

Focal Point™

Market-Leading Decision Analysis Tool

Highlights

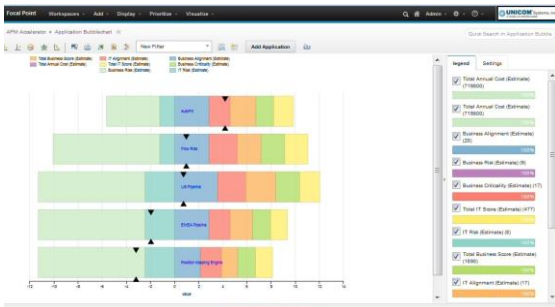
- Team-oriented, pure web tool on enterprise database with customizable repository
- Customizable Charts
- Pairwise Comparison
- Scorecards, automatic scoring, & insightful dashboard analysis
- Investment analysis (built-in Monte Carlo Simulation)
- Resource Management
- Workflow approval process

UNICOM® Focal Point™ is a market-leading decision analysis tool that enables you to perform application, project, product, and IT portfolio management driven by market needs and your business objectives. Focal Point™ is a pure web-based, database driven tool with a customizable repository that is fast to get up and running and adapt to how you work with your methods, processes, and workflows.

You can quickly start prioritizing and selecting the right investments, balance change with business demands, and align resources to deliver the right products at the right time. Now your executives and teams can make decisions that deliver greater value to your customers and your business.

UNICOM® Focal Point™ is currently being used by many Fortune 500 companies for:

- Ideas capture and demand management
- Application Portfolio Management
- IT Portfolio Management
- Project Portfolio Management
- Product Portfolio Management
- Product Management
- Delivery Management
- Decision Analysis integrated with Enterprise Architecture
- Guiding DevOps through Scaled Agile Framework (SAFe)



Stacked bar chart showing Projects (or applications, etc) automatically ranked to show highest priority to lowest priority (black pointers) based on totaling of positive (right of y axis) and negative (left of y axis) criteria (adjustable).

Portfolio Management

UNICOM® Focal Point™ enables you to perform:

- Consolidation – Consolidate your application & IT portfolio to provide a fast payback time while allowing savings to be reinvested in further optimizations of the portfolio.
- Modernization – Prioritize your modernization efforts, highlighting legacy assets that can yield maximum returns.
- Investment management – Objectively and transparently align funds to be spent on application & systems maintenance.
- SLA optimization – consolidate the number of service level agreements (SLAs) you use to simplify operations and avoid the assignment of high SLA levels to non-business-critical applications to reduce operational costs.
- Compliance – Manage regulatory and industry compliance with an application inventory.
- Project Portfolio Management – Gain a bird’s-eye view of on-going and planned projects in the organization, making sure they are aligned with company objectives and strategies. Align projects with customer and internal-stakeholder requests and market demand. See how well projects are performing. Fund the most important projects to the business.

ID	Name	Category	State	Primary Business Strategy	Projected Annual Cost	Cost Variance	Business Alignment	Business Criticality	IT Alignment	Business Risk	IT Risk	Total IT Alignment Score	Classification	
A0000	APBanking	Tactical	Active	Improve	14,000		3 - Med	3 - Med	4 - High	3 - Med	100	89	Bronze	
A0001	Amigos SM	Tactical	Active	Integrate	3		4 - High	3 - Med	2 - Low	4 - High	200	52	Bronze	
A0002	BCPS	Tactical	Active	Deliv P/L	13,500		1 - Very	1 - Very	4 - High	3 - Med	2 - Low	100	100	Gold
A0003	Public	Strategic	Develop	Integrate	55,500		4 - High	4 - High	4 - High	1 - Very	1 - Very	430	104	Gold
A0004	Compass	Strategic	Active	Outlook	9,000		1 - Very	4 - High	4 - High	1 - Very	1 - Very	100	104	Gold
A0005	RMS	Legacy	Active	Integrate	44,000		3 - Med	4 - High	1 - Very	3 - Med	100	7	Silver	
A0006	A0000CS	Legacy	Active	Outlook	52,000		4 - High	4 - High	3 - Med	2 - Low	3 - Med	100	89	Silver
A0007	Andion	Legacy	Active	Network	16,500		3 - Med	3 - Med	2 - Low	1 - Very	1 - Very	310	24	Silver
A0008	ONSite	Strategic	Active	Network	20,000		3 - Med	3 - Med	2 - Low	1 - Very	3 - Med	100	62	Blue
A0009	Cymex	Legacy	Active	Deliv P/L	13,000		2 - Low	4 - High	1 - Very	3 - Med	4 - High	100	21	Blue

Scorecard showing on-going status of projects, applications, and other assets.

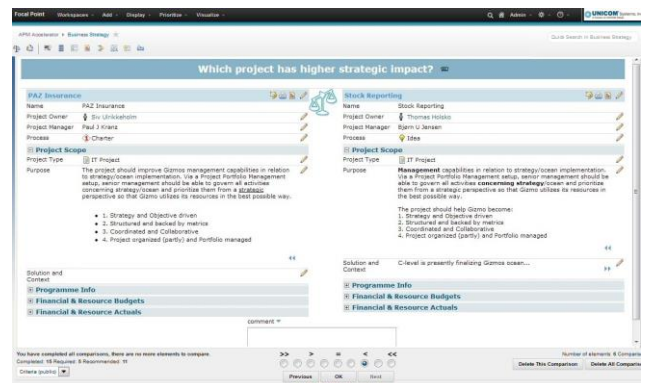
Decision Analysis

UNICOM® Focal Point™ enables you to perform trade-off analysis of projects, applications, ideas, and other assets by using best-in-industry methods such as pair-wise comparison, stacked bar charts with ranking schemes, and bubble charts. Automatically determine net benefits of projects using adjustable weighting for different positive and negative criteria – adjust the weighting of positive and negative criteria to do ‘what-if’ scenario analysis to gain an understanding of the value of projects while estimating the cost of tradeoff.

Ideas Capture, Demand & Delivery Mgt

UNICOM® Focal Point™ is designed for ideas capture and demand management in complex environments. It enables you to:

- Capture new investment ideas and demands from a large community of stakeholders in a repository solution with a web interface that everyone in the organization can access.
- Manage the continuous stream of ideas, opportunities, and business demands in dashboards to identify duplications and conflicts.
- Prioritize business needs, ideas, and project proposals in a variety of ways, such as pairwise comparison and strategic ranking, to promote and defend strategic decisions.
- Use workflows to support an executive decision and sign-off process for demands.



Pairwise-comparison sessions enable your management team to come to consensus in hard trade-off decisions, and not rely on listening to the ‘loudest voice in the room’.

For More Information

To learn more about UNICOM® Focal Point™, contact your UNICOM® representative or UNICOM® Business Partner, or visit: <http://www.unicomsi.com/products/focal-point/>

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