

THU13 – ORACLE PRIMAVERA UNIFIER – THE NEXT GENERATION FOR CONTRACT MANAGEMENT.

Presented by: Don McNatty, PSP; Executive VP/COO; DRMcNatty & Associates, Inc.

Abstract: Oracle Primavera Unifier is a best of breed tool for managing and tracking costs throughout the lifecycle of the built environment, from design and planning, through to construction and then operations and maintenance. In this session, attendees will be given an introduction to the capabilities of Unifier both in the cloud and in the data center. The topics covered will include an introduction to the base configuration Cost and Project Delivery processes, cost sheets, stage gates, cash flow, reporting and how to configure the individual processes to capture the data your business needs. Attendees will leave with a better understanding of how Primavera Unifier can be used as part of the Primavera suite of products to help manage and control projects.

Overview: Primavera Unifier is the latest major software tool to impact the project controls environment. Primavera software has been a major factor in capital project management and control since its introduction in 1983. Primavera's P6 scheduling software, despite many opinions on whether its the best tool for contractors to use, continues to be the de facto standard for project schedules on large capital projects. With the recent acquisition of Skire and rebranding of Skire Unifier as Primavera Unifier, there's much discussion on whether Unifier is going to be a major factor in project controls, and therefore have an impact on project controls professionals. Don McNatty has worked with and supported Primavera products since 1986 and has been exploring the various components of Unifier since early in 2013 when his company, D R McNatty & Associates, Inc. successfully deployed Unifier in their hosting data center. Don provides his perspective, from a project controls professionals view, on what Unifier does and how he sees it impacting the project controls environment.

What is Primavera Unifier? Oracle purchased Skire (Unifier) in 2012. Skire has been around since 2000 and provided a complete set of management and governance tools across all phases of a program/project life cycle. It is web based (which means it runs through a browser) and is available as a true "cloud" solution (SaaS) or for self/third party hosting. Almost everything you do in Unifier is controlled through web-services technology which actually means that you develop the work flows, input forms, business processes and output to fit you own requirements. Oracle released Unifier 9.13 in August 2013 which includes some pre-built functionality to support Capital Planning and Project Management as well as Real Estate and Facilities Management. Unifier supports many of the standard project management and control functions such as document management, costs (funding, budgets, changes, forecasts and cash flows), as well as change management and schedule integration. A big plus for Unifier is that most of the work flows can be responded to from within your existing email system without having to log into Unifier. Unifier definitely has a number of game changing and cost saving features.

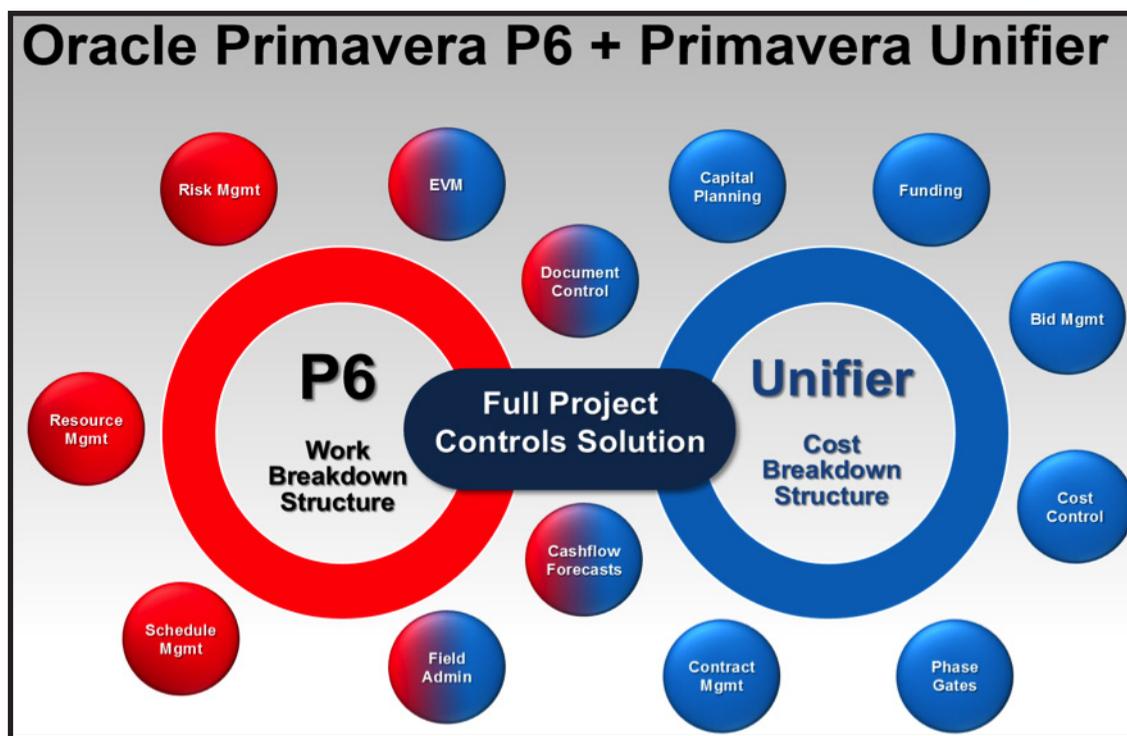
How does it compare to Primavera Contract Management? While many of the functions are similar in both products, Unifier has true document management functionality, broad based cost management and control, easy to create workflows and forms while PCM is fairly rigid in its "out of the box" configuration. Unifier already meets about 70% of the enhancement requests for PCM. Of course, having a tool that has the ultimate in configurability (Unifier) comes at a price both in money and implementation effort. Implementing Unifier requires much more up front planning than PCM because Unifier does not include all the standard forms that PCM can create, although it does include many of the standard reports. Having work flows also requires your organization to make decisions about how they do business. This is not an



easy effort for many multi-office companies that are used to doing things differently whenever needed. PCM can usually be implemented much quicker than Unifier, mainly because it's not as configurable as Unifier. For many projects and users, PCM does and will continue to do all that they need for their specific use.

How is Oracle positioning Unifier in the market? Oracle is primarily selling Unifier through its direct sales team in a SaaS model. They are selling into large organizations focusing on those organization's IT and Executive management as a full-fledged governance compliance tool with built in integration to other Oracle systems. Unifier is positioned as part of a unified platform with P6 to support a full life-cycle project control solution.

The message from Oracle is that Unifier adds full document, contract and cost control that many users have had to turn to third party software for.



What impact will Unifier have on project controls professionals? Many major projects and facility organizations are implementing Unifier, so its use is going to become a requirement for many project controls people working in these environments. Unifier is one of several "enterprise" level systems that are becoming more widely used throughout the major project and facilities markets. These tools are game changers when it comes to implementing and supporting them. These are complex databases and web-service tools that require professional IT and programming support for both implementation and application. The skills and tools necessary to support these systems will be straining many project controls groups who are used to maintaining their own technology environments, often separated from corporate systems, environments and rules.

The demand for better, easier to use, more accessible and tools are going to force more complexity into the project controls environments. These tools have improved data visualization, analytics, validation and security. The project controls staff will need to be prepared to deal with the “complexity behind the simplicity”.

What you can do to prepare for the future. The first step is to recognize that these more complex tools and deployments are a fact of life in many large program controls environments. Secondly resolve to gain the skills, either personally or through additions to your team. Finally properly implement and support these tools.

There is a common theme in most “cloud” software demonstrations that these tools can be role based, focused on specific information and easy for end users to interface with. If you are responsible for setting up, implementing or supporting these tools be sure to “look under the hood” and gain a clear understanding of what you are responsible for and what the “cloud” vendors will provide. Many project control teams are learning the hard way that there’s quite a bit of support responsibility with these tools. Unifier courses are available at Oracle and some are coming online through the web that will make it easier to access training.

When planning your implementations be sure to understand the need for, and include the training necessary for your team to be able to support these systems. You can also team with Vendor Certified consultants to meet the most technical aspects of supporting your system and your team.

About DRMcNatty & Associates, Inc. DRMcNatty & Associates (DRM) has been assisting clients with the implementation of Primavera software based program and project control systems for over 25 years. DRM is an Oracle Primavera Platinum Partner with offices in California and New York with projects around the globe providing system hosting, implementation, training, custom integration solutions and staffing services. The DRM team has many Oracle Primavera Certified Implementation and Training Consultants for Primavera P6, Contract Management and Unifier as well as other related Primavera and third party integrated tools. Clients include Los Angeles Metro Rail, PG&E, SDG&E, Turner Construction, Minnesota DOT and hundreds of others over the past 25 years. DRM provides a free monthly technical webinar on Primavera and related products focused on helping clients to advance their knowledge and perspectives on the latest program and project controls tools.

Donald R. McNatty, co-founder and Executive Vice President of DRM has over 40 years of experience in construction cost estimating, construction management, project controls and technology. He designed and implemented the “Project Managers Assistant” software in 1986, a precursor to Primavera Expedition and similar project delivery, document and change management tools. Don is a Certified trainer and Implementation Consultant on Primavera P6, Contract Management and Unifier.

Jonathan McNatty is a Senior Consultant with DRM with over 20 years of experience with Primavera scheduling tools, Contract Management and Unifier. Jon’s focus is the application of P6 to support large construction projects. He’s a Certified trainer on P3, P6 and Contract Management. He is currently supporting projects throughout the U.S.

For more information on this topic, contact DRMcNatty at (877) 367-7990, info@drmcnatty.com.



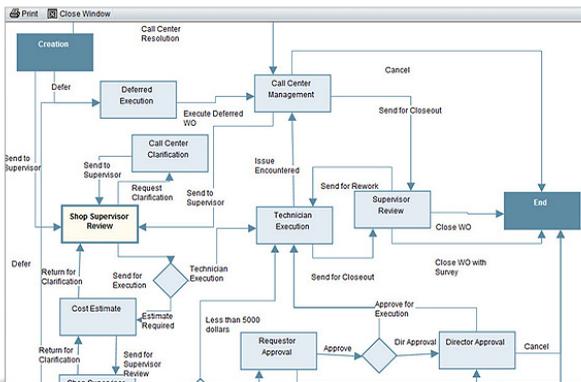
PRIMAVERA UNIFIER



Oracle's Primavera Unifier provides a best-in-class cloud-based solution for managing projects and facilities of any size in every vertical market. It combines rich cost management and control, document management, schedule and resource management, fund management and more with robust market-leading business process automation capabilities tailored specifically for enterprise-grade control of capital programs. Unifier also includes facilities and real estate functionalities such as work orders, leases, space management and more to complete the facility lifecycle. Unifier's platform optimizes and integrates critical business processes, data and documents across the organization. Its intuitive user

interface can be tailored to your business to increase adoption, minimize training, and ultimately deliver rapid time-to-value.

Whether you are employing pre-built templates out of the box or building new configurations from scratch, Primavera Unifier delivers the best combination of ease of use and flexibility—no matter how large or small your deployment.



WBS Code	WBS Item	Original Budget	Pending Budget Changes	Approved Budget Changes	Discr
1	1100000 Design Costs	3,651,600.00	696,273.28	552,546.96	
2	1110000 A/E Services	2,611,400.00	200,144.00	444,329.60	
3	1120000 Structural Engineering	520,000.00	78,360.00	95,720.00	
4	1130000 Process Engineering	520,000.00	458,744.48	17,496.96	
5	1200000 Construction Costs	95,978,400.00	3,958,715.20	4,828,159.40	
6	1201000 Div 01 General Requirements	2,072,200.00	347,620.40	252,256.96	
7	1202000 Div 02 Site Construction	64,868,000.00	244,640.00	20,000.00	
8	1203000 Div 03 Concrete	1,920,000.00	32,760.00	65,520.00	
9	1204000 Div 04 Masonry	2,400,000.00	187,200.00	374,400.00	
10	1205000 Div 05 Metals	3,450,000.00	290,520.00	590,040.00	
11	1206000 Div 06 Wood and Plastic	3,100,000.00	263,360.00	498,720.00	
12	1207000 Div 07 Thermal and Moisture Protection	1,600,000.00	131,040.00	262,080.00	
13	1208000 Div 08 Doors and Windows	1,000,000.00	84,240.00	168,480.00	
14	1209000 Div 09 Finishes	304,000.00	73,560.40	147,111.36	
15	1210000 Div 10 Coatings	1,008,000.00	147,152.80	294,305.60	
16	1211000 Div 11 Equipment	4,050,000.00	745,900.00	831,000.00	
17	1212000 Div 12 Furnishings	138,560.00	10,651.68	21,303.36	
18	1213000 Div 13 Special Construction	738,100.00	18,420.40	36,840.96	
19	1214000 Div 14 Conveying	200,000.00	0.00	0.00	
20	1215000 Div 15 Mechanical	4,666,000.00	1,184,016.40	1,028,020.80	
21	1216000 Div 16 Electrical	2,405,500.00	217,630.56	374,211.12	
22	2000000 Process/Specialty Equip.	6,932,960.00	384,772.80	769,541.76	
23	2100000 Equip - General	4,570,400.00	187,576.00	395,141.76	
24	2200000 Equip - Sum of Types	2,400,000.00	197,200.00	374,400.00	

PRIMAVERA UNIFIER PRODUCTS

- Primavera Capital Planning
- Primavera Project Delivery Management
- Primavera Cost Controls

To learn how DRMcNatty can help you implement this latest Oracle Primavera technology contact us

(877) 367-7990, info@drmcnatty.com

To view our webinar series on Unifier, go to www.drmcnatty.com and click on Resources/Webinars.

