In My Opinion

Diane LeRoy,
VP-Project Management,
USANA Health Sciences

CXO Viewpoint

Tim Langley-Hawthorne,
Western Union

Smartsheet:
The Next-Gen Spreadsheet
That Combines Best Elements of Excel and Cloud

Mark Mader,
President & CEO

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	Done	Task Name	Status	Assigned To	Start	Finish
		Planning Phase			**06/05/14**	**06/21/14**
	✓	Market Reqts Definition	🟢	Joe	06/05/14	06/21/14
		Business Case	🟠	Nick	06/12/14	06/17/14
		Launch Plan	🟢	Nick	06/17/14	06/19/14
🔔		**Product Marketing**			**06/10/14**	**06/28/14**
🔔		Pricing Strategy	🟢	Joe	06/11/14	06/26/14
	✓	Product Positioning	🟢	Joe	06/10/14	06/10/14
	✓	Packaging Strategy	🟢	Nick	06/13/14	06/28/14
		Sales Tools			**06/19/14**	**07/01/14**
		Prospect Presentation	🟢	Teresa	06/19/14	06/20/14
			🟢	Teresa	06/21/14	07/01/14
		Positioning	🟤	Teresa	06/25/14	06/27/14
		ase			**06/23/14**	**07/05/14**
			🟠	Brian	06/23/14	06/23/14
			🟢	Brian	07/05/14	07/05/14
		y	🟢	Brian	06/26/14	06/26/14

smartsheet
coordinate anything

Mark Mader, President and CEO

Smartsheet:
The Next-Gen Spreadsheet
That Combines Best Elements of Excel and Cloud

By Yeshwanth H V

Two days before the NFL Super Bowl, Marc Klein, a senior associate at Populous–a global sports architecture and event management firm, seems placid and organized. This is unusual considering that Klein, who works for years coordinating the global event with his team and hundreds of vendors and volunteers, needs to make sure that all the actions—both on and off the field—are executed with pin-point accuracy so the rest of the world can enjoy the high-octane football clash. Klein has a myriad of schedules to track–construction timetables, media activities, transportation facilities, signage, VIP hospitality, half-time security, tear down and so on. "Part of our role is to compile all of that information in real time, minute by minute," reveals Klein.

Though there are numerous project management tools, Populous turned to Smartsheet to help cope with this scenario. The move to Smartsheet seems to have paid rich dividends for Klein. "From planning to onsite execution, Smartsheet has become an important tool for the collaboration and workflow solution for Populous' event group," notes Klein. "Smartsheet has definitely improved our productivity, impressed our clients and vendors, and made project management for major sporting events much easier," he adds.

Based out in Bellevue, WA, Smartsheet provides collaborative work management software that takes the familiar grid interface of Microsoft Excel, and combines it with a robust cloud environment and project management capabilities on the backend. "It is a hybrid of Excel, SharePoint, Project and Access, put together into a very consumable, collaborative framework," affirms Mark Mader, President and CEO, Smartsheet.

Using a Spreadsheet Model—with New Approach

Research shows 60 percent of spreadsheets used in organizations today don't have formulas in them—they're not used for financials or number crunching. They are used for tracking work—things like tasks lists, event plans, project assignments, sales forecasts, inventory, marketing campaigns, new hire on-boarding, and every other business function in the organization.

"Smartsheet is displacing what people have historically used spreadsheets for, giving them one centralized place to get work done," says Mader. "Teams can now work together, viewing and updating their work across departments and time zones on their mobile devices," he explains. Smartsheet has taken the well-loved spreadsheet interface and coupled it with capabilities often found in team collaboration and project management tools—automated reminders, multiple ways to visualize work (Gantt charts, timelines and calendar views), resource management, file sharing, and mobile apps. In addition, it offers enterprise-scalability, enhanced security, rich integrations with leading web apps and administrative

controls required by IT to deploy it throughout the organization.

The result is a tool that teams, both inside and outside the organization, use to manage projects and operational processes in a collaborative way. Smartsheet has more than 5 million registered users and over 55,000 subscribed companies, including many of the world's leading firms like Google, Netflix, Cisco, Bayer, and Groupon.

The familiar spreadsheet-like interface combined with file sharing and work automation features is the USP of the firm. "Everyone knows Excel," affirms Mader. Anyone comfortable with Excel or a similar spreadsheet tool will find Smartsheet easy to set up and use. Smartsheet is not based on an existing spreadsheet, like the one from Google; from the very onset it was designed with the additional collaborative capabilities. The product is integrated with Google Drive (docs, email, or calendar) which means that, with a single sign-on, clients can attach Google Docs to the rows, or sync the project calendar with their Google Calendar.

Recently, the company also announced integration with Microsoft Office 365 and Microsoft Azure. This enables customers on the Microsoft platform to securely access and share information with Smartsheet using the company managed credentials. This is a significant 'convenience win' for end users and an equally significant win for IT on identity management and access control.

As the tool's work sheets provide secure access down to the row level, it is easy to not only manage a project, but also to collaborate with other project participants. Team members can securely share worksheets, attach files (stored on their hard drives or in web apps like Box, Dropbox or Evernote) to specific fields, and create and track discussions about the projects from within Smartsheet itself. "Smartsheet lets clients keep all the documents related to a work project together so they don't have dig for information in emails," explains Mader.

Smartsheet is displacing what people have historically used spreadsheets for, giving them one centralized, always available place to get work done

Smartsheet also allows the clients to import and export data to and from their account in a wide variety of formats, such as Microsoft Excel and Project. Additionally, with Smartsheet's mobile apps for iPhone/iPad and Android, users don't need a computer to access and update Smartsheet–they can access them from wherever they are, over an internet connected mobile device.

Smartsheet is relevant and deployed in almost every single industry, most functional groups within those industries, and companies across 175 countries. "Today there is little that Smartsheet cannot do for a project or business," claims Mader.
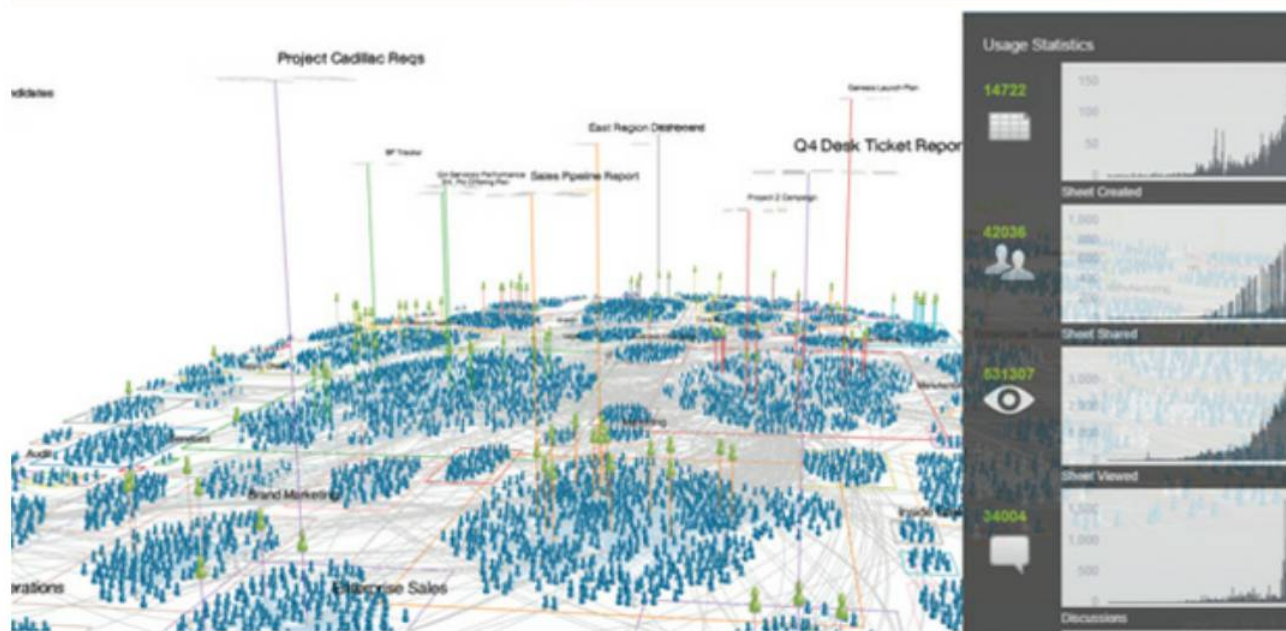
The success story of Colliers Wisconsin, which is one among the largest full-service commercial and residential real estate firms in Wisconsin, is a case in point. With over 10 million square feet of real estate, thousands of tenants and hundreds of owners to manage, Smartsheet is the hub that Colliers Wisconsin uses to centralize all information including property details, client communication, vendor resources and more. With the information consolidated and easily accessible in Smartsheet, Colliers has won more business, improved communication, and created a culture of transparency. "With Smartsheet, I can pull client reports in 15 minutes. It used to take me an entire day with Google Docs or Excel," said Kristin Komassa, team coordinator at Colliers Wisconsin. "Managers have true team workload visibility. We can compare portfolios side-by-side and also run reports across portfolios to dive into the weeds in seconds. Smartsheet has made our lives easier," she added.

Enterprise Work Visualization

In addition to helping individual users and teams visualize and collaborate on specific projects and processes, Smartsheet also offers provides organizations with a high level view of their usage of Smartsheet. These visualizations help identify patterns in work or team collaboration across the organization, visualize hubs of activity, and map it to corporate priorities. Mader hints that Smartsheet is a class above the rest in shedding valuable insights into how work actually gets done. "We're delivering the only comprehensive

MBF Corp Account Map — smartsheet

Usage Statistics
14722
42036
631307
34004

Sheet Created
Sheet Shared
Sheet Viewed
Discussions

Smartsheet is a hybrid of Excel, SharePoint, Project and Access, put together into a very consumable framework

work visualization tool in the market," he explains.

What is most visually appealing about Smartsheet is its ability to show an enterprise-wide view of all user processes taking place at once. The map looks like a top-down view of a city. Clusters of groups show employees working on specific projects, and a grid on its right-hand side shows usage statistics such as the number of employees collaborating on Smartsheet and the number of discussions taking place at any given time. Smartsheet's patent-protected algorithm also considers external contributors such as vendors and business partners who will use the software to help manage their work. The software keeps employees accountable for the work they are scheduled to complete. Through Smartsheet, relationships between individuals become visible; furthermore, relationships between groups also become visible. It shows the entire relational aspect of how work is getting done so businesses can see how they are functioning in real time.

By breaking down the traditional organizational chart view of work management, Smartsheet shows how internal employees and external contributors form work clusters around certain processes to drive work forward. Joshua Greenbaum, principal at Enterprise Applications Consulting says, "Having this level of visibility into how work gets done and how people internal and external to the enterprise collaborate is uniquely valuable to any organization."

The company's hosted data centers (located in TX, VA and IL) have been independently audited to ensure that client's data is not only stored securely, but is easily available to clients worldwide. These measures help Smartsheet maintain their expected availability of 99.9 percent. In addition, the company recognizes that: "Clients retain all rights, title and interest in the content and data that they submit to Smartsheet."

Hitting the Road, Nailing the Deliverables

Smartsheet has a unique opportunity and tremendous momentum in the marketplace and the company aims to deliver a compelling Smartsheet experience while improving the value customers see in the cloud platforms. "Our continued success is dependent on how well we listen to our customers and innovate on the new capabilities without forgetting that it all rests on how easy our solution is to use, share, and get work done," reveals Mader. "We can't be slightly better than an alternative solution; Smartsheet has to be an essential tool that is used every day," he concludes. CR

CIO Review

20 MOST PROMISING PROJECT MANAGEMENT SOLUTIONS 2014

Project Management plays a vital role for companies regardless Project Management plays a vital role for companies regardless of their operational size, goals or the industry they belong to. The headway changes in technology have simplified the dreary routine of managing and allocating resources that often rob organizations' time and financial stability. From the conventional desktop project management solutions to cloud-enabled mobile project management applications and software, companies and IT experts have found new ways to alleviate these hurdles alongside accomplishing desired results. Tracking time and performance, forecasting project plans and completion period, and coordinating teams from various departments are the additional benefits of deploying agile and cloud-based tools that relentlessly aid critical chain management. In an environment where changes are inevitable, project managers and CIO's have a lot to catch up and ensure the adoption of reliable tools and technology that promise financial gains and outputs. Providers of Software-as-a-service no doubt curb the possibility of exorbitant expenses and also empower companies to withstand the tumultuous blow of uncertainty that creeps in with change management.

In this edition of CIO Review, we bring to you "20 Most Promising Project Management Solutions 2014," featuring the best solution providers offering technologies and services related to Project Management. The companies listed here showcases extensive business knowledge and innovative strategies combined with talent base across locations.

A distinguished panel comprising of CEOs, CIOs, CMOs, VCs, analysts and CIO Review editorial board has selected the top players from over three hundred companies. The listing provide a look into how project management solutions work in the real world, so that you can gain a comprehensive understanding of what technologies are available, which are right for you, and how they shape up against the competition.

Company	Management	Description
Bamboo Solutions Reston, VA bamboosolutions.com	Anders Johnsson CEO	A company that provides the software, service, and guidance that organizations require to enhance project, knowledge, workflow, data, and user management on Microsoft SharePoint
BuildingBlok New York City, NY buildingblok.com	Justin Nolan CEO	A provider of online construction management solutions to improve the efficiency and economics of managing construction
Central Desktop centraldesktop.com Pasadena, CA	Isaac Garcia Founder and General Manager	A provider of project management and collaboration platform solutions for businesses of varied sizes
CIPPlanner San Ramon, CA cipplanner.com	Wayne Xie President	A cloud-based enterprise application platform that powers an integrated suite of infrastructure development solutions
Infionic New York City, NY infionic.com	Subramanyam S.P. CEO	An enterprise software company that enables right decission making process in organizations through its comprehensive, flexible and easy to use project and portfolio management software
ISU Corp Waterloo, ON isucorp.ca	David Mansilla Founder & CEO	Provider of Unified project management solution to add transparency, agility, visibility and efficiency during project lifecycle delivering outcomes within budget and schedule

20 Most Promising Project Management Solutions 2014

Company	Management	Description
MAG Softwrx Denver, CO magsoftwrx.com	Kim Murdock President	Provider of project management solutions that ensure accurate monitoring and timely delivery of projects
ProChain Solutions Lake Ridge, VG prochain.com	Bill Lynch, President & COO	Provider for advanced project management software and service solutions that are based on Critical Chain approach to companies of all sizes
Project Host, Inc. Sunnyvale, CA projecthosts.com	Scott Chapman President & CEO	Provider of Custom Cloud hosting for Microsoft Project and Portfolio Management (PPM) built on Project Server 2013/2010 and SharePoint, Dynamics CRM and SharePoint solutions
Project Success Incorporated (PSI) Atlanta, GA projectsuccess.com	Clinton M Padgett President & CEO	Providing project management solutions that deliver projects faster while managing budget and quality
Rommana Software North Golden Valley, MN rommanasoftware.com	Madgy Hanna CEO and Chief Architect	Offering a comprehensive fully integrated application lifecycle management system
Saviom Software Sydney, Australia saviom.com	Om Gupta Director	Provides software for Project management and Resource management
Smartsheet Bellevue, WA smartsheet.com	Mark Mader President & CEO	Smartsheet offers an enterprise-ready cloud app for work management and collaboration. The online tool is used not only for managing projects and tasks, but also operational processes, sales pipelines, marketing campaigns and more
Swift Software Frederick, MD JobTraQ.com	Vaughn Thurman Founder	A company that delivers web based enterprise task and work management solutions for the human enterprise
Synergy International Systems Vienna, VA synisys.com	Ashot Hovanesian CEO	A company that developes state-of-the-art, web-based project portfolio management software solutions for organizations that seek to manage their project portfolios effectively
TechExcel Lafayette, CA techexcel.com	Tieren Zhou CEO	A company that provides unified Application Lifecycle Management as well as support and service solutions that bridge the divide between product development and service and support
Trilog Group Woburn, MA triloggroup.com	Alex Homsi, CEO Philippe Riand, CTO	A company that provides Social Project Management solutions for IBM's Enterprise Social Platform
Triskell Software Miami, Fl triskellsoftware.com	Philippe Menereuilt CEO	A company that allows enterprises to manage all the perspectives of their Business through heterogeneous portfolios and multiple organizations within the same solution
Workamajig Anthem, Arizona workamajig.com	Ron Ause VP Sales	Provider for Project Management Solutions in advertising and creative industry with a client base of over 3,000
Worksoft Addison, TX worksoft.com	Jim Kent CEO	A global provider of business process validation software for complex mission-crtitical applications