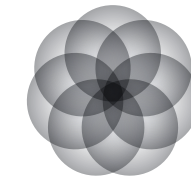


www.projectacumen.com



ACUMEN

Proven Project Analytics

// PROJECT MANAGEMENT
SOLUTIONS



Rewriting the rules of project management.


Back in the late 1950s, two key individuals from major corporations put their heads together and developed a revolutionary project-modeling technique widely known as Critical Path Method (CPM). CPM is still the basis for modern project management.

Today, Acumen is on the forefront of developing innovative methodologies and software products to revolutionize project management through analytics.

After more than a half-century, it's about time for a paradigm shift, don't you think?

We do too. So here at Acumen, we put our CPM mastery, technology agility and single-minded passion for excellence to work for you.

With our uniquely advanced use of analytics, Acumen helps you:

- build a better schedule,
 - improve project confidence, and
 - achieve success – on-time and on-budget projects – again and again.
- 

It takes a good plan to make a great project.

This truth is at the heart of Acumen and why we believe that a sound schedule is the key to a successful project – and an exceptional project manager. Our core concepts, methodology and products work hand-in-hand to consistently create sound schedules, completion confidence, on-time and on-budget projects and, ultimately, successful project managers.

// **A sound schedule is the key to a successful project – and an exceptional project manager.**

Our Core Concepts

As Acumen seeks to build better schedules, we operate from two fundamental beliefs:

1. The integrity of the CPM schedule – an integral factor in the reliability of subsequent resource loading, cost engineering, risk modeling and overall project execution performance – is the key to ensuring project success.
2. In accurately forecasting project completion, a realistic, risk-adjusted schedule is much more valuable than a deterministic schedule.

Schedule Maturity Framework

With this foundation, Acumen developed its own unique five-step schedule maturity framework, known as **S1 > S5™**. This proven schedule evolution:

- Strengthens schedule integrity
- Identifies and targets risk hotspots
- Offers options for condensing the schedule and avoiding cost overruns
- Improves project confidence

S1 // **The Base**

A non-validated CPM schedule, with unknown realism.

S2 // **Critiqued**

Project analytics help identify and target trouble areas or activities within the schedule.

S3 // **Risk-adjusted**

Project analytics are used to estimate the impact of potential issues and modify the schedule accordingly.

S4 // **Optimized**

Project analytics help provide scenarios for achieving the risk-adjusted schedule via reduced exposure and criticality.

S5 // **Team-aligned**

Contributions from the project team are incorporated into the improved schedule, earning team consensus and the most realizable schedule possible.

Providing the best products for the most confidence.

While scheduling tools have improved over the years, schedule quality hasn't. Until Acumen.

Over the past 50 years, many CPM scheduling tools have gotten faster, more powerful and more collaborative but have not resulted in more accurate or more achievable projects. Schedule quality has remained mediocre.

With the introduction of **Acumen Fuse**[®], we bring you unmatched analytics at every step of the way. Need instantaneous project intelligence and comparisons at your fingertips? Combine Fuse with **Acumen Cloud**[™] – a limitless, self-learning knowledge base of global project data designed to make smart comparisons and equip you to make the most realistic and solid project schedules possible.

Fuse is a complimentary application to your existing scheduling tools that:

- helps you build sound, realistically do-able schedules without manual critique;
- provides you with metric analysis and a clear visual of schedule, cost, risk and performance in a single dashboard; and
- gives you a repeatable way to score and critique schedule quality, pinpoint weaknesses, evaluate performance during execution, and gauge the impact of changes you choose to make.

Fuse and its growing family of innovative software applications are intended to integrate with Acumen's **S1 > S5**[™] framework. Every application is specifically designed to evolve your schedule further, improving project confidence – and moving you closer to project excellence – as you progress.

But innovation and leading edge products are only one piece to the puzzle. Acumen is also recognized for our personal touch and commitment to customer service. Our training program ensures you and your team get the very best return-on-investment from our products. And your feedback helps shape the direction for where our products grow to better suit your needs...We listen to you!

Helping you be a project management hero.

But enough about Acumen. Let's look at what Acumen – and only Acumen – can do for *you*.

Because, at the end of the day, when the project is over, either it fulfilled expectations or it didn't. And the project manager walks away looking like a hero – or not.

At Acumen, we are wholly dedicated to providing the next-level solutions that help project managers do their jobs easier, faster, cheaper and better. We're here to help you be the hero.

// Distinctions From Other Solutions

We give you what no one else can. Our project analytics platform, Fuse and our other project management software offer unrivaled:

- **innovation** – Acumen products are unique, original, designed to work with multiple platforms and developed expressly for project-centric organizations.
- **depth** – You can slice and dice by any grouping and time segment, enabling in-depth analytics and the best available visualization.
- **customization** – You can use the hundreds of included metrics for analysis of different schedules, costs, risks, performance and logic, or you can create your own. You can customize your reporting too.
- **performance** – You can analyze an unlimited number of projects and tens of thousands of activities per project, all at unbelievable speed.
- **trending** – You can compare performance during execution or results upon completion of one project over time or multiple projects against each other.

// Benefits For You

We provide you with a revolutionary project management system that translates into immense benefits. With Acumen, you are the project manager who:

- saves huge amounts of time and effort by eliminating manual critiques;
- knows how to create realistic schedules and inspire project confidence;
- troubleshoots efficiently and effectively, while still keeping projects on-track;
- has keen comparative insight into how projects are progressing; and
- consistently delivers quantitative excellence through on-time, on-budget projects.

Some companies have history. Acumen has a legacy.

Acumen is founded and run by strong leadership with a long legacy in the project management community.

Our company was born from the acknowledged need for improved project performance, insight, and vision, via analytics with respect to both timeline and bottom line.

As a project management solutions company, Acumen is the indisputable best at providing insight into project challenges and using analytics to effectively overcome them, as well as aligning successful performance with corporate vision.

Legacy & Leadership

Dr. Dan Patterson, PMP // Chief Executive Officer & President

Dr. Dan Patterson, PMP, is Acumen's founder, a thought leader and a venerated visionary within the project management industry.

Prior to launching Acumen, Dr. Patterson already had significant influence within the project management software industry. He founded **Pertmaster Americas** (now part of the Primavera solution), invented and authored many commercial software packages, including **WelcomHome** (project collaboration), **WelcomRisk** (enterprise risk register) and **TerraFirma** (time chainage forecasting).

Dr. Patterson is also responsible for developing many risk-based analytic methodologies, including the now generally accepted integrated qualitative/quantitative approach to schedule risk analysis, as well as the widely used schedule maturity framework known as **S1 > S5™**. His passion for insight through analytics has led to the invention of numerous metric-based solutions, many of which reside in the **Acumen Fuse®** platform today.

Dr. Patterson's proven record of project success reaches across multiple industries. With an emphasis on major CAPEX projects, Dr. Patterson gives focus to providing organizations with decision support by aligning project success with corporate strategic objectives.

Steve Cook // Chairman

Steve Cook offers more than three decades of experience with project management software, having cofounded **Welcom** in 1983. Cook conceived and coauthored **Open Plan**, the company's flagship CPM scheduling tool, and was involved in all facets of the business, especially expanding product range and enhancing customer satisfaction.

Cook was Welcom's Vice President of Sales during the mid-90s, and was serving as CEO & President in 2006, when the company was purchased by Deltek®. He remained as Deltek's Vice President of EPM Product Management after the acquisition.

Under Cook's guidance at Welcom, the company received many recognitions and honors, including Inc. 500 rankings, *Inc. Magazine's* Entrepreneur of the Year Award and *PC Magazine's* Editor's Choice Award.

Always looking ahead.

At Acumen, we are thought leaders and market leaders because we never stop moving forward.

We've got one finger on the pulse of the project management industry, while the other hand is at the drawing board, developing the next generation of scheduling radicalism.

Acumen's inexhaustible energy and insightful know-how are laser-focused with a single purpose: *the relentless improvement of how you do what you do every day.*

Proven analytics. Sound schedules. Quantitative excellence.



Welcome to the Acumen way to work.