



CLARITY 8 IMPLEMENTATION AT SEMPRA ENERGY

XINIFY Client Case Study



Case Study Highlights

- Leading energy company with 14,000 employees and 2006 revenues - \$11.8 Billion
- First time user of an Enterprise PPM Solution
- Adopted Clarity 8
- POC included importing projects from MSP; involved 200 Project Managers; mentoring and training
- Phase 1 Rollout included over 600 users



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About Sempra Energy

Sempra Energy, located in San Diego, California is an energy services holding company with major subsidiaries include San Diego Gas & Electric, Southern California Gas Co., Sempra Commodities, Sempra Generation, Sempra Pipelines & Storage and Sempra LNG. Xinify primarily works with San Diego Gas & Electric. Total revenue for 2006 was \$11.8 billion and 14,000 employees.

Why Xinify?

Sempra chose Xinify as the company to work within its Clarity deployment because we were recommended by other companies and we have the knowledge and experience to support their needs. While the Clarity deployment project was the first Xinify project for Sempra, they immediately recognized that Xinify could step into the project that was ongoing and fulfill their needs in rollout training support.

Business Challenge

Sempra has never utilized an Enterprise Project Management or Project and Portfolio Management tool; they have always only used individual desktop solutions like Microsoft Project. They made the decision that they needed to implement a PPM solution and after much review, chose Clarity. They used CA CATS for the initial installation, design, and configuration, but decided that the deployment rollout was too critical to use CA and needed an expert company that would not fail in the rollout – they feared the organization reluctance to change and so this part was super critical. In addition, their project managers would be using MSP and it was known that it was even more of a challenge.

Business Solution

Xinify set up a team of three consultants with varying skill strengths to provide a total solution during the Phase 1 deployment. During the Deployment phase, more than 200 Project Managers, Resource Managers, and Executives would be trained and mentored in the use of Clarity, Project Plans developed and imported into Clarity, and the Clarity configuration completed. One consultant, in addition to Clarity skills, was an expert-level trainer and therefore conducted the more than twenty training classes. Another consultant in addition to Clarity skills was an expert in working with Project Managers in developing their project plans in Microsoft Project and importing them into Clarity. And the third consultant was a Solutions Architect and was able to provide advice, design, and configuration on the best use of Clarity for their requirements.

Business Results

On many occasions that client has commented to Xinify Leadership and to our team, “we are so glad you are here”. Indeed, this Xinify team hit the nail on the head in solving the immediate problem of deploying clarity to over 600 users who had previously no exposure or experience with an enterprise class PPM system. Where there was no room for non-acceptance of the new way of managing and controlling work in the organization. Now we are in discussion with the client on the next phase, which will implement demand management and financial management into their new system.

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ABOUT XINIFY

Founded in 2003, Xinify Technologies was built on deep expertise in IT Management and Governance (ITMG). With more than 100 consultants, we help our customers gain the highest ROI from their IT investments. We have built our methodologies and processes on proven customer success with Fortune 500 and Fortune 1000 companies. Xinify is a Premier CA Clarity Alliance Partner and a BMC Remedy Consulting Partner. Xinify's headquarters is located in San Ramon, CA and has offices throughout North America in Atlanta, GA; Chicago, IL; Los Angeles, CA; New York, NY; Seattle, WA and in South America, Mexico; Europe, United Kingdom. For more information, visit www.xinify.com.

Xinify Partners

Computer Associates (CA)



BMC – Remedy



Xinify Customers

- Bank of America
- PNC Bank
- Kaiser Permanente
- PHH Mortgage
- Oppenheimer Funds
- Philadelphia Housing Authority
- Great West Life
- Liberty Mutual
- New York Life
- Commerce Insurance
- Alfa Insurance
- Avis Rent A Car
- Wyndham Resorts
- Orbitz
- Royal Caribbean Cruise Lines
- Quest Diagnostics
- Ross/ Abbot Labs
- Nissan Motors
- Toyota Financial Services
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- Mercedes Benz
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- CDW
- Perdue Farms
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