



Project Challenge expo 2022

The UK's leading independent show for:
PROJECTS, PROGRAMMES, PROCESS & RESOURCE

SHOW GUIDE

27 September 2022
QEI Centre, London

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50

50 projects for a better future

As part of our 50th anniversary we've identified 50 impactful projects from the last 50 years.

View the list now:
apm.org.uk/50projects

WELCOME

Firstly a warm welcome, and it is great to be back at the QE11 Centre, undoubtedly one of the most prestigious venues in London.

I must especially acknowledge the strong support we have from the exhibitors and our sponsors, and express my great appreciation to the many brilliant speakers with us at this year's show all willing to share their knowledge and experience with us today.

I first started to organise and run Project Management exhibitions in 1991 and here some 55 exhibitions later certain truths run constant through the years Whilst we all understand technology continues to evolve and plays an important role, all organisations in both the public and private sectors need and value highly effective management of projects. Time, cost, resource and delivery really matter. Effective project management is key not only in good times but also in challenging times

At this great show you will meet and hear from a wide range of experts, all here with a clear purpose to help and assist you by increasing your knowledge and awareness needed to develop your careers and effectiveness going forwards.

Thank you again for joining us today and may I wish you every success in the future.

RICHARD WHITE –EVENT DIRECTOR

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floor plan



exhibitors

STAND 64
A-DATO: LYNX SOFTWARE FOR FLOW BASED
PROJECT AND PORTFOLIO MANAGEMENT

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AGILE CHANGE MANAGEMENT LTD

STAND 10
ASSOCIATION FOR PROJECT MANAGEMENT
(APM)

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MASTER CLASS AND

9:45 Getting buy-in for your project and change ideas

Melanie Franklin, Founder, Continuous Change Community and Director, Agile Change Management Limited

Whatever project you are involved in, your success relies on your ability to generate interest, enthusiasm and participation from people who are already busy with their own work. So how can you become a world leading persuader?

Melanie will deliver a whistle-stop tour through a range of "neuro-hacks" using how the brain prefers to work to help you generate the engagement of all your stakeholders, and ensure they willingly collaborate with you. She will give you a chance to practice a couple of them, and get you to think how you could apply them with your stakeholders.

Melanie will share practical ideas, and she has written a quick guide to influencing and persuading techniques that will be available to everyone at her presentation. She will also be available throughout the day for 20 minute one to one surgery sessions, so if you want one of these sought after spots, email her at melanie@agilechangemanagement.co.uk with a brief description of your challenge/idea you want to discuss.

10:40 am How can the PMO deliver better outcomes for the business?

Ivan Lloyd, CEO, Edison 365

It's no secret that the remit of the PMO is growing. Time, quality, and cost are no longer the only elements that the PMO needs to grasp. For projects to be successful, they must align with the business strategy and bring measurable benefits to the organization. It is time for the PMO to expand its reach into the world of strategy definition and innovation and finally adopt a successful approach to benefit realization.

Join Ivan, CEO at edison365, as he offers insights into how PMO teams are perfectly placed to evolve and become true strategic enablers. He'll also dive into how you can close the gap between your PMO and Innovation teams.

11:35 am Power Up Your Projects with Microsoft Cloud

Gero Renker, Director, Program Framework

If your organisation has deployed Microsoft Cloud, then you have the opportunity to apply the amazing capabilities of the Microsoft platform to transform Project Portfolio Management.

This presentation will illustrate how it can be done: Using a variety of feature demos we will show how services such as Power Apps and Power BI in combination with work management tools such as Teams and Project can be applied to transform your world of projects.

Topics we will cover include:

- Qualities of the Microsoft's Power Platform that no 3rd party PPM tool can offer
 - What working in Microsoft Teams can look like for projects
 - Various integration and automation examples
 - How people could use a variety of tools and methodologies, but still feed data into central dashboards
 - How you can get going with minimal investment
 - If you are caught up with disconnected spreadsheets or 3rd party PPM tools that don't integrate, then this session is for you – learn how to do more with the Microsoft platform you already own.
-

D SOLUTIONS ZONE

12:40 pm Supporting Project Success with Microsoft 365

Christopher Pond, Commercial Director, CPS

Microsoft provides tools that help individuals, teams and organisations deliver work, projects, and programmes. Information in a single repository enables insight and visibility across your portfolio of work.

Whether you are planning, managing, and delivering projects or taking a strategic top-down approach, Microsoft has tools to support your ways of working.

I am going to show how you can benefit from process supporting technologies that can save time and differentiate your organisation from the competition. Leveraging your investment in Microsoft 365, reducing costs and the need for 3rd party applications.

Microsoft Project for the web + Power Platform + Power BI + Viva Goals.

And while technology can help you, I will also discuss the journey you need to consider, whether you're at the start or have already begun.

1:45 pm Holy Smoke. Did you know, there are Superheroes in the PMO?

Stuart Easton, Founder and CEO, Transparent Choice

Make the PMO your organization's superheroes by unlocking the power of Effective Prioritization:

- Align projects with strategy, something 61% of company's struggle with
- Boost project success rates by over 50%
- Eliminate the 20% of your portfolio that is waste
- Stop over-loading with Too Many Projects by making "No" a positive
- Make Value Delivery your core governance KPI

In this fun and interactive session, we will show you how to battle your nemeses – Corporate Politics & The Magic Spreadsheet – by unleashing the powers of Decision Science & Collaboration.

2:45 pm Going Agile helped my business... and messed it up at the same time.

Niraj Mistry, Director of Client Services, The Anywhere Company

10 years on and the results are in – Agile is here to stay. However, it's clear it has not worked for every situation. In this talk, Niraj will explore the challenges that so many organisations struggle with in their transition to Agile. He will show you the strategies and techniques you can implement today to transform your business into a digitally led powerhouse.

3:45 pm Risk Management: More than Just a Risk Register

John Greenwood, Risk Management Associate, AECOM

Risk management is becoming ever more important in the preparation, planning, and delivery of programs and projects, as clients demand greater certainty (or an understanding of the uncertainty) of delivery times and costs.

Tools and techniques used for risk management have progressed over the last decade or so, moving the practice of risk management on from the probability/impact diagrams of old, with the availability of cheap computing power capable of performing sophisticated analyses of delivery plans.

John will outline the three main objectives of risk management, and provide an overview of how the risk management processes support delivery of these objectives, and discuss their integration with the wider project controls disciplines.

LEARNING AND PROFESSIONALISM

10:00 am **Overcoming the barriers to effective implementation of good practice.**

Adrian Dooley, Lead Author of the Praxis Framework

There is a wealth of information available that explains good practices that increase the chances of project and programme success. However, too many projects fail to live up to expectations. Evidence suggests that organisations find it difficult to implement this good practice to good effect.

In this presentation we will examine the barriers to effective implementation of tried and tested methods and techniques, and discuss ways of overcoming them to increase the effectiveness and efficiency of organisational project and programme management.

11:00 am **Project Sponsor: What's in a name?**

Dr Ian Clarkson, Practice Director - PPM, QA Ltd

"What's in a name? That which we call a rose by any other name would smell as sweet" (William Shakespeare).

Whether you call the role a Sponsor, or an Executive, or a SRO (Ian has heard all three terms used interchangeably), the name does not affect what the role really should be. Drawing on his experience of working with many different organisations on developing the Sponsorship profession, Ian will take you through the key knowledge, skills and behaviours Sponsors really need to perform the role effectively.

12:00 pm **Exploring Artificial intelligence in Project Management**

Daniel Nicholls, Research Manager, Association for Project Management

Artificial Intelligence (AI) has potential to become a significant tool for project professionals when delivering projects, but what impact does it really have? This year, APM have launched not one, but two new complementary reports which explore the topic of AI in project management. Our session will provide insights on the benefits and limitations of AI for the project professional and will take a look at 'defensible' factors that cannot be fully replicated or substituted such as the principles and values of human project managers as revealed in our 'Can AI learn to be a project professional?' research, led by the University of Manchester. The session will also highlight how AI can support project planning and can enhance decision-making and problem-solving by exploring the findings from 'AI in project management', led by Southampton University.

PERSONAL DEVELOPMENT ZONE

1:30 pm Mind Map your WBS to Project Success

Fabian Valente, Project Management Consultant, MatchWare

This presentation will focus on how you can utilise mind mapping technology and techniques. Fabien will discuss the benefits of Mind Map theory and why it is useful in communication and planning.

Mind mapping is an effective method to use in requirements gathering sessions and the construction of the WBS (work breakdown structure). When mind mapping is coupled with technology it simplifies the process and enhances communication.

Mind mapping has traditionally been presented as a tool for planning and organisation, an effective way to develop, organise, and present multiple facets of the project plan. Primarily used for the construction of the WBS, advanced uses of this technique also simplify the complex process of communicating the project plan.

Fabien will explain the mind mapping theory and how that theory can be applied to business analysts and project managers. He will also demonstrate best practice techniques in mind mapping and how it relates to technology.

2.30 pm Embracing conflict – Why leaving the “elephant in the room” can be so damaging to change initiatives

Ketan Patel and Olivia Chalmers, Change Management Institute

Ever been in a meeting where a key decision needs to be made and despite reservations around the room everyone just agrees with the boss!

It's more common a situation than you think and sadly it is the result of our fear and discomfort with our ability to handle confrontation.

In this session we will look at some of the outcomes when disagreement and dialogue are avoided. How that plays into change which doesn't deliver value, often is stifled, protracted and at risk of failure. And what steps we can take to become more comfortable with points of potential friction between individuals and teams so that we can deliver change which is better supported, carries less risk and has a higher likelihood of being delivered and sustained.

3:30 pm Solving PMO Challenges with PMO Leadership

Eileen Roden and Lindsay Scott of House of PMO

There are many challenges that today's PMOs in organisations face – adopting multiple delivery frameworks such as Agile and DevOps; embedding good practice that gets real results such as resource management, benefits management and risk; supporting the improvement to delivery capability through an increase in maturity and development. There is the ongoing debate about how the PMO really impacts the success rates of portfolios, programmes and projects, the 'adding value' conversation. Each challenge, to have every chance of being overcome, relies on a strong, knowledgeable and skilled team, working together, and moving in the right direction.

Each team needs someone to provide that direction, the vision of how and what that PMO will be.

In this session, Eileen and Lindsay from the House of PMO give insights into PMO Leadership and share the latest Inside PMO Report focused on what leaders in PMO do to meet the challenges of their organisations today.

CASE STUDIES AND

10:15 am Combining PPM with SPM for end-to-end visibility

Chris Henson, Head of Customer Success Representatives and Tom Davies, Senior Solutions Consultant, Cora Systems

With the triple threat of supply chain disruption, global inflation and political instability, it's more important than ever for enterprise organizations to know exactly where they are. When your supply chain is disrupted, and unfortunately, it's 'when' rather than 'if', and parts or materials end up being delayed, all sorts of knock-on effects can mount and multiply.

Your costs go up, the project is delayed, and you get paid late. So, your working capital is depleted, and the figures you can use for forecasting and planning go down. So, your accounts suffer, because revenue recognition is deferred, and your ability to compete and plan for new business is hampered.

So more and more, businesses are relying on sophisticated software to centralize all their data and integrate the different processes they use. But it's not enough to focus exclusively on the granular visibility you have to have into each individual project. You also need that 30,000-foot, bird's-eye view into your portfolio. And to have the ability to experiment with scenario modelling, to better understand how best to deploy your resources and manage your capacity.

Chris Henson and Tom Davies, from Cora Systems, will explain the importance of being able to view your business through both a PPM and a SPM lens. So that whatever happens across your supply chain, you'll be able to react promptly, and will already have prepared for it.

11:15 am Birmingham City Council improves services by managing a transparent project pipeline through visualisation and reliable data solutions

Kevin Cahill and Nicholas Smith, Birmingham City Council, Sam Graber, CPS

Birmingham City Council with CPS reflect on their challenges for portfolio visibility and their journey to implement Project for the web/ Delivery Hub.

Project for the web allows key stakeholders to see progress with complete visibility across projects, meeting the increased pressures and demands to deliver better quality and availability of data. Ultimately, enabling a seamless handover process and adapting to changing roles and environments.

Operating with a complex web of interrelated and interdependent departments and organisations, local governments crave creativity and flexibility with their tools; listen to peers from Birmingham City Council and our CPS colleagues as to how they made this happen.

12:15 pm Deploying Resource Portfolio Management to Drive Value Flow

Lloyd Norman, Vice President Strategic Solutions, Tempus Resource by ProSymmetry

The biggest challenge in delivering portfolios is managing the resource pipeline, so that value flow is optimised, and the enterprise is equipped to adapt to new challenges and opportunities at speed.

We may think Agile has cracked this particular nut but, in fact, 56 percent of projects fail to deliver the original goals and business intent fully – even in the Agile landscape (IPMA, 2020). Lean Portfolio Management (LPM) offers an intelligent approach to future-proofing the portfolio, by moving beyond individual team sprints, through release trains, and into the business of bringing "work to people" and "people to work".

D EXPERTISE ZONE

Mix in Adaptive Resource Planning, and you'll start to change the game. In this session, Lloyd will demonstrate how the right approach to resource planning brings instant, enterprise-wide visibility across all resource interdependencies.

Join Lloyd to explore how a powerful mix of "what-if" scenario modelling capabilities can equip project managers, portfolio managers and PMOs to anticipate any resourcing scenario and make crucial commitments to sponsors with confidence. Lloyd will walk you through the techniques you need to get there – and demonstrate the value of Enterprise Resource Planning to the business, its people, and its customers.

This lively session will be delivered by Project Challenge Expo 2022's Platinum Sponsor, ProSymmetry, a Gartner Cool Vendor and industry leader in resource management for hundreds of companies including multiple Fortune 500 companies worldwide. ProSymmetry is the company behind Tempus Resource, the purpose-built Enterprise Resource Management solution offering unmatched resource planning value, powered by decades of industry experience, and constantly evolving to meet tomorrow's resource planning challenges today.

1:45 pm The fourth destroyer is around the corner. How shall we survive?

Veijo Hytti, CEO, Keto Software

First the tiny little virus arrived killing people and businesses. We came out more united and survived. Then Russia attacked Ukraine, the yellow/blue innocent independent country. The western world united and has been helping the victim. Thirdly we are facing the highest inflation in decades due to these crises. There will be a fourth destroyer among us: recession, energy crisis and even central bank crisis. Is there anything else than innovation and development that can save us? How does this relate to project management and our professional world? We have seen only negative surprises...but we can hope for positive surprises as well.

2:45 pm The Hybrid Approach: Combining Agile & Waterfall Approach for successful software implementation

Jeffrey Goldstein, Managing Director, Queue Associates Worldwide

Should Project Managers choose the Agile development method over the Waterfall approach simply for its popularity? Worried that your project requirements align with neither methodology? The Hybrid Approach, which is considered problematic by purists around the world, might be just what your implementation team needs.

Join Jeffrey Goldstein, Managing Director, Queue Associates Worldwide and ERP Implementation Specialist for an informative session outlining the benefits of combining Agile principles with the rigid Waterfall methodology.

3:45 pm The P3G Quiz!

MD, Ross Garland + Associates and President P3GQA (the P3G Qualification Authority)

We all agree that project, programme and portfolio governance (P3G) is important. Therefore, as project people, we're agreed that we need to understand it. And be able to identify what's wrong if it isn't working

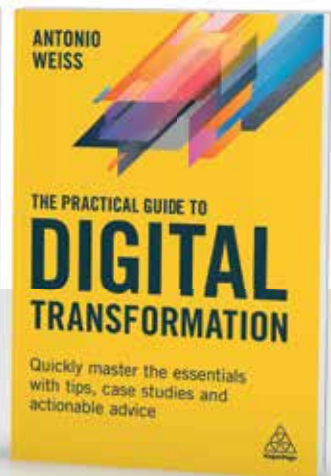
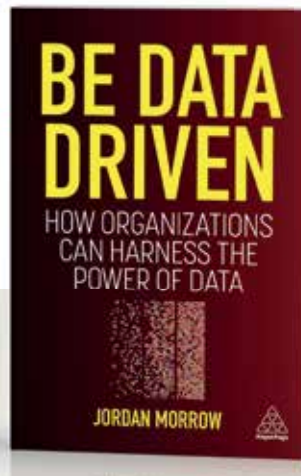
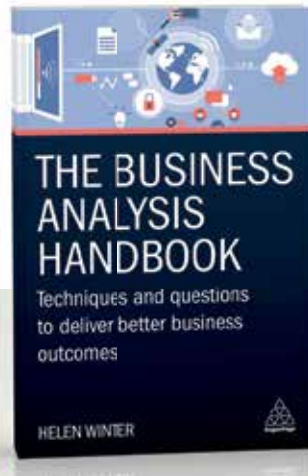
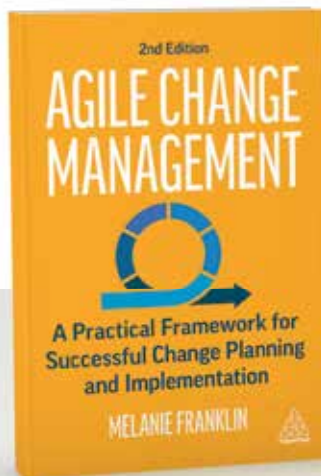
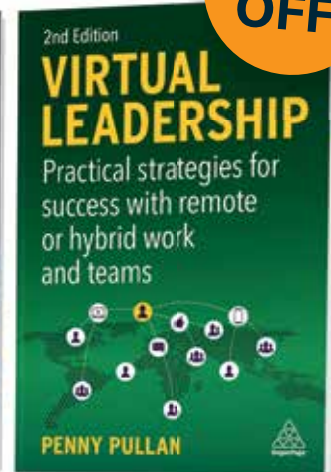
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Do we know enough about P3G to do that? There's only one way to find out and that is to take the P3G Quiz! The quiz asks questions on many of the aspects of P3G and the answers will help shine light on this darkest of arts. There will be a prize for the best result on the day. Good luck!

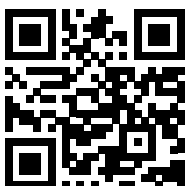
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LYNX Software for Flow Based Project and Portfolio Management

Add Flow to your Projects and Project Portfolio! Take a different approach with LYNX. LYNX Project Portfolio Management Software enables companies and organisations to accelerate innovation, get more projects done, finish projects faster and become reliable without stress. However, this requires a different approach! Visit our stand if you want to learn more about how leading international companies are successful with LYNX and have been able to add flow to their projects and Project Portfolio, but with a different approach. LYNX Software is created for Portfolio Managers, PMO's, Resource Managers, Project Managers and Teams.

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Professor Snijdersstraat 2
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**ASSOCIATION FOR PROJECT MANAGEMENT (APM)
STAND NO: 10**

The Association for Project Management (APM) is the chartered body for the project profession and will be on stand 10 at Project Challenge. Please come and find out how APM is committed to developing and promoting project and programme management through raising awareness and standards in the profession. The award-winning APM offers membership, qualifications, events, publications, research and much more.

Association for Project Management
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**AGILE CHANGE MANAGEMENT LTD
STAND NO: 52**

Melanie Franklin is a globally recognized thought leader in change management who has effected business change programmes across public and private sector organizations. She is the Director of Agile Change Management Ltd and Founder of the Continuous Change Community. She designs and runs certified and in-house programs to develop skills in change and transformation and advises boards on strategies for change. She is Chief Examiner for the Agile Change Agent qualification from APMG International and works for several professional bodies to help grow the consulting and change management professions. She is the author of several publications and a regular keynote speaker at various conferences worldwide. An impressive array of clients in Europe, the US and the Middle East benefit from her unique insights into change.

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**BEST OUTCOME LIMITED:
STAND NO: 48**

Bestoutcome is a specialist Portfolio, Programme and Project Management Consultancy, founded in 2000. We achieve programme and project success by practising what we preach : always focusing on the overall business outcomes that the client needs to achieve. We have the right :

- people : experienced outcome-focused delivery consultants
- products : portfolio management tools, programme management apps and processes
- services : proven outcome-driven service lines tailored to meet the client's requirements

Our flagship product PM3 is a light-touch, easy-to-use, cloud-based Programme and Portfolio Management tool "developed by practitioners for practitioners" providing "one version of the truth" on all your change initiatives.

Bestoutcome Limited
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CHANGE CONSULT LTD
STAND NO: 4

We are an APMG accredited organisation for Change Management training and Consultancy that specialises in business transformation. In our Training practice, we offer the Change Management Foundation and Practitioner courses in e-learning, online classroom and face to face mode and in our Consulting practice, we assist organisations with systems and process change as well as change as a result of a merger or acquisition.

Change Consult Ltd
200 Brook Drive
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CHANGE MANAGEMENT INSTITUTE
STAND NO: 20

The Change Management Institute is an independent not-for-profit organisation focused on developing and promoting the practice of change management, internationally. Our Mission is promote excellence in the management of change by setting standards, educating and supporting change practitioners and promoting the value of change management. We achieve this through: Credibility - Affording you membership and affiliation to a professional industry organisation Capability - Ensuring you have access to opportunities to continually develop and be recognised Connection - Local connections within a global community

Change Management Institute
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COMAEA UK LIMITED
STAND NO: 16

Comaea is a cloud-based competency management system used widely across government and private sector. Over 20,000 project professionals use comaea to help baseline their skills, develop their career and linked to targeted learning and development activities. Organisations use comaea to understand capability and match PM competence to project risk, through a Licence to Manage approach. Come and see us or visit our website for more information.

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www.comaea.com

CORA SYSTEMS
STAND NO: 28/30

Cora Systems is a worldwide leader in providing enterprise project and portfolio management solutions to global organizations and government agencies. Its software platform shines a light on clients' project portfolios, providing them with the insight they need to easily filter non-performing projects from high-yielding ones – right through to execution, allowing C-level executives to enjoy the power of perspective. Every day, over \$20 billion worth of projects are managed on this platform, supporting hundreds of thousands of users across multiple locations in over 50 countries around the globe. Headquartered in Ireland and with regional offices in San Jose (CA, USA), Dublin (Ire) and Bedford (UK), Cora Systems' client roster includes Allergan Pharmaceuticals, BT, City of London, Honeywell Building Solutions, and the UK's National Health Service, in addition to powering the largest transformation program in history of Irish state at Health Service Executive.

Cora Systems,
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**COUNTERPART
STAND NO: 72**

Counterpart provides you software solutions to optimise operations, improve efficiency and save money, to enable your business to reach its goal. Counterpart Insight™ is a Work Management Platform that provides a simple, centralised method to manage and collaborate on programs and projects that are linked to strategic initiatives and objectives. Our unique software enables transparent reporting, task management, budget tracking, resource management and Work Management platform, enabling you to improve efficiency across multiple teams and projects. With offices in the UK and Canada, Counterpart is a global leader in creating software solutions that are easy to deploy, quick to use and will enable you to increase productivity immediately. Our dedicated team bring years of experience from a wide range of sectors and global businesses with in-depth knowledge in business management, IT and project management.

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**CPS – PPM SOLUTIONS
STAND NO: 54**

We help organisations unlock the potential of the Microsoft cloud to digitally transform, achieve more with less and utilise what is already available. Microsoft's PPM suite enables you to harvest ideas, prioritise resources and measure performance to see your ideas deliver maximum return, enabling you to reach new heights. Overcoming the most complex challenges with our bespoke solutions to deploying our solution accelerators in days, our award-winning team apply their extensive industry knowledge to create solutions to meet the needs of you and your organisation. Stop by stand 54 to see how we can help you reach new heights. For more information, visit www.CPS.co.uk

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Web: www.cps.co.uk

**CPS – PPM CONSULTING
STAND NO: 2**

Technology is a great enabler in the PPM ecosystem; having the right solution providing visibility of the portfolio is critical to success. The toolset alone won't sustain the ecosystem; how do we meet that challenge, and how do we achieve value? From strategy to delivery, governance design & process optimisation, drawing on knowledge gained across a variety of industries, our consultants work with you to design, build & adopt a sustainable ecosystem, capable of achieving your objectives. Join us on stand 2, share your experiences, and discover how our services can help you create a sustainable ecosystem. Find out more at www.CPS.co.uk.

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**EDISON365
STAND NO: 86**

The edison365 suite leverages Microsoft Office 365 to deliver accelerated business transformation, providing the freedom to crowdsource ideas from employees, and the method to implement them. Combining innovative award-winning ideation, Business Case and Portfolio Management modules, edison365 turns good ideas into great business solutions that deliver benefits.

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HOTPMO LTD
STAND NO: 6

HotPMO help organisations deliver the right things faster. We achieve that through a blend of consultancy, training, coaching and automation. We are specialists in setting up, supporting and revitalising Project Management Offices and helping organisations organise themselves for rapid delivery. We are experts in Agile delivery and business agility, and offer highly tailored solutions that align with how your business works. We understand delivery is often held back by administrative processes – that is why we help organisations automate the boring stuff using Robotic Process Automation (RPA). These solutions free up people to focus on what really matters: delivering the right things, faster.

HotPMO
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ICOTECH SERVICES
STAND NO: 40

Digitally transforming businesses utilising Microsoft 365. Delivering Value@Pace through innovative solutions with our Portfolio Management experts. As a Microsoft Gold Partner, we digitally transform businesses all over the UK by delivering a wide range of innovative solutions. We take pride in delivering Value@Pace, regardless of the scale or complexity of your current technology difficulties.

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HOUSE OF PMO
STAND NO: 18

The House of PMO is a professional membership organisation for those who work within PMO. It's a home for PMO practitioners where they can develop themselves, support the development of others and contribute to the development of the PMO profession. The House of PMO provides professional standards; qualifications; events and content to support PMO practitioners in their work. Come and talk to us about current PMO challenges; your career and development; find out more about how you can get involved with the House of PMO.

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KETO SOFTWARE
STAND NO: 26

KETO means "Meadow" in Finnish. Hundreds of different types of flowers grow on the Keto; When you gather them together in a bouquet, you make something beautiful.

Keto Software is a Finnish no-code no-limits innovation platform that works on a similar principle. It is a meadow that helps you make something beautiful from all your ideas, projects, resources, risks and more in one place.

If you have a plan, let it bloom!

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Project magazine accurately describes itself as 'The voice of project management' It is published 12 times a year and is the official journal of the Association for Project Management. Each issue contains a mixture of special features on continual professional development, young project managers, business initiatives and trends in project management as well as a focus on a specific theme. Recent themes have included 'spotlight on the next generation' and 'managing risk'. A comprehensive and up-to-date news section also covers the most topical issues affecting the profession, while case studies are used to highlight project management best practice in a range of relevant scenarios. Editor Sally Percy can be contacted at sally.percy@thinkpublishing.co.uk

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