



CAMMS
Intelligent performance

Annual Plan Report

June Quarter 2020

Goal 1

Rapid growth in SaaS revenue

	Action Title	Start Date	End Date	Status	%
On Track	Drive cammsproject in Manchester and secondary cammsrisk with UK support	01/07/2019	30/06/2020	In Progress	25%

Responsible Person: Jack Smith-Director - Manchester

Department: Marketing

Progress Comments: Successful email campaign up and running focusing on real estate market, website updated. Working on a white paper for regional lead gen.

Last updated: 22/11/2019

NA	Identify and assess potential acquisition targets	01/07/2019	30/06/2020	In Progress	20%
----	---	------------	------------	-------------	-----

Responsible Person: Marry Jane-Director - Manchester

Department: Sales

Progress Comments: This action is largely being driven through the CEO at present.

Last updated: 20/02/2019

Goal 2

Excellence in Services and Support to maximise customer experience

	Action Title	Start Date	End Date	Status	%
NA	Deliver the cammscollege initiative as demonstrated by commercial outcomes	01/07/2019	30/06/2020	In Progress	82%

Responsible Person: James Wayne-Content Strategist **Department:** Sales

Progress Comments: All solution courses are already available on cammscollege. We are also recording the frequently asked questions that Help Desk get as a series of how to videos. This will be available via cammscollege in November.

Last updated: 20/11/2019

NA	Deliver on 2018/19 cammsrisk roadmap	01/07/2019	30/06/2020	In Progress	85%
----	--------------------------------------	------------	------------	-------------	-----

Responsible Person: Joe Smith-Senior Tech Lead **Department:** Sales

Progress Comments: cammsrisk roadmap is now fully documented in Aha in the parking lot and scheduled until January 2020.

Last updated: 14/03/2019

NA	Explore and establish a release management system, with a portal giving visibility of releases scheduled for each day.	01/07/2019	30/06/2020	In Progress	75%
----	--	------------	------------	-------------	-----

Responsible Person: Marry Bloggs-Head of Product Management **Department:** Sales

Progress Comments: Aha! has been successfully implemented with portals customized for different audiences to have a central view of all releases. This serves as the central source of truth for all product relates features and initiatives offering customised dashboards across the broader team based on their role.

Last updated: 14/03/2019

NA	Implement the version control process (code level & reports)	01/07/2019	30/06/2020	In Progress	75%
----	--	------------	------------	-------------	-----

Responsible Person: Jack Wayne-Associate Architect **Department:** Sales

Action Title	Start Date	End Date	Status	%
--------------	------------	----------	--------	---

Application version numbering followed and report version solution has implemented by Jenny and report team.

24 Aug - version numbering is implemented and the progress so far is on track.

3 May - Had a meeting with the architecture team to version control on source code and report version.

Progress Comments:

10 May - Had a meeting with the delivery team to discuss the best delivery method for the solution.

26 May - Conducted testing before moving on to the next stage.

25 Mar - Had the first meeting with tech lead, ideas were brainstormed and need to come up with the approach for version control for report and code for next meetup.

25 Apr - Implemented the ideas discussed during the last meeting. The progress so far is on track and almost 90% of the work is completed.

Last updated: 24/04/2019

NA	Optimize version control for clients and having an easy way to upgrade them	01/07/2019	30/06/2020	In Progress	80%
----	---	------------	------------	-------------	-----

Responsible Person: Jack Smith-Director **Department:** Sales

All new upgrades are maintained in the new source control structure.

Progress Comments: Most of the client branches are merged with main source branch and both live and Self Hosted clients are handled in same method in TFS.

Last updated: 18/02/2019

Off Track	Review, acquire and implement an automated deployment using a solution such as Jenny	01/07/2019	30/06/2020	In Progress	30%
-----------	--	------------	------------	-------------	-----

Responsible Person: Jack Smith-Marketing Lead **Department:** Marketing

Progress Comments: Microsoft TFS was proposed for full DevOps cycle at CAMMS from the point developer code check in to source system to automated code analysis and continuous deployment.

Last updated: 13/03/2019



The entire contents of this document are subject to copyright with all rights reserved. All copyrightable text and graphics, the selection, arrangement and presentation of all information and the overall design of the document are the sole and exclusive property of CAMMS. Copyright © 2019 CAMMS. All rights reserved