



# 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



# Jive Software – Profile



- 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**

Who is WE

Building Success

The Artemis Journey

Sample Customer Project

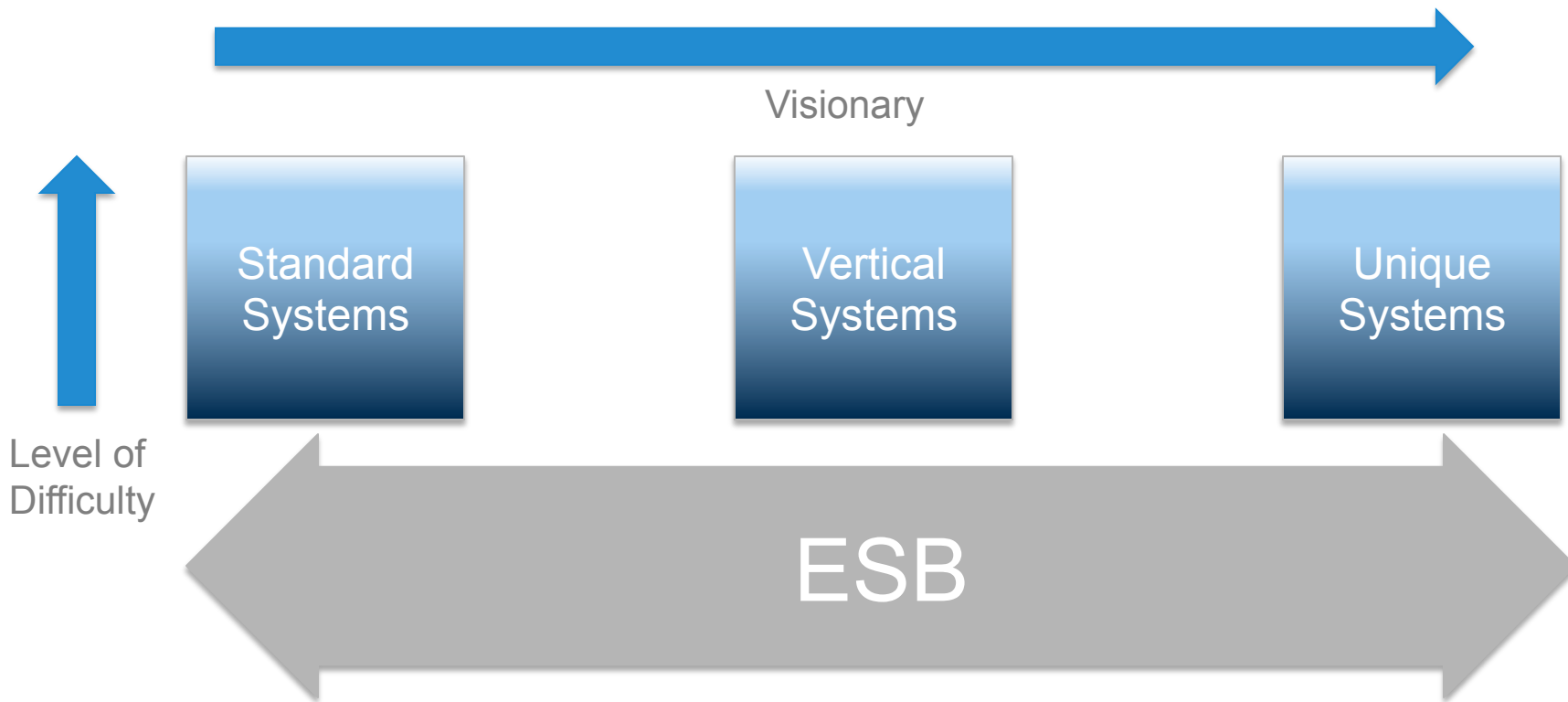
Closing Thoughts

# Some Specifics About Aurea



9000+	CUSTOMERS	INDUSTRY	LIFE SCIENCES
6	CONTINENTS	SOLUTIONS	TRAVEL &
5000+	EMPLOYEES		ENTERTAINMENT
DOZENS	OF		CONSTRUCTION
	PRODUCTS		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

Who is WE

Building Success

The Artemis Journey

Sample Customer Project

Closing Thoughts

# Artemis Profile

600,000+ USERS

46 COUNTRIES

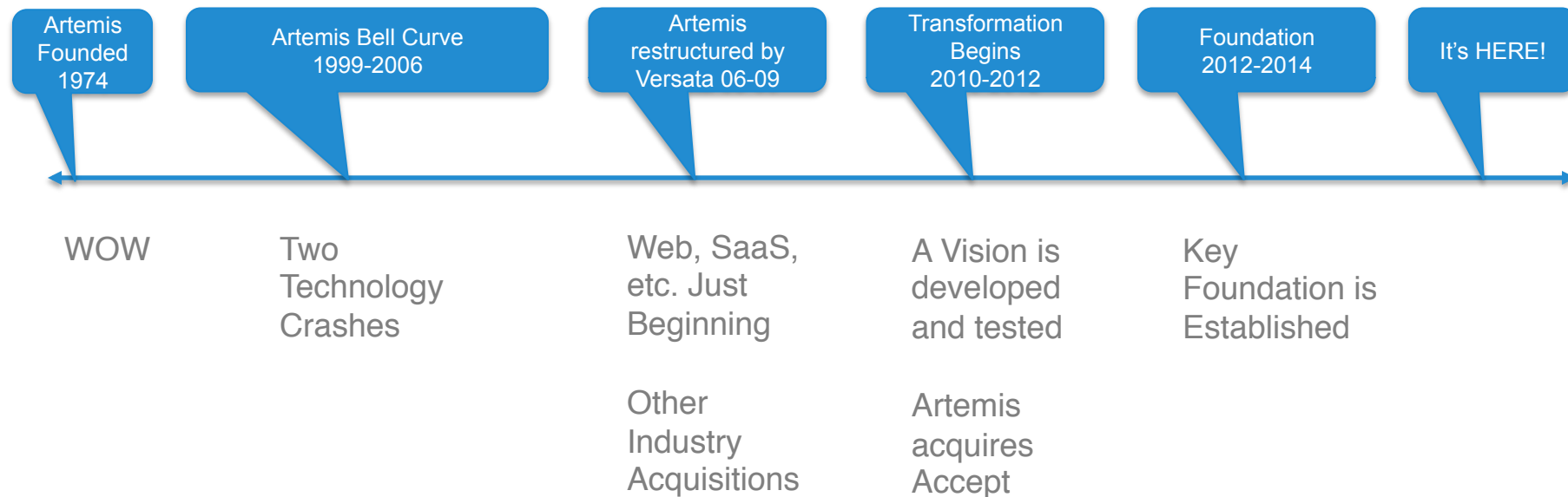
4 PRODUCTS

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



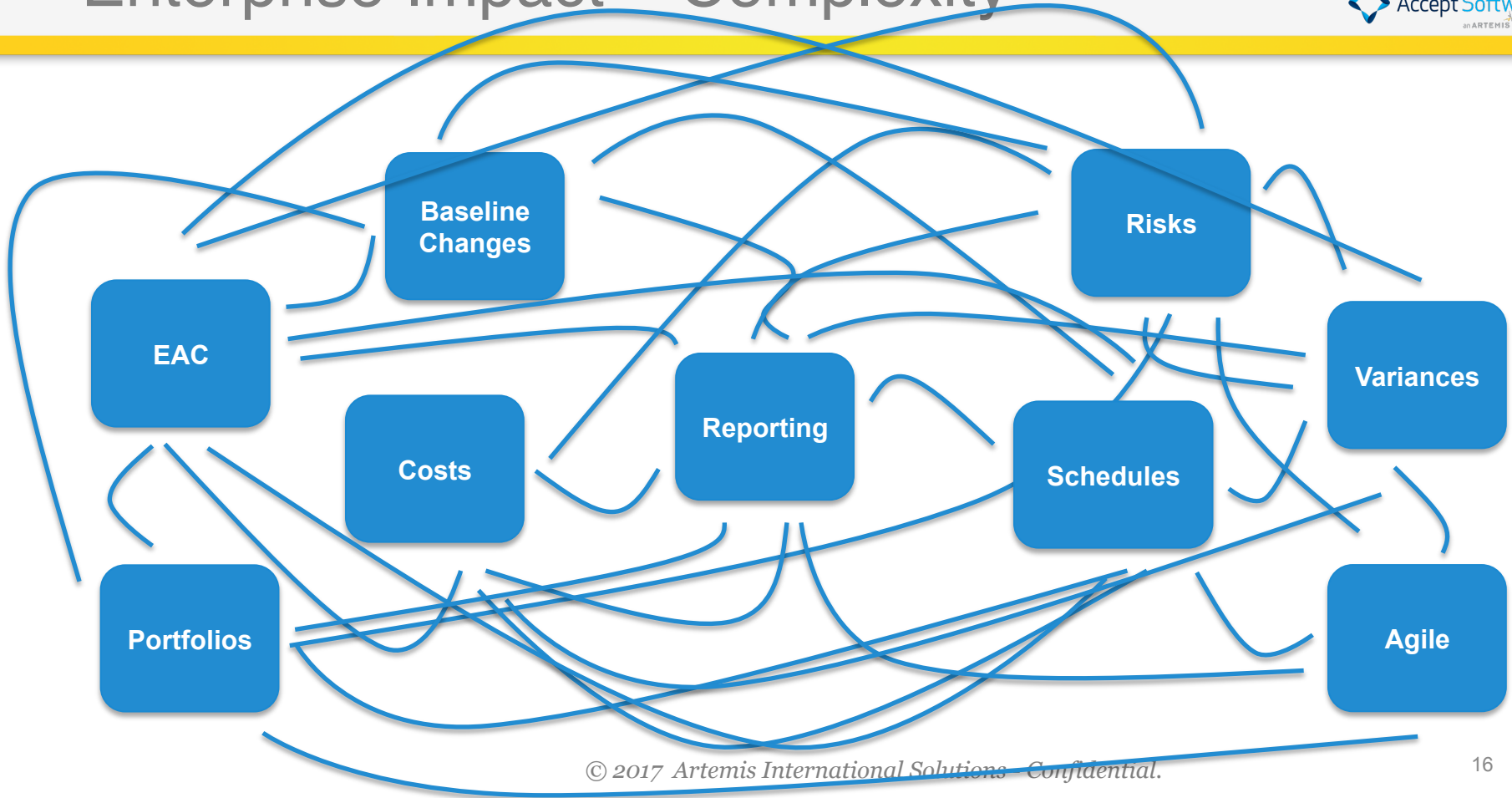
# Our View

Visibility

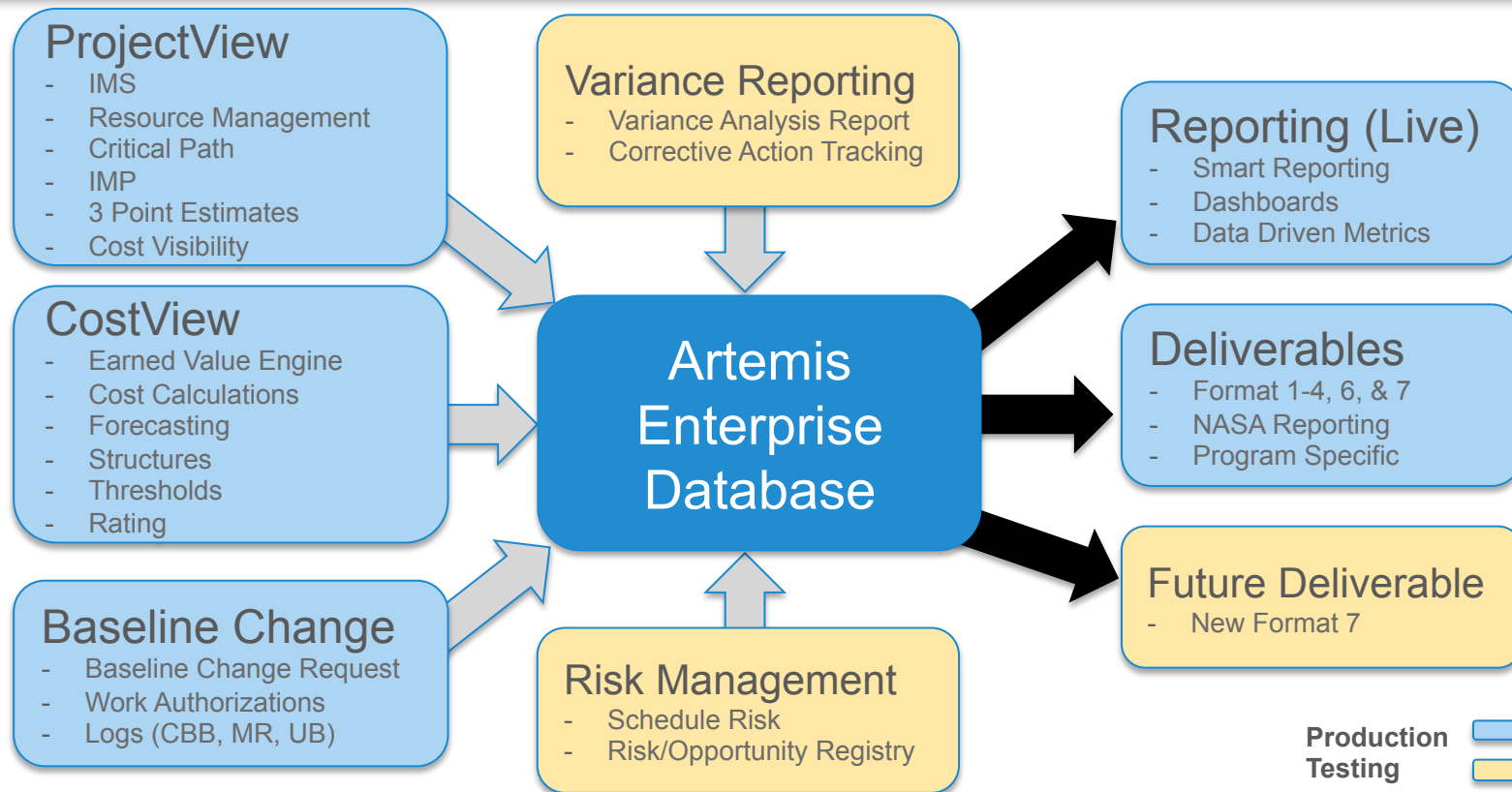
Project  
Efficiency



# Enterprise Impact – Complexity

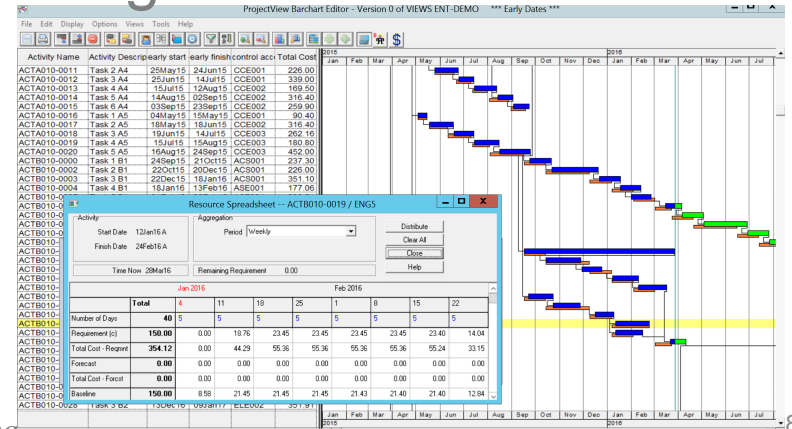


# Artemis Functionality and Data

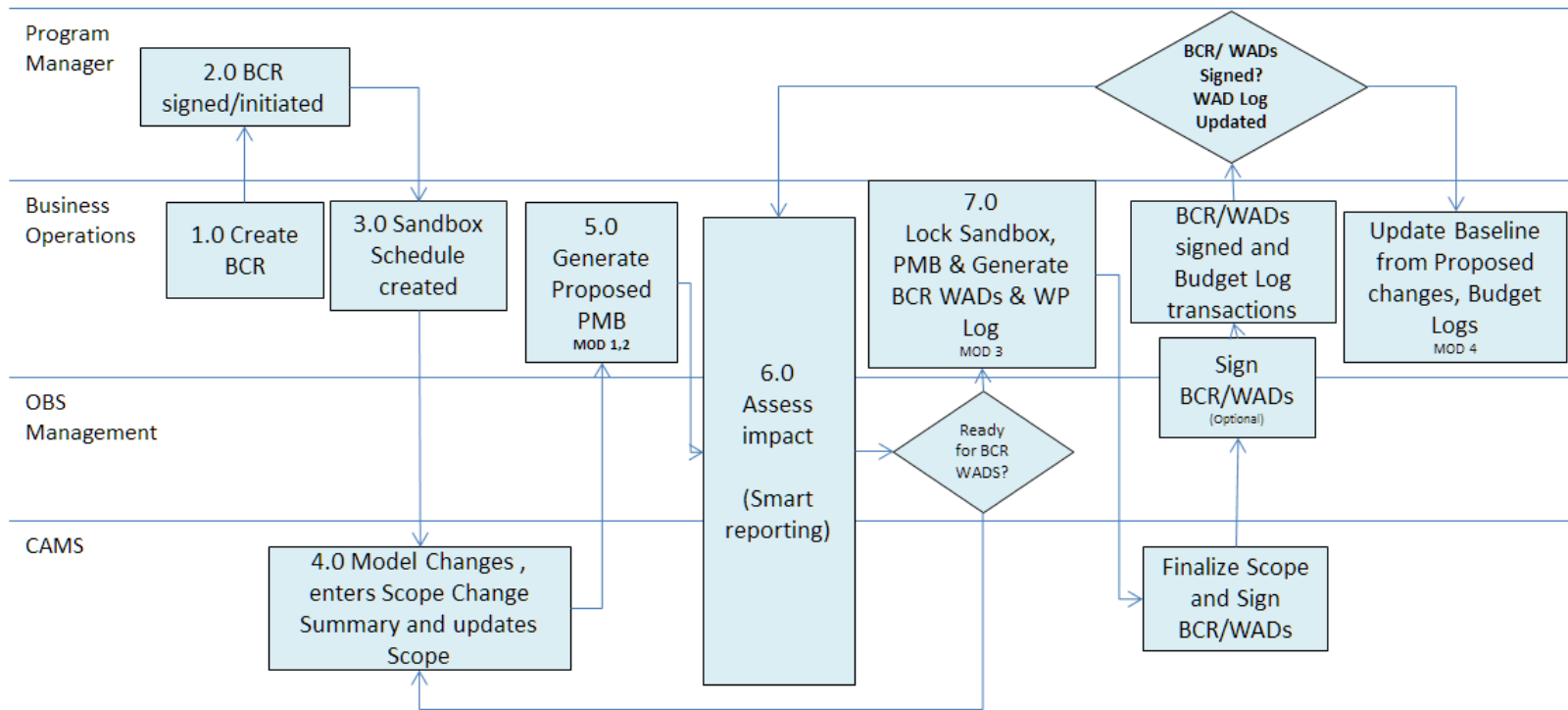


# Truly Integrated System

- Full Integration of Cost and Schedule
  - ❖ Better control of projects
  - ❖ Quicker adjustments
  - ❖ More PMs doing Project Management



# Integrated Change Management



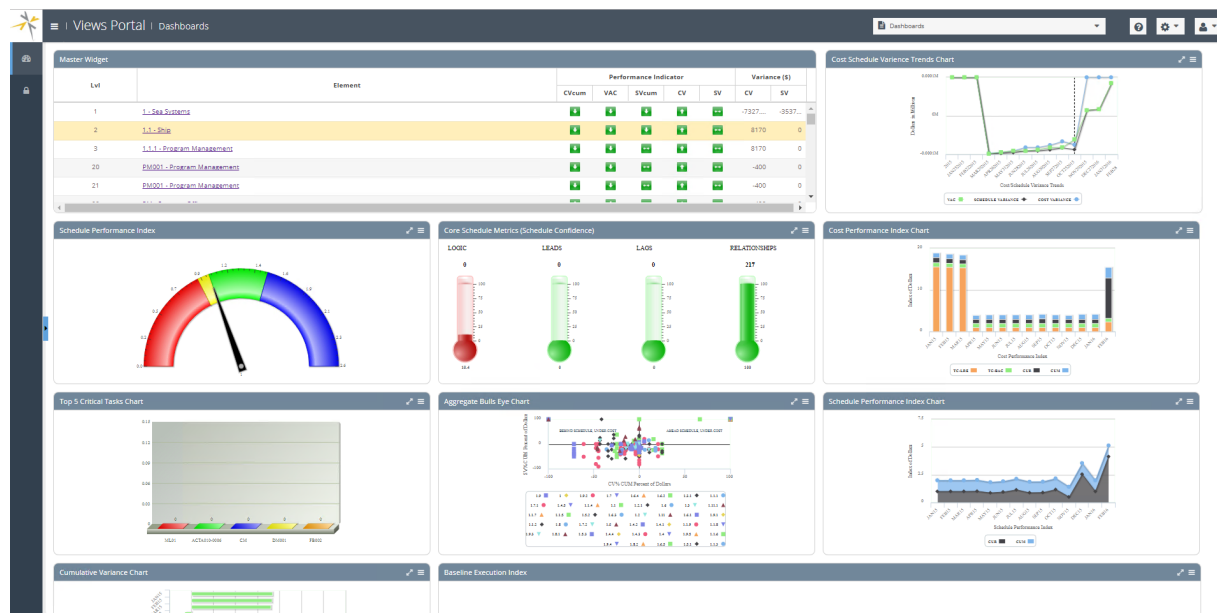
## Fully Integrated Government and Corporate Governance

	A	B	C	D	G
	Metric ID	Category/Guideline/Metric/Test Description	Result Value	R/G (Pass / Fail)	Comment
1					
2	748-C1	<b>Organization</b>			
3	748-G1	Guideline 1 – Define Work Scope (WBS)			
4	DDA-01	Does the WBS include all levels specified in the contractual reporting requirements?	Yes		This is an all or nothing requirement
5	DDA-02	Are all SOW requirements included in the WBS?	Yes		This is an all or nothing requirement
6	748-G2	<b>Guideline 2 – Define Project Organization (OBS)</b>			
7	DDA-03	Is there a single OBS used on the contract?	Yes		This is satisfied in Artemis by design
8	DDA-04	Are all major sub-contractors and intra-organizational work with an EVMS DFARS Clause flowdown requirement	Yes		
9	748-G3	Guideline 3 – Integrate Processes	No		Red if at least one test fails at any level
22	748-G4	Guideline 4 – Identify Overhead Management	Yes		
24	748-G5	Guideline 5 – Integrate WBS/OBS to Create Control Accounts	Yes		
25	748-C2	<b>Planning, Scheduling, and Budgeting</b>			
26	748-G6	Guideline 6 – Schedule with Network Logic	Yes		
27	748-G7	Guideline 7 – Set Measurement Indicators	Yes		
28	748-G8	Guideline 8 – Establish Budgets for Authorized Work	Yes		
29	748-G9	Guideline 9 – Budget by Cost Elements	Yes		
30	748-G10	Guideline 10 – Create Work Packages, Planning Packages	Yes		
31	748-G11	Guideline 11 – Sum Detail Budgets to Control Account	Yes		
32	748-G12	Guideline 12 – LOE Planning and Control	Yes		
33	748-G13	Guideline 13 – Establish Overhead Budgets	Yes		
34	748-G14	Guideline 14 – Identify Management Reserve and Undistributed Budget	Yes		
35	748-G15	Guideline 15 – Reconcile to Target Cost Goal	Yes		
36	748-C3	<b>Accounting Considerations</b>			
37	748-G16	Guideline 16 – Record Direct Costs	Yes		
38	748-G17	Guideline 17 – Summarize Direct Costs by WBS Elements	Yes		
39	748-G18	Guideline 18 – Summarize Direct Costs by OBS Elements	Yes		
40	748-G19	Guideline 19 – Record/Allocate Indirect Costs	Yes		
41	748-G20	Guideline 20 – Identify Unit and Lot Costs	Yes		
42	748-G21	Guideline 21 – Track and Report Material Costs and Quantities	Yes		
43	748-C4	<b>Analysis and Management Reports</b>	No		
44	748-G22	Guideline 22 – Calculate Schedule Variance and Cost Variance	Yes		
45	748-G23	Guideline 23 – Identify Significant Variances for Analysis	No		
46	748-G24	Guideline 24 – Analyze Indirect Cost Variances	Yes		
47	748-G25	Guideline 25 – Summarize Information for Management	Yes		
48	748-G26	Guideline 26 – Implement Corrective Actions	No		
49	748-G	Guideline 27 – Revise Estimate at Completion (EAC)	Yes		
50	748-C5	<b>Revisions and Data Maintenance</b>	No		
51	748-G27	Guideline 28 – Incorporate Changes in a Timely Manner	Yes		
52	748-G28	Guideline 29 – Reconcile Current to Prior Budgets	No		
53	748-G29	Guideline 30 – Control Retroactive Changes	Yes		
54	748-G30	Guideline 31 – Prevent Unauthorized Revisions	No		
55	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

Who is WE

Building Success

The Artemis Journey

Sample Customer Project

Closing Thoughts

# Sample Artemis Customer Project

## Tools Replacement



## Reduction in Workforce

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

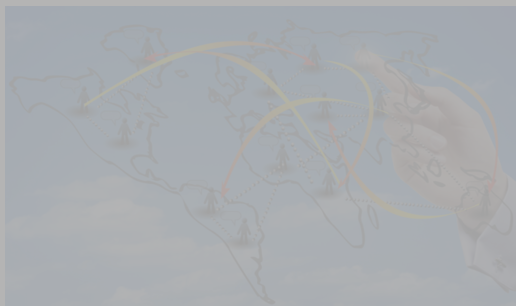
## Increased Efficiency



## Expanded Capabilities

# Project Example

## Tools Replacement



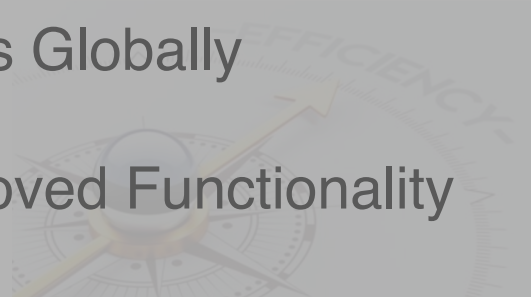
Reduction in Workforce

- Replaced Systems Globally
- Dramatically Improved Functionality

## Results:

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

Increased Efficiency



Expanded Capabilities

# Project Example

## Tools Replacement



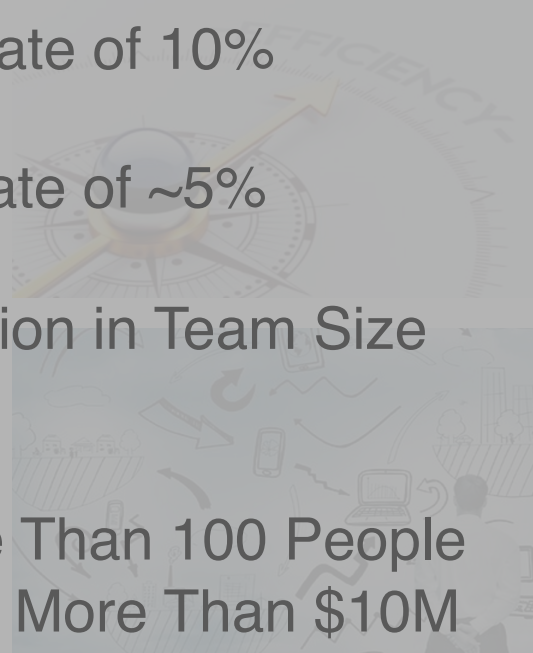
## Reduction in Workforce

- 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

## Increased Efficiency



## 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



# Artemis Agenda

Who is WE

Building Success

The Artemis Journey

Sample Customer Project

Closing Thoughts

# 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

Chris Miller  
CEO

Chris.Miller@aisc.com

Joe Kerins  
Director of Customer Solutions  
Joe.Kerins@aisc.com