Greetings!

**Execution of Our Vision.** The year 2016 has been both a successful and trailblazing one for the SNA Software team and its customers. Most importantly, it has been a year where we have executed our vision for the way that technology can enhance the project and program management discipline. This vision consists of three primary elements.

**Analytics and Integration Focused on Data.** In the past, industry and government was focused on "tools" as a means of achieving insight into project performance. These tool applications mimicked the division of labor and specialty that had existed when manual effort was the only way to derive importance when transforming data into intelligence. But over the last 30 years our ability to leverage and transform information has grown exponentially, and with it the sources of that information. This exponential growth has led us to see that a systems approach is needed to derive importance from our information. There are superior methods and sources of data that provide us a more credible means of determining what we have achieved to date and how to successfully complete our efforts. By focusing on data to provide reliable predictive analytics, SNA has been able to transcend the silo approach to data constrained within earned value, schedule, risk, financial management, and contract management swim lanes. Our solutions provide a truly integrated set of indicators, tied at the appropriate level of detail, that clearly illuminate the interrelationships within the contract and project systems so that the source of risk can be assessed and handled. We provide this capability through our Proteus Envision and EnvisionData set of solutions.

**System Assessment and Surveillance.** By focusing on data we are then able to apply a set of tests to determine the internal consistency and reliability of the systems of record that underlie our metrics and predictive analytics. At the 2015 Integrated Program Management Workshop (IPMW), the Defense Contract Management Agency (DCMA) demonstrated the proof-of-concept solution based on SNA's technology and code known as the Earned Value Assessment and Surveillance (EVAS) system. In 2016 SNA once again proved that it is the state of the art with the greatest value, going beyond EVM analysis and high level schedule alignment. SNA solutions achieve this by providing a means of extending the UN/CEFACT XML Format 7 IPMR schema combined with the schema's Format 6 (schedule) file to gain insight into data element interrelationships. The conversion technology to achieve this integration is currently in use by our customers in the Aerospace & Defense industry, giving them the competitive edge in data submission, compliance, and proactive self-assessment. Combined with the analytical solutions we have designed in Proteus Envision and EnvisionData, our system assessment and surveillance application workspaces provide our customers with a set of adaptable solutions that save time and money, and will do so for many years to come.

**Schedule-based Earned Value Management.** In October of this year the SNA Software team released the first version of EnvisionData. Our approach here, as with analytics and EVAS, is to take a systemic approach to project management, transcending the limitations of earned value "engines" or ad hoc financial management systems customized from scratch where our competitors learn on your dime. Project management begins with contract management, which is further refined into the establishment of the project or projects, with a need to align with planning and scheduling, track resource allocation, and provide a user-friendly means of recording status, and planning changes and adjustments to the PMB, all the while maintaining traceability. SNA
solutions provide a complete means of tracking resources—eschewing bolt-ons and workarounds—to track resource allocation from the Total Allocated Budget (TAB) down through the layers of the project to the work package and planning package level. Combined with a robust rate set structure and engine, all built on .NET and SQL, EnvisionData scales to the largest datasets while maintaining system performance. Furthermore, and more significantly, the first version of this solution is built to leverage Oracle Primavera P6 planning and scheduling data, augmenting P6 as the planning repository of record, while extending its capabilities to be fully EIA-748 compliant. The solution will also leverage Microsoft Project and systems without an EVM requirement, but that can benefit from project discipline. By taking a holistic approach to the system of contract and project management, the solution, combined with Proteus Envision and EnvisionData, analytics and assessment at the contract and project portfolio management levels are made easy, eliminating the need for external systems that require special data transfer and manual effort.

**Why do this?** The purpose of these initiatives is to improve the state of the art in the industry, to improve productivity, improve quality, and reduce the cost associated with systems information management. We achieve these goals by:

1. Reducing data streams and separate overlapping and duplicative repositories. This improves information security and reduces the effort involved in creating and managing information.

2. Putting the subject matter expert back in charge of the user interface. By introducing fourth-generation adaptive technology into the industry we are able to deliver the 90% solution to the customer, allowing for simple customization and localization that reduces and sometimes outright eliminates manual effort and the use of PowerPoint as a management tool.

3. Data normalization and rationalization that breaks down proprietary barriers. This allows not only government agencies, but also government suppliers, to achieve insight and integration across the systems team.

4. Data scaling that doesn’t significantly impact performance. By designing a selective method of calling data that is very discrete and that maximizes the use of distributed resources, the time involved in performing essential day-to-day tasks is greatly reduced. This also allows for the application of a complete systems approach in developing the solutions, eliminating labor-intensive workarounds, plug-ins, and third party one-off solutions that were designed to address legacy solution deficiencies.

5. Adaptive technology that expands the pool of users. Our solutions have outperformed projected usage in almost every implementation, especially when compared to the legacy systems they displaced. By increasing the pool of users, we tap into the most valuable resource you have—the synergy generated by people using essential data to achieve the organization’s goals.

6. Holistic solutions that reduce the number of separate software applications and proprietary databases. This reduces resource, life cycle, maintenance, configuration control, and training costs.

So please visit us at [www.sna-software.com](http://www.sna-software.com), call us to schedule an on-line or on-site demo, or visit us at our booth at the IPMW 2016 in Bethesda, Maryland.

Regards,

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OWN THE DATA™

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**Boo! Join Us over Halloween in North Bethesda, Maryland for the Integrated Program Management Workshop October 31 through November 2, 2016**

SNA Software is a sponsor of [IPMW 2016](http://www.ipmw2016.org), which is the D.C. area's premier project management
event. Come join us as industry leaders and thought leaders from both government and industry come together to learn about latest developments in policy, systems, procedures, technology, and software.

Of course we are available anytime for a demo—either via WebEx or in person—or to discuss how we might improve your project operations, or just to catch up, please do not hesitate to give us a call at (866) 389-6750 or drop me an e-mail at sales@sna-software.com.

Qualitative Data-driven Systems Assessment and Surveillance

In 2015 SNA Software achieved a significant milestone by being first to market with a complete deployed solution to support the Earned Value Assessment and Surveillance (EVAS) approach then being tested by DCMA in conjunction with industry. This achievement was based on an established footing of expertise on the issue.

Our software team created an EIA-748 compliance solution in 2012 to support some of customers in facilitating self-assessment prior to DCMA surveillance which could be used to demonstrate compliance during oversight visits. This solution used the elements from the old Bowman Guide, updated to current practice, to allow project teams and visiting DCMA personnel to step through the appropriate criteria and attributes. A CAM notebook-style workspace also electronically ties project artifacts to the appropriate elements of the criteria and attributes. In addition, SNA had also released a separate solution to support the 14-point assessment. Both of these solutions are included as part of the Proteus Envision package.

In 2015 SNA Software was selected by DCMA, after an industry run-off, to provide the proof-of-concept solution for their EVAS environment. After three two-week sprints SNA had successfully delivered the first version of the solution. For 2016 and beyond, SNA Software will continue to support the EVAS environment as the successful bidder on the DCMA EVAS BPA, which has also successfully withstood a protest by a competitor. This effort will also support the current developing utilization of the DCARC Format 7 file that provides much of this data.

The solution consists of three sections: EVAS Overview, EVAS Details, and EVAS Data Entry. The overview dashboard which is pictured below. On the left the dashboard provides a color code of the guideline with the corresponding attributes to the right.

Test metrics apply to the attributes of the EIA-748 guideline criteria. Additional analytics then tie the results of the test metrics to other portions of the reported data to the appropriate record in the EVM or IMS data. This allows for robust drill across, drill down, and drill up, as appropriate.
A template has been designed to facilitate the use of this solution. This template leverages the DCARC IPMR Format 7 DEIs, but also extends that format in the allowable sections, to obtain data from the core third party systems of record. Data can be captured in this way at any level of detail as determined by the user, including down to the work package and element of cost levels. This template supplements the core functionality of Proteus to access any structured or unstructured data via its OLE DB APIs, as well as its ability, with the Envision applications, to capture and incorporate the IPMR Format 1 - 4, 5, 6, and current Format 7.

We will be showcasing this solution at IPMW 2016. If you can’t attend, please do not hesitate to call us at (866) 389-6750 to set up a demo.

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**Schedule-Driven EVMS Using Oracle Primavera P6**

We are polishing off the release of EnvisionEV, our schedule-based EIA-748 EVM system. The first version of the solution is specifically designed to leverage Oracle Primavera P6 planning and scheduling to ensure alignment of key systems of record in project management. The solution, is also optimized to leverage from Microsoft Project as well as more unstructured systems.

Given our holistic approach to project management, EnvisionEV begins with the contract level as the basis for top level functionality, and allows for tracking resources from the TAB down through the various levels into the work package and planning package levels. This allows for resource and financial execution tracking and reporting, project portfolio management, and project management.

Key features of the solution include:

- Ability to maintain multiple resource tables/rates in one baseline
- Full ETC functionality
- Contract Log Functionality (CLIN/SLIN traceability)
- Compatibility with third party accounting and MRP systems
- Budget logs in support of TAB, PMB and MR, UB, CA and Planning Package levels
- Complete WAD and BCR capability including generating WADs and BCRs, workflow/approvals, and what-if analysis
- Robust complex rate application and unlimited rate sets including unlimited elements of cost management
- Robust CAM notebook and distributed CAM status functionality
- Structured baseline functionality to ensure complete alignment of the PMB with schedule in Oracle Primavera P6 and Microsoft Project
- Robust qualitative functionality to report on data anomalies and store justifications
- Ability to track performance at any level (control account, work package, or resource levels)
- DCMA and DiD/CDRL self-assessment and compliance functionality
- CSDR Reporting Requirements (1921 Reports)
- IPMR Consolidation (Multiple Projects into one Consolidated Format 1-7)
- Generation of the DCARC UN/CEFACT XML IPMR file
- Custom Variance Analysis Reporting (Format 5)
- Estimated Actuals and Retroactive Change functionality
- Customized Dashboards, On-Demand Analysis and Reporting
- Ability to Copy/Paste data from Excel, import from Excel, and create presentations and artifacts in PowerPoint, Adobe PDF, Microsoft Office, and other third party application presentations and report formats
- Complete migration solutions from legacy systems (Deltek M*PM and Cobra, and Artemis Views)
Call us to learn more about EnvisionEV don’t hesitate to call us at (866) 389-6750 or come by our booth at IPMW 2016 for a live demo.

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