Dear Donna,

In traveling and making presentations over the years, as SNA Software has continued to grow, people often ask why we never post a cross-section of our customers on-line. The short answer is that we respect the confidentiality of our customers, who oftentimes use our applications in such a way as to give them a competitive edge as part of their strategic toolsets. In addition, a sale is not the same as a steady customer, which must be cultivated over time, earning trust and proving the value of the solution over the long haul. I know that this goes against the grain of the "5,000,000 Served!" mentality, but that's the way it is with us. Selling one license seven years ago does not a customer make—we're here for the long haul and to prove that our products and expertise provide you with value and capability not found elsewhere...and have proven it and intend to keep proving it.

Recently, however, our customers have been more vocal in giving us public praise. This is different from an official endorsement of our products and services, which in many cases is forbidden, especially among our government customer base. But beneath the masthead of this issue of the SNA Software e-newsletter is a sampling of customers.

At the Integrated Program Management Conference in Bethesda that we will be attending next week, our FAA customer is giving a presentation on how we were able to provide a Cloud-based integrated cost and schedule solution to support their two largest programs. In addition, our customer at the Air Force Space & Missile Center has provided a presentation on how they were able to transition their programs to the IPMR standard is less than three months. Though they had to cancel due to travel constraints, our NASA customer has authored a presentation to demonstrate how they were able to provide a complete schedule portfolio management system for their Glenn Research Center programs.

I've made some notes of comments that these customers have authorized us to publish. Here are just four that are representative of the others:

"And did I tell you how much I love this software?”  -- Analyst at FAA program briefing

"...I have found SNA, its products, and services, to be reliable and of very high quality. We are very pleased with SNA and its personnel and recommend them to other agencies."  -- Air Force Space & Missile Center senior manager

"Proteus has given us a tremendous advantage in terms of our ability to consolidate and communicate large amounts of project data for different sets of stakeholders. The ability to create
rich, informative views backed by deep drill down capabilities at a moment's notice as well as support more intricate standard reports is the difference between success and failure in our department.” -- senior manager, L3 Communications

“Matt Pitstick and his customer service personnel have provided us with the highest level of service, one unattained of by any other provider. We are very pleased with both the software and the customer service provided by SNA.” -- manager, IT strategic programs, Talisman

You get the idea. We are customer-focused and utilize the latest technology to garner the greatest value for our customers. SNA software solutions and services are assisting companies and government agencies successfully manage well over $100B of program value--and that figure grows every month. We are at the leading edge of normalizing proprietary data regardless of project size and the duration of the historical data; in integrating cost, schedule, risk, and financial information in a cohesive PM environment; developing leading indicators across project management disciplines and providing that insight to our customers through our software solutions, of providing insight in ways that have been talked about over the years but never achieved until now.

These are exciting times in project management development and SNA Software is in the thick of it. Give me a call for a demo and, if you prefer, I'll be happy to provide our references, so you can speak to the many delighted professionals who we can call SNA customers.

We'll be putting up more information regarding our customers' successes on our website over the next few weeks, including on-line product demos. So please keep an eye out at www.sna-software.com. Hope to see you in Bethesda.

Regards,
Nick Pisano
CEO, SNA Software LLC.
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Join Us For the Integrated Program Management Conference in Bethesda, 3 through 5 November

IPM 2014 is coming to the Bethesda North Marriott Hotel and Conference Center and SNA Software LLC is once again a sponsor of this important event.

IPMC is probably the most important event of the year for those in the aerospace, defense, and government project management. If you are able to come to this year's event please look for us at our booth to find out about our latest features and, perhaps, to schedule a personalized demo.
The IPMC provides workshops, training, and practice symposia regarding the latest systems and procedures for managing projects in the aerospace, defense, and government sectors. The competencies include every area of industry that engages in complex project management. Useful and practical information on earned value management, schedule management, financial management, qualitative and quantitative risk management, and other aspects of the profession are covered. Most importantly, attendees are given insight into developing issues of concern to government project practitioners and the policy being contemplated as a result.

We will be featuring many of our latest successes at the conference including Project Management in the Cloud, IPMR compliance using Proteus and Envision, as well as complete project intelligence using the Project Management Toolkit.

Even if you're stuck at the office we will be posting interesting observations and new developments on our website so check it out. For a demo or to find out how we can improve your project operations please do not hesitate to give us a call at (866) 389-6750 or drop me an e-mail at npisano@sna-software.com.

Space & Missile Center Implements IPMR using Proteus & Envision

Yes, it's true, in the first half of the year the Air Force Space and Missile Center (SMC) of Space Command achieved full IPMR compliance.

As a result of a competitive procurement, SNA Software LLC was contracted by SMC to convert over $30B in program value, including historic data from the DoD Central Repository--regardless of the underlying originating proprietary data--into the new UN/CEFACT XML using our Envision applications. That data was then normalized into a virtual repository to provide integrated cost and schedule data. Proteus Envision workspaces delivered data properly aggregated with user-selected charts, graphs, and reports for use by analysts and management based on their role and responsibility.

A number of lessons were learned from the experience. Among these was that the UN/CEFACT XML provided a robust basis for identifying and correcting schedule errors, including data corruption. Another insight is that though an XML file may technically be in compliance with the DoD Central Repository format, that there are qualitative checks that the file must undergo in order to ensure that the submission is in accordance with the contractual and regulatory requirements for cost and schedule data.

The most important result of this implementation is that agencies and project management organizations can now fully integrate cost and schedule data at the appropriate level and gain insight into project performance in ways not previously realized. New leading indicators and comparisons of previously stove-piped time-phased plans allow us to now have a greater degree of control and confidence in project management.

The next phases of integration include risk management and cash-flow analysis; both essential elements and predictors of project health that also were previously viewed in isolation. All of this is due, of course, to SNA Software's Proteus Envision and Envision applications.

We'll be participating in a presentation on how compliance was achieved at the IPMC. For those of you who cannot attend the conference but would like to learn more, please give us a call at (866) 389-6750 or visit our website.
Announcing Chimera: Earned Value Management From Oracle's Primavera

While SNA Software's solutions include standalone applications that convert virtually all third-party cost and schedule data into the new UN/CEFACT XML file format to build repositories and analysis environments in support of the DoD's IPMR requirements, we have much more that goes well beyond just business intelligence.

With Proteus and the Envision solutions, users can analyze data from disparate sources and databases, aggregate data, as appropriate, to any appropriate level of management, perform trend analysis, drill-down, and roll-up of information, including portfolio analysis with virtually unlimited views, filters, charts, graphs, and native reporting.

But this is just the start. Proteus is also a transactional tool with independent time-phasing functionality, able to replace multiple best-of-breed software implementations with one package. Combined with Envision we have achieved this type of approach for one of our aerospace and defense customers based on Microsoft Project. In that instance Proteus achieved several significant milestones by displacing many well-entrenched EVM "engines," EVM analysis tools, schedule assessment tools, utilities for baseline change requests, change order requests, work authorizations, Agile-type project performance, and non-traditional KPI performance management systems--and consolidated these functions in one application.

Along these lines SNA Software will be introducing a new line of applications to replace the old approach of ANSI 748 compliant earned value management using separate EVM "engines" or imports that require intense manual reconciliation between cost and schedule data every month. Instead the WBS structure and the IMS will be strongly tied together to form the basis for project planning and execution. The time-phased network will be augmented by functionality that not only properly calculates earned value but does so while integrated with complex rating, future period planning, work authorization, change control, and Control Account Manager (CAM)-focused performance management analytical and updating capabilities.

The first comprehensive solution will be out in late first quarter of 2015 and we are calling this product line, which will be fully integrated and share data with the underlying Oracle Primavera P6 schedule, Chimera. For those not familiar with the name Chimera, it is an ancient Greek creature that combined the attributes of several animals. We've included a photo of a statue of one that was carved by the Etruscans near the Italian city of Arezzo in 400 B.C. just above the title to this article. It was said that the Chimera was a versatile, swift and powerful creature, able to breath fire. Along these lines, Chimera software solutions will provide attributes to provide a highly integrated and cohesive solution for EVM, cost management, technical performance, rate management, as well as analytics and reporting--all based on Oracle Primavera's powerful P6 schedule application. Fire breathing will have to come later.

We will be making additional announcements as we are ready to find companies that not only have selected the best scheduling application focused on complex projects in the market, but also the best integrated solution that will provide a cohesive project management capability that will give your company a competitive advantage.
Thank you for reading the latest SNA Software news. Our company vision outlines our promise to you: we are dedicated to providing complete, practical business solutions focused on the needs of the world's largest project-centric companies and organizations. Our success in meeting this goal shall be measured by our role in contributing to the success of our customers, to improved productivity, enhanced communications and more effective management—all of the measures that argue for the application of new technology to any system. In addition, SNA Software and its people are committed to continuous improvement and providing innovative ways of accomplishing immediate organizational goals and ultimate objectives through the application of smart management, inspirational leadership, ethical conduct and the latest technology.

For a live demo visit our website or call us at (866) 389-6750.

Sincerely,
Nicholas Pisano
CEO/President
SNA Software, LLC