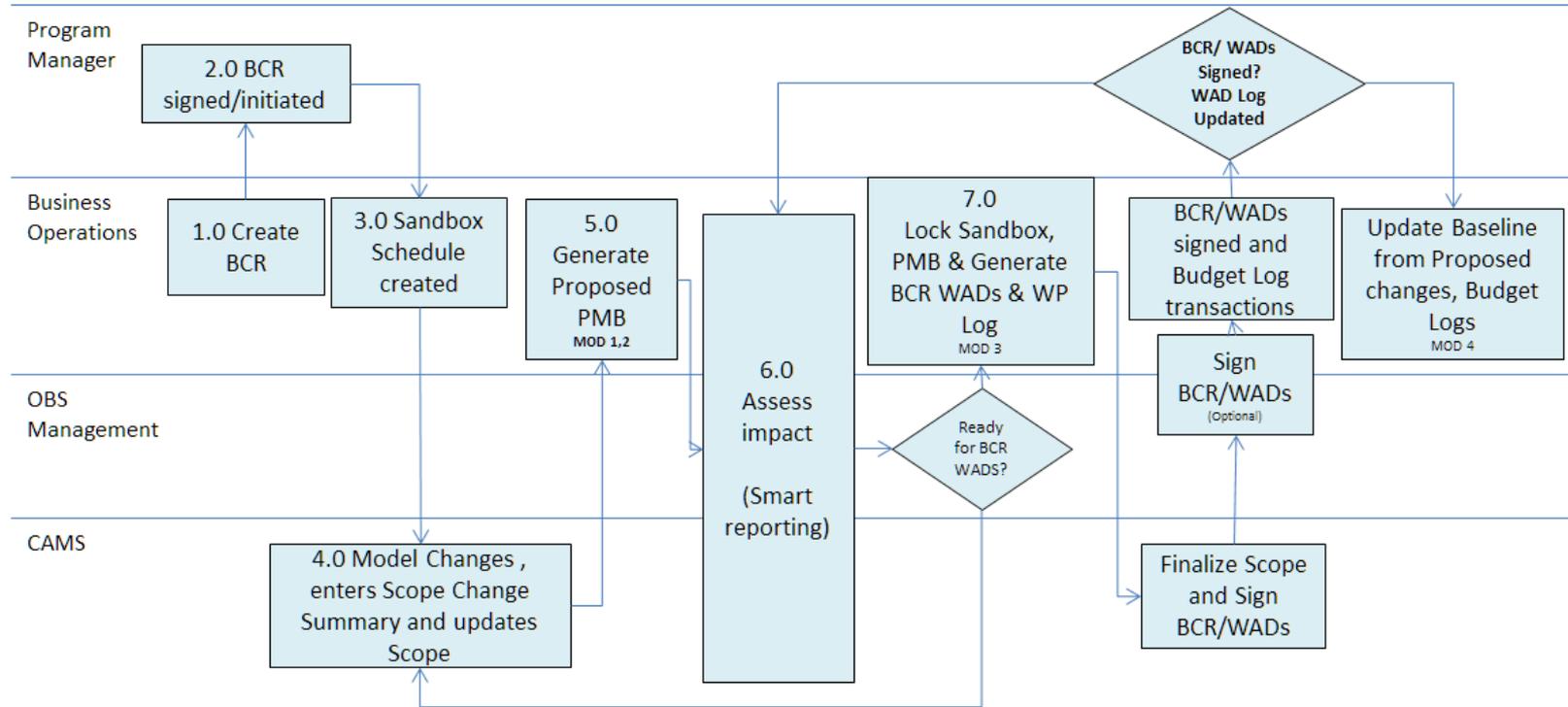


# Artemis Functionality and Data





# Integrated Change Management

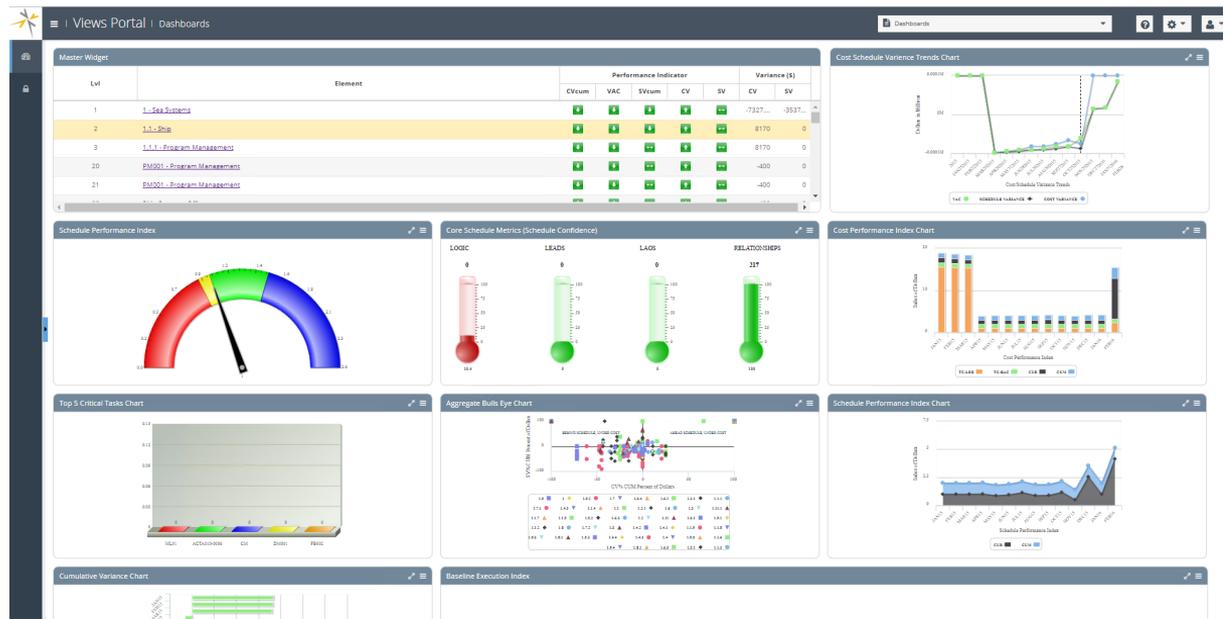


## Fully Integrated Government and Corporate Governance

Metric ID	Category/Guideline/Metric/Test Description	Result Value	R/G (Pass / Fail)	Comment
748-C1	<b>Organization</b>			
748-G1	Guideline 1 – Define Work Scope (WBS)			
DDA-01	Does the WBS include all levels specified in the contractual reporting requirements?	Yes		This is an all or nothing requirement
DDA-02	Are all SOW requirements included in the WBS?	Yes		This is an all or nothing requirement
748-G2	Guideline 2 – Define Project Organization (OBS)			
DDA-03	Is there a single OBS used on the contract?	Yes		This is satisfied in Artemis by design
DDA-04	Are all major sub-contractors and Intra-organizational work with an EVMS DFARS Clause flowdown requirement	Yes		
748-G3	Guideline 3 – Integrate Processes	No	Red	Red if at least one test fails at any level
748-G4	Guideline 4 – Identify Overhead Management	Yes		
748-G5	Guideline 5 – Integrate WBS/OBS to Create Control Accounts	Yes		
748-C2	<b>Planning, Scheduling, and Budgeting</b>			
748-G6	Guideline 6 – Schedule with Network Logic	Yes		
748-G7	Guideline 7 – Set Measurement Indicators	Yes		
748-G8	Guideline 8 – Establish Budgets for Authorized Work	Yes		
748-G9	Guideline 9 – Budget by Cost Elements	Yes		
748-G10	Guideline 10 – Create Work Packages, Planning Packages	Yes		
748-G11	Guideline 11 – Sum Detail Budgets to Control Account	Yes		
748-G12	Guideline 12 – LOE Planning and Control	Yes		
748-G13	Guideline 13 – Establish Overhead Budgets	Yes		
748-G14	Guideline 14 – Identify Management Reserve and Undistributed Budget	Yes		
748-G15	Guideline 15 – Reconcile to Target Cost Goal	Yes		
748-C3	<b>Accounting Considerations</b>			
748-G16	Guideline 16 – Record Direct Costs	Yes		
748-G17	Guideline 17 – Summarize Direct Costs by WBS Elements	Yes		
748-G18	Guideline 18 – Summarize Direct Costs by OBS Elements	Yes		
748-G19	Guideline 19 – Record/Allocate Indirect Costs	Yes		
748-G20	Guideline 20 – Identify Unit and Lot Costs	Yes		
748-G21	Guideline 21 – Track and Report Material Costs and Quantities	Yes		
748-C4	<b>Analysis and Management Reports</b>	No	Red	
748-G22	Guideline 22 – Calculate Schedule Variance and Cost Variance	Yes		
748-G23	Guideline 23 – Identify Significant Variances for Analysis	No	Red	
748-G24	Guideline 24 – Analyze Indirect Cost Variances	Yes		
748-G25	Guideline 25 – Summarize Information for Management	Yes		
748-G26	Guideline 26 – Implement Corrective Actions	No	Red	
748-G	Guideline 27 – Revise Estimate at Completion (EAC)	Yes		
748-C5	<b>Revisions and Data Maintenance</b>	No	Red	
748-G27	Guideline 28 – Incorporate Changes in a Timely Manner	Yes		
748-G28	Guideline 29 – Reconcile Current to Prior Budgets	No	Red	
748-G29	Guideline 30 – Control Retroactive Changes	Yes		
748-G30	Guideline 31 – Prevent Unauthorized Revisions	No	Red	
748-G31	Guideline 32 – Document PMB Changes	Yes		

# Smart Reporting

Artemis will fully support all current and future Government Reporting formats out of the BOX



# The Artemis/Accept Suite

## FOR EVERYTHING YOU PLAN AND EXECUTE



Feedback

Requirements

Planning

Execution

Analysis

# Artemis Agenda

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# Sample Artemis Customer Project

## Tools Replacement



## Reduction in Workforce

- Global Technology Company
- 15,000 Employees
- Several Divisions
- Very Competitive Market

## Increased Efficiency



## Expanded Capabilities

# Project Example

## Tools Replacement



Reduction in Workforce

- Replaced Systems Globally
- Dramatically Improved Functionality

## Results:

- Hard – Savings of \$3M Annually
- Soft – ROI?



Expanded Capabilities

# Project Example

## Tools Replacement



## Reduction in Workforce

## Increased Efficiency

- Initial Overhead Rate of 10%
- Final Overhead Rate of ~5%
- Significant Reduction in Team Size

## Results:

- Reduction of More Than 100 People
- Annual Savings of More Than \$10M
- Redeployment

## Expanded Capabilities

# Project Example

## Tools Replacement

- Significant Improvement in Hitting Targets
- Significant Improvement in “Adjustments”
- Improved Quality

## Results:

- Improved Time to Release by six months
- Decreased Work Around Rate by 50%

## Reduction in Workforce

## Increased Efficiency



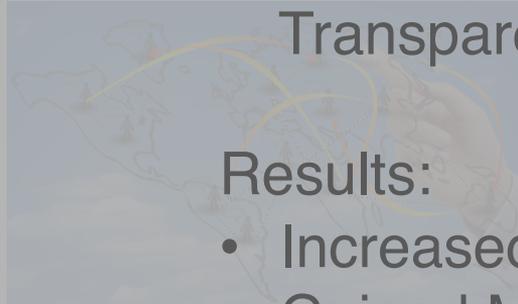
## Expanded Capabilities

# Project Example

## Tools Replacement



- Improved Flexibility
- Improved Quality
- Improved Visibility and Transparency



## Results:

- Increased Revenue by \$20M
- Gained Market Share

## Reduction in Workforce

## Increased Efficiency



## Expanded Capabilities

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# Closing Thoughts

- THANK YOU for your time
- We would love to talk to you and build an ROI
- Come see us or schedule a demo to review Artemis
- Please tell us what we are missing

# Summary

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