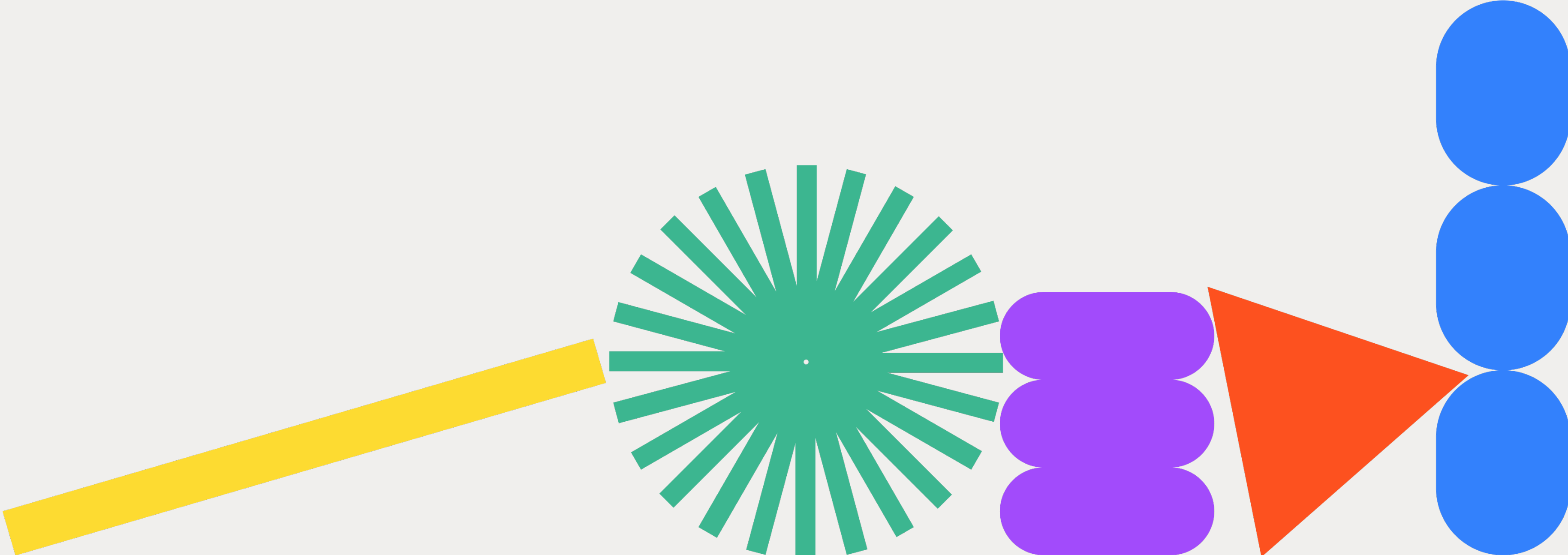


W E T H O D

Smarter work. Happier life.



What is wethod?

wethod is the collaborative and integrated **project portfolio management software**. It is a system that enables the **simultaneous management of CRM, project management and financials** providing **insight about performance and productivity** (and much more), while fostering people empowerment.

This is not just another project management tool, but instead a whole new philosophy: intelligent, integrated, distributed, responsible and straight forward.

What's the story?

We are a start-up born in 2015 out of a real necessity: **to manage a large portfolio of projects in an agile way.** We wanted to work and have fun while doing it, without wasting time collecting data and putting numbers together. That's why we developed a tool that could support our unique management: **independent, collaborative and distributed.**

We service our customers not only with a practical software solution but **we also offer them advice and consultation on how to evolve their organization,** creating a new model that is suitable for them. Our software is used by creative agencies, architecture and engineering firms, software houses, consulting firms and anyone who primarily works on projects. Working closely with these companies gives us valuable insights that we use to better evolve and constantly improve wethod as a product.

What is it for?

Having a 360 ° view of company performance.

Working with an integrated platform allows you to have consistent data between different sections. With few simple inputs, you gain numerous insights into sales performance, productivity, project current state and team distribution.

Promptly taking important decisions.

Gain integrated and real-time data to enable and speed up the decision-making process. No more wasting time between spreadsheets and extractions, long email exchanges or redundant alignment meetings.

Handling projects in an agile, distributed and responsible way.

The system is designed to support the team in the autonomous management of projects, in order to save on management and control costs, but above all to streamline processes with data that reflects reality.

Fostering collaboration and people empowerment.

To encourage the creation of an efficient team, the system is extremely inclusive offering an overview of shared feedback, skills, interests and OKRs. Value is maximised through participation and shared awareness.

Who is it for?

wethod is designed for organizations that work primarily on projects, like

creative agencies

consulting firms

architectural firms

law firms

engineering firms

foundations

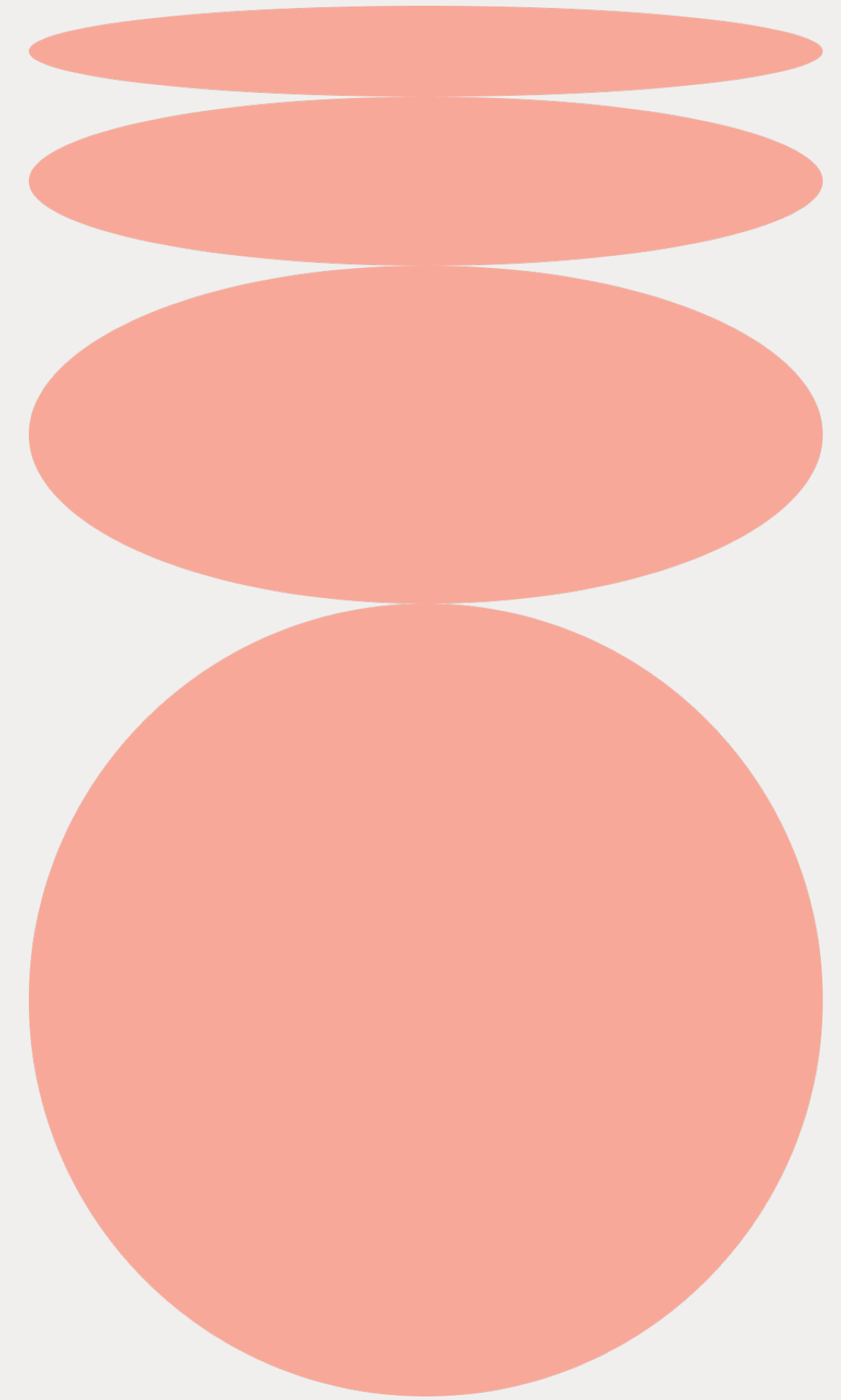
universities

software houses

Thanks to the flexibility of its initial configuration, wethod can be customized to any environment, adapting itself to various organizational structures, from the most flat and fluid, to more structured and vertical firms.

Product overview

1. CRM to capture ideas and opportunities as they emerge
2. Step by step project management
3. Agile collaboration for team and activity management
4. Portfolio analysis and intuitive real-time insight
5. Professional growth and people empowerment
6. Income statement and financial analysis
7. Human resource management to handle the team



1. CRM to capture ideas and opportunities as they emerge

Contact list

Show: All Select segment Import Add contact

Search Everywhere

Name	Role	Business Unit	Industry	Email	Phone	Ownership	Last contacted
<input type="checkbox"/> Elena Rossi <small>Acme Inc</small>	HR Director	Human resources	Materials	elena.rossi@acme.com	(+33)7 65 55 72 67		28/10/2012 →
<input type="checkbox"/> Savannah Nguyen <small>Louis Vuitton</small>	Department Manager	Support	Retailing	debra.holt@example.com	(+33)7 00 55 55 11		18/09/2016 →
<input type="checkbox"/> Dianne Russell <small>Nintendo</small>	Country Manager	HR	Food, Beverage ...	debbie.baker@example.com	(+33)7 00 55 55 11		18/09/2016 →
<input type="checkbox"/> Devon Lane <small>Louis Vuitton</small>	Corporate	Operations	Telecommunicati...	sara.cruz@example.com	(+33)7 00 55 55 11		18/09/2016 →
<input type="checkbox"/> Courtney Henry <small>Louis Vuitton</small>	Project leader	Design	Diversified Finan...	curtis.weaver@example.com	(+33)7 00 55 55 11		18/09/2016 →
<input type="checkbox"/> Jenny Wilson <small>Pizza Hut</small>	Onsite subcontractor	Marketing	Consumer Durab...	alma.lawson@example.com	(+33)7 00 55 55 11		18/09/2016 →

Maintain an active relationship with customers: assign tasks to intuitively sparkle your memory, write down your comments and keep track of events, e-mails and calls.

Contact details

Elena Rossi
H-Farm

Activity Basket Working connections Opportunities & Projects Upload + Add activity

Search

Tags: Innovation Maize Digital

Upcoming

- 20 Oct **Call** K Watson +3
Integer nunc sed malesuada tortor, sollicitudin lacus arcu donec. Massa, facilisis turpis lectus feugiat. Ribus augue tortor sem neque risus tellus scelerisque.
- 30 Oct **Follow up to Elena Rossi - Call di allineamento 2** 9:00 - 10:00 A Bevilacqua

Personal notes

2. Step by step project management

Alerts

- Wethod CRM
Production Plan / Project Duration
- Wethod CRM
Planning / Budget Status
- New website
Project Status / Archived
- Empty Planning

1
Alerts warn you of some problems or inconsistencies.

Production Plan

Jan Feb Mar Apr

Workshop

Acme	%	25	+5	25	25
150K / 200K					
Carl Johnson		37,5K	37,5K	37,5K	37,5K

3
Plan the project production to have the effective projection of company revenues.

Budget

Acme
My New Cool Project
PM: A Eisenzimmer Duration: May 21 - 3 m
Job Order: no Probability: 90 %

Suggested Price	14.490	Margin 69%	10.035	690	0%	0	Final Net Price	12.000	Margin 63%	7.545
------------------------	--------	------------	--------	-----	----	---	------------------------	--------	------------	-------

	Ext	Int	Asc	Sr	Mg/Sp	Prin	Ptr	Ext. Cost	+ %	Days	Cost	Price
Total	0	2	0	14,5	2	0	0	50		18,5	4.455	13.800
PM & Travels					2					2	500	1.440
PM					2					2	500	1.440
Travels												
Expenses												
Produzione		2		9	1,5					12,5	2.860	9.230
Shooting scene BTS					2					2	500	1.440
Supporto e Rec sessic					2	1				3	840	2.540
Script + supporto tea					3	0,5				3,5	920	2.710

Back to draft

Versions: Current 1

2
Project budget is simple, fast and consistent with resource costs, no need for calculations.

2. Step by step project management

Invoices

Wethod CRM WT_2019_0020	100 K	FEB
Wethod CRM WT_2019_0020	70 K	MAR
Project with I... WT_2019_0003	0,06 K	MAR

4
The **invoice widget** reminds you to send invoices at the right time, following the invoice plan set for each project.

Project Days left Progress

WORK DAYS TO COMPLETE

FreshApp Nintendo	32	2%
Integration Louis Vuitton	2	98,7%
General FC Pizza Hut		
Load Integration McDonald's		
Duke&Price Web Porta Facebook	4	34,5%

Apr 6 - 12, 2020 Daily

Mon	Tue	Wed	Thu	Fri	Sat	Sun
6	7	8	9	10	11	12

Project Hours

4 / 8

Search migration mode Binford Ltd.	2
Commerce integration Big Kahuna Burger Ltd.	2
Inventory Delivery Perf Biffco Enterprises Ltd.	
Business Platform de Barone LLC.	
Web UI kit automati Abstergo Ltd.	4
Inventory Overview Acme Co.	

5
Keep track of budget consumption with the **Timesheet** and of project progress with the **Project Status**.

BOK Financial Corporation
PCD - CJM Video case study
Akilah Eisenzimmer
no

INVOICES

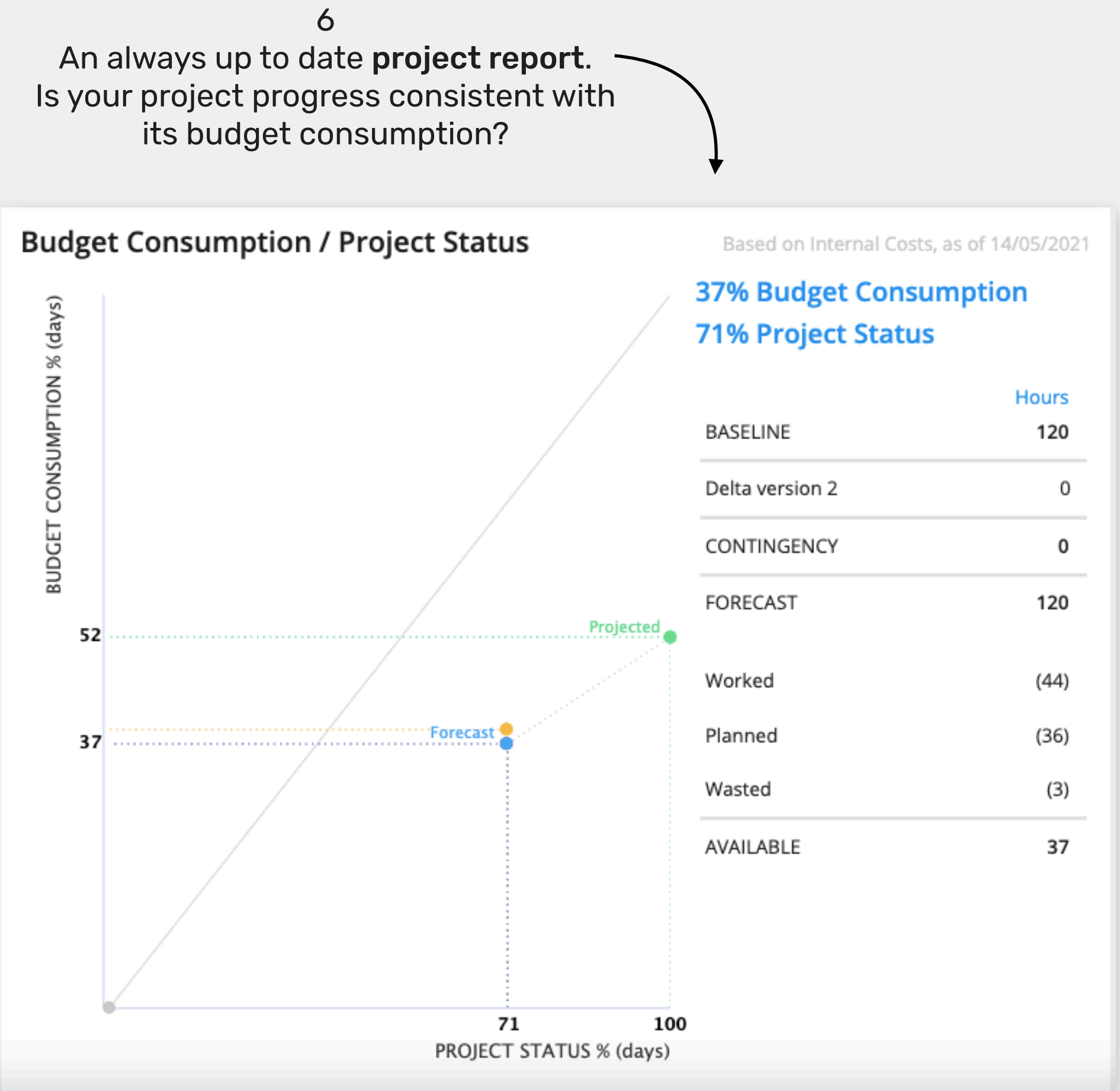
TOTAL VALUE	12.000,00
TO BE INVOICED	12.000,00

NO INVOICES FOUND

ORDERS

TOTAL VALUE	50,00
TO BE ORDERED	50,00

NO ORDERS FOUND



3. Agile collaboration for team and activity management

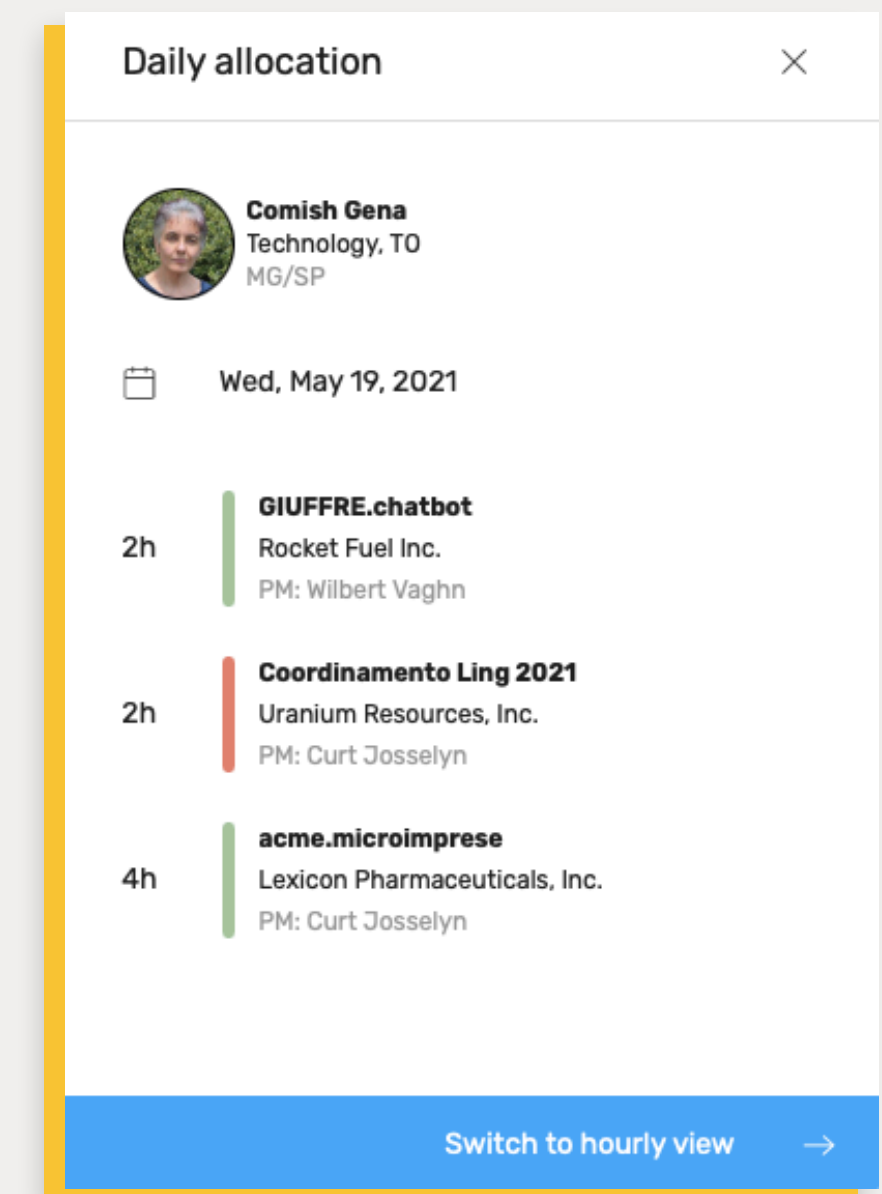
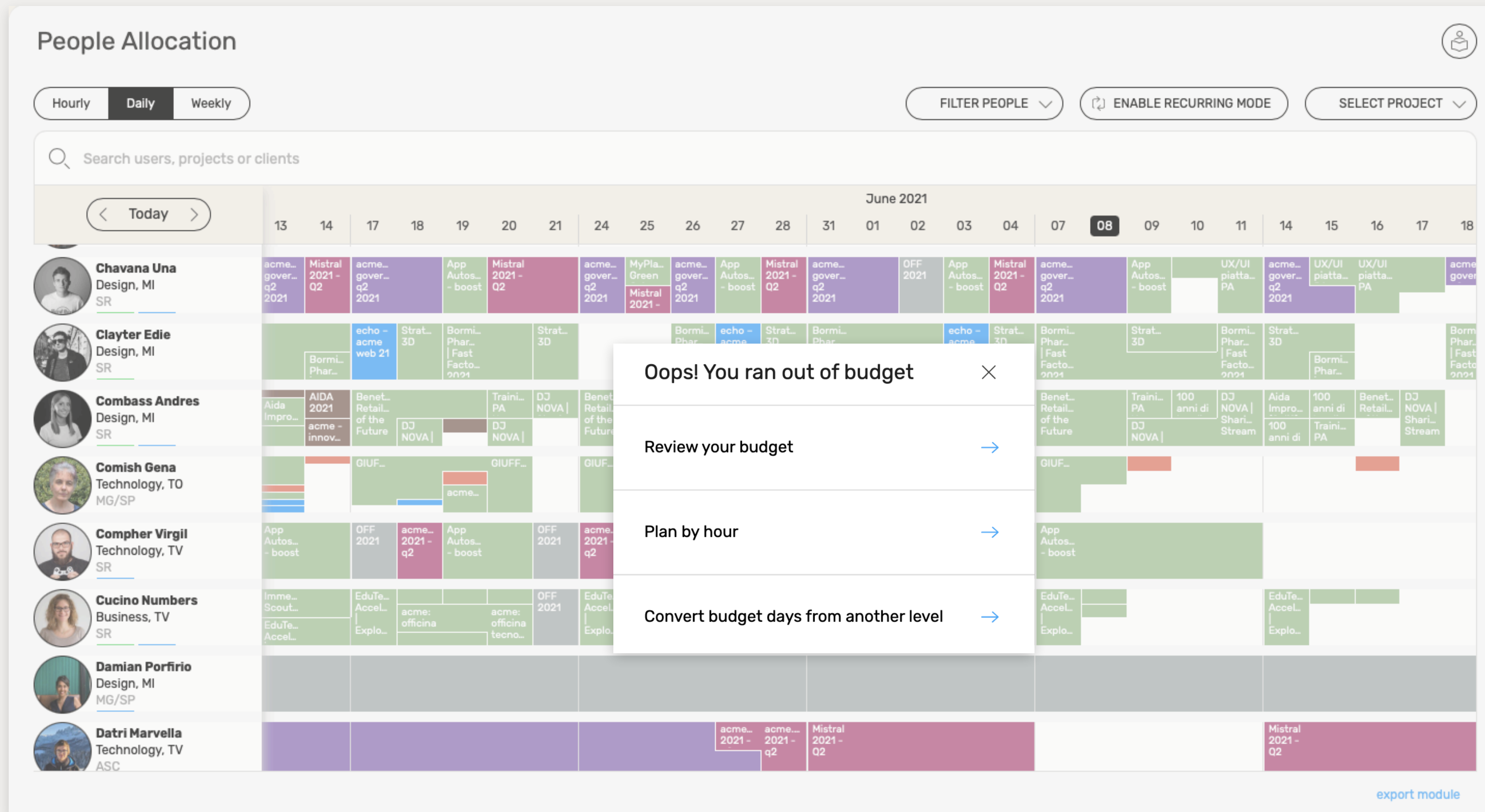
People planning is consistent with the project budget: impossible to exceed its limit!

You can filter by backgrounds, BUs, levels, interests, skills and languages.

Filter people

- Background
- 3D/VR&AR
- Business
- Content
- Design
- Interaction
- Talent
- Technology
- Visual

View the details of each member's daily allocation.



3. Agile collaboration for team and activity management

Canvas

My New Cool Project
Acme

Brief

Mostrare le nuove funzionalità del prodotto al fine di rendere l'esperienza di utilizzo il più piacevole possibile.

Last edited by Irene Roberti

Concept

Creazione video per raccontare il nuovo servizio. Consentire l'utilizzo autonomo dell'utente tramite una libreria di video promozionali, ma anche articoli di best practice e case study su target specifici.

Last edited by Irene Roberti

Goals

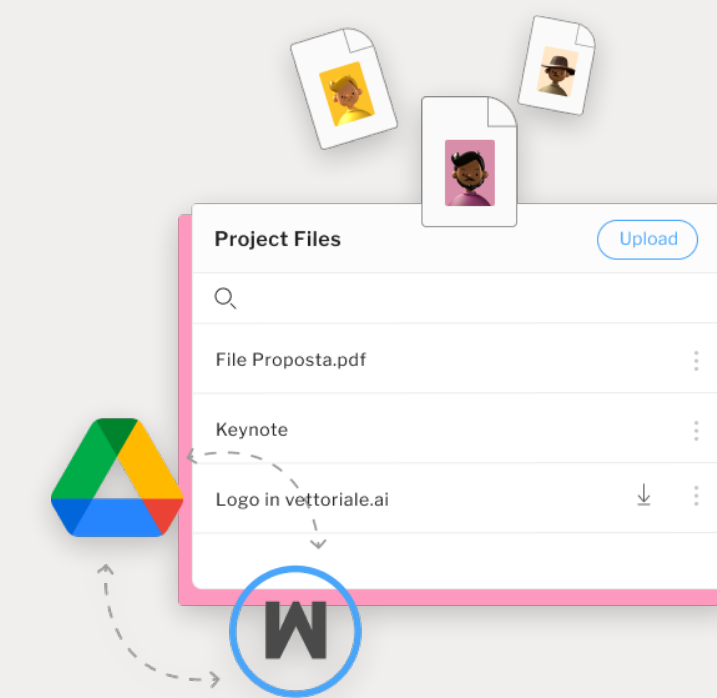
Fare 15 interviste **13/15**

Raggiungere 5000 views **1.288/5.000**

Files

File Name	Size	Uploaded by	Date	Download	More
Proposta Progetto.png	163,52 kB	Irene Roberti	28.05.2021		
Contratto.docx	641,21 kB	Irene Roberti	28.05.2021		

The **Project Canvas** helps you keep everything in one place. Define the project brief, the team proposal and track project goals.



Synchronize your files in the project canvas.

Use **boards** to track activities, milestone, roadmap and much more. Assign tasks to team members and choose your favorite visualization: kanban, list or gantt.

Attività	Status	Team member	Data	
Agenda di attività per la settimana	Working on it		20/03/2021-21/03/2021	
Consegnare badge e computer	Done		20/03/2021	
Tour dell'ufficio	Done		19/03/2021	
+ Add				

4. Portfolio analysis and intuitive real-time insight

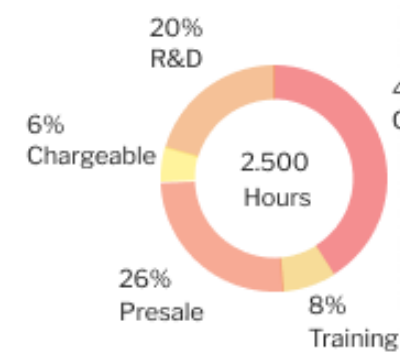
Production for the week is rising and it's constant.

Last week we produced 290.2 overall, which is above the average weekly production of 280.4 expected from the budget.

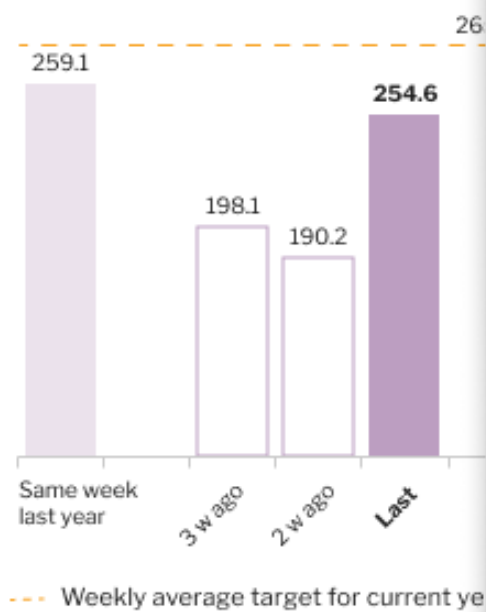
We produced 20% more compared to the same week last year and the week before was 18%.

The projects that produced most value this week are: Marketing Production (Acme) with 41.058, Motor A with 5.972, our team w

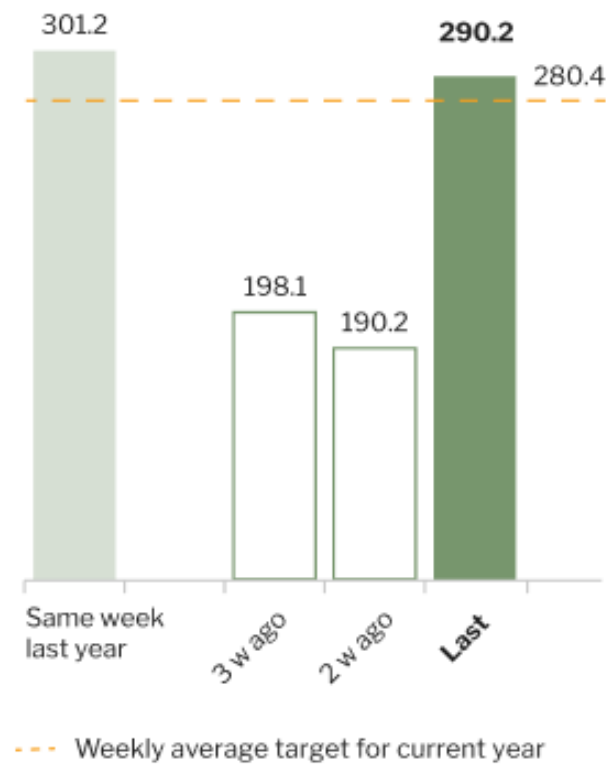
Weekly worked hours in percentage



Weekly Sales in thousands



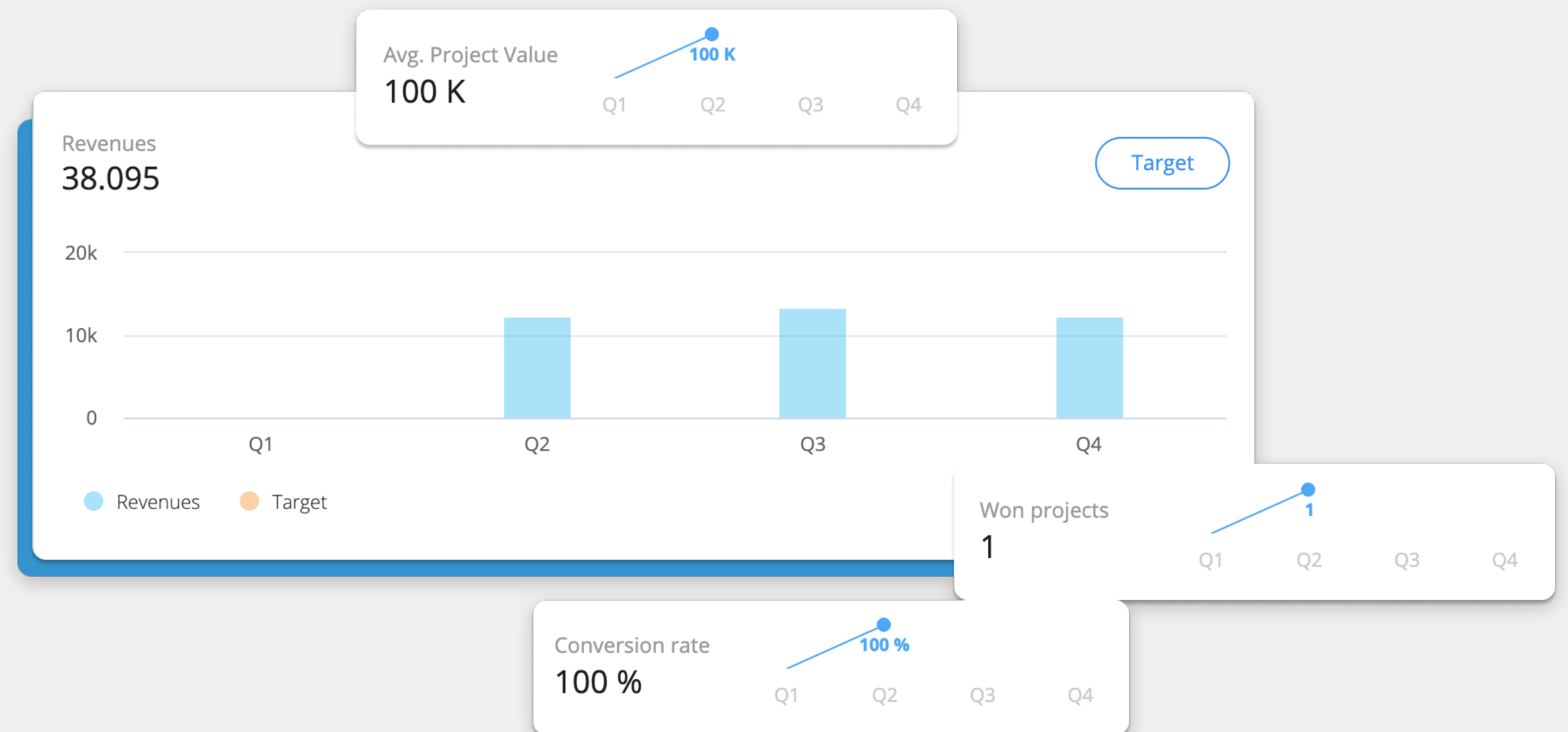
Weekly Production in thousands



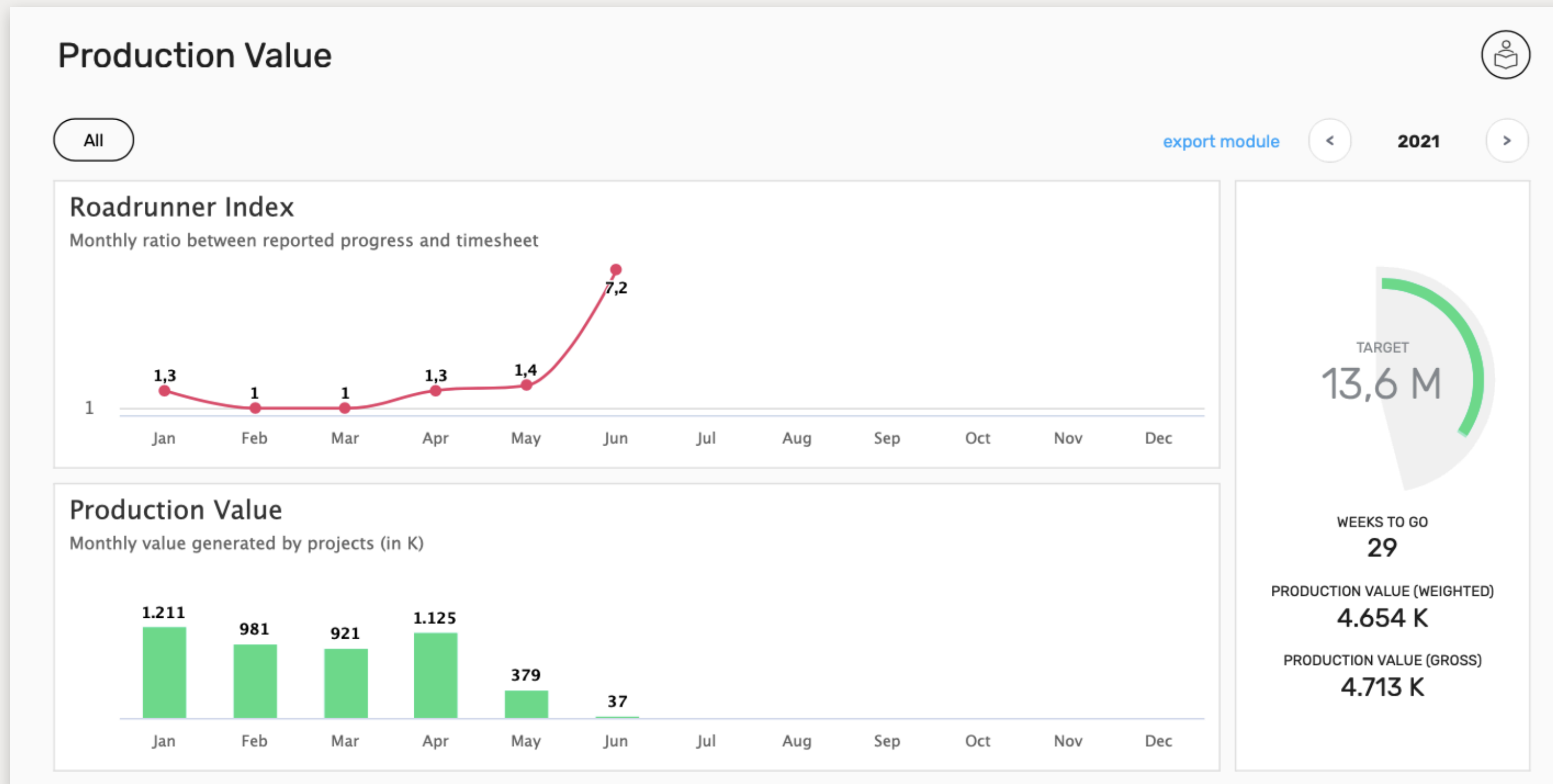
The **Weekly Briefing** and the **Monthly Briefing** are two reports that provide you with a complete picture.

Get timely insights and comparison info on weekly production, project value, sales targets, lost / won opportunities, and chargeability.

The page of **Sales Performance** updates you on company sale, won and lost projects, conversion rate and target revenues.



4. Portfolio analysis and intuitive real-time insight



The **Production Value** is an insight section that shows the real revenue competence, to understand how much you produce week by week, month by month.

You can drill down and get more details on clients, projects, worked hours, progresses and external costs.

WEEKLY

3/5 - 9/5 | 10/5 - 16/5 | 17/5 - 23/5 | 24/5 - 30/5

Project	RR Index	Lost Prod.	Prod. Value	Worked (Days)	Progress (Days)	1D Value (Budget)	1D Value (Actual)	External Cost
acme rinnovo acme.plus	0,0	0,0	2,5 K	0,0	0,5	4.814,8	0,0	0 %
acme.plus fee global	0,0	0,0	2,3 K	0,0	0,6	3.838,7	0,0	0 %
GS1.Espansione_evo_2021	5,3	0,0	2,3 K	0,2	1,0	2.285,7	11.428,6	0 %

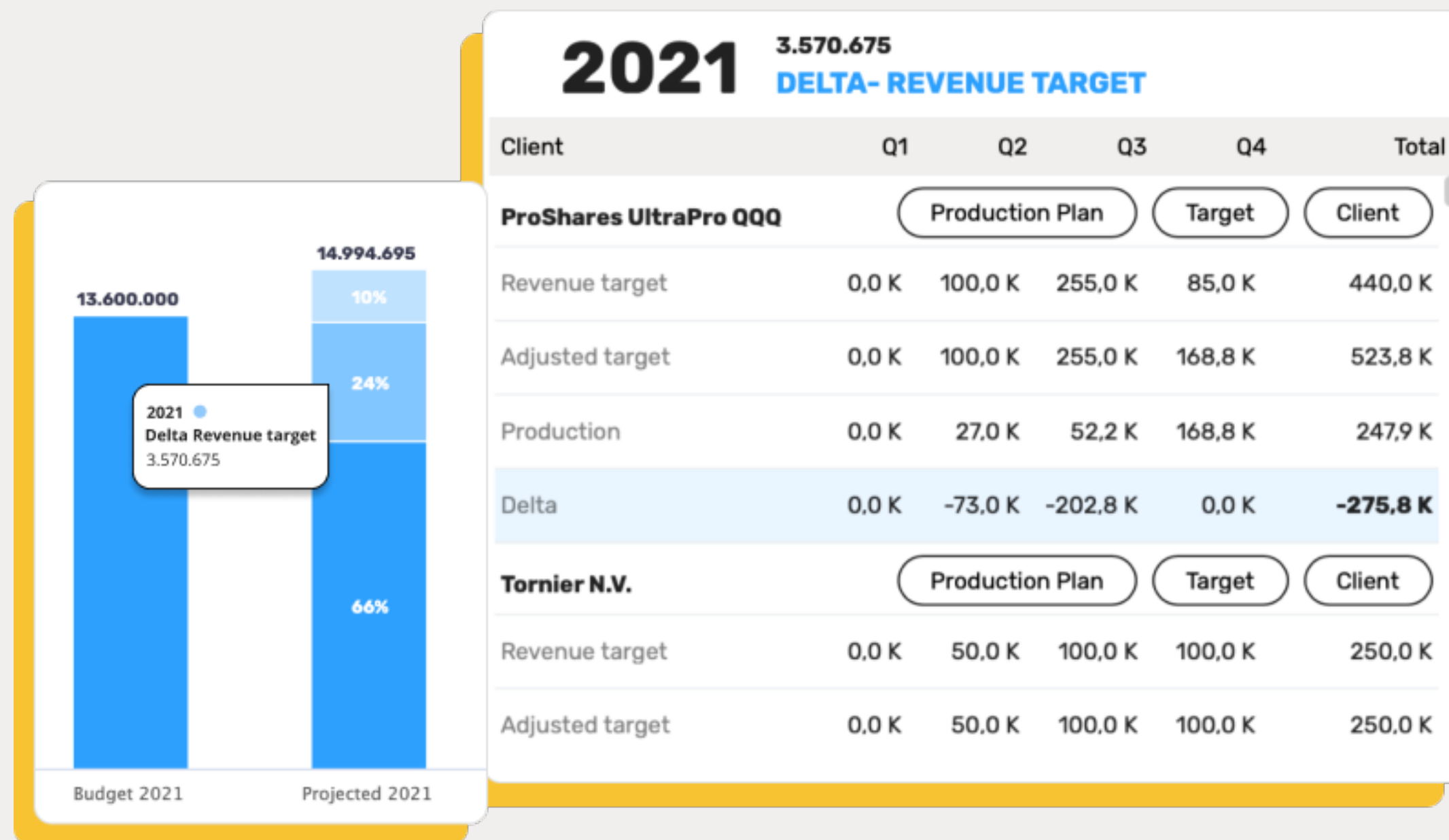
BY PROJECT

MAY

Project	Production (4 / 4 w)	Prod. Plan. (4 / 4 w)	Delta	Prod. Plan. (4 / 4 w)	RRI
Euregio Startup	0,0 K	0,0 K	0,0 K	0,0 K	0,0
Keynes	0,0 K	0,0 K	0,0 K	0,0 K	0,0
Bormioli Pharma Fast Factory 2021	5,9 K	5,9 K	0,0 K	5,9 K	0,8
New UX/UI (Interviste)	1,9 K	1,9 K	0,0 K	1,9 K	0,0
Business Accelerator	1,6 K	1,6 K	0,0 K	1,6 K	1,3
CDP Bootcamp	3,9 K	3,9 K	0,0 K	3,9 K	1,0

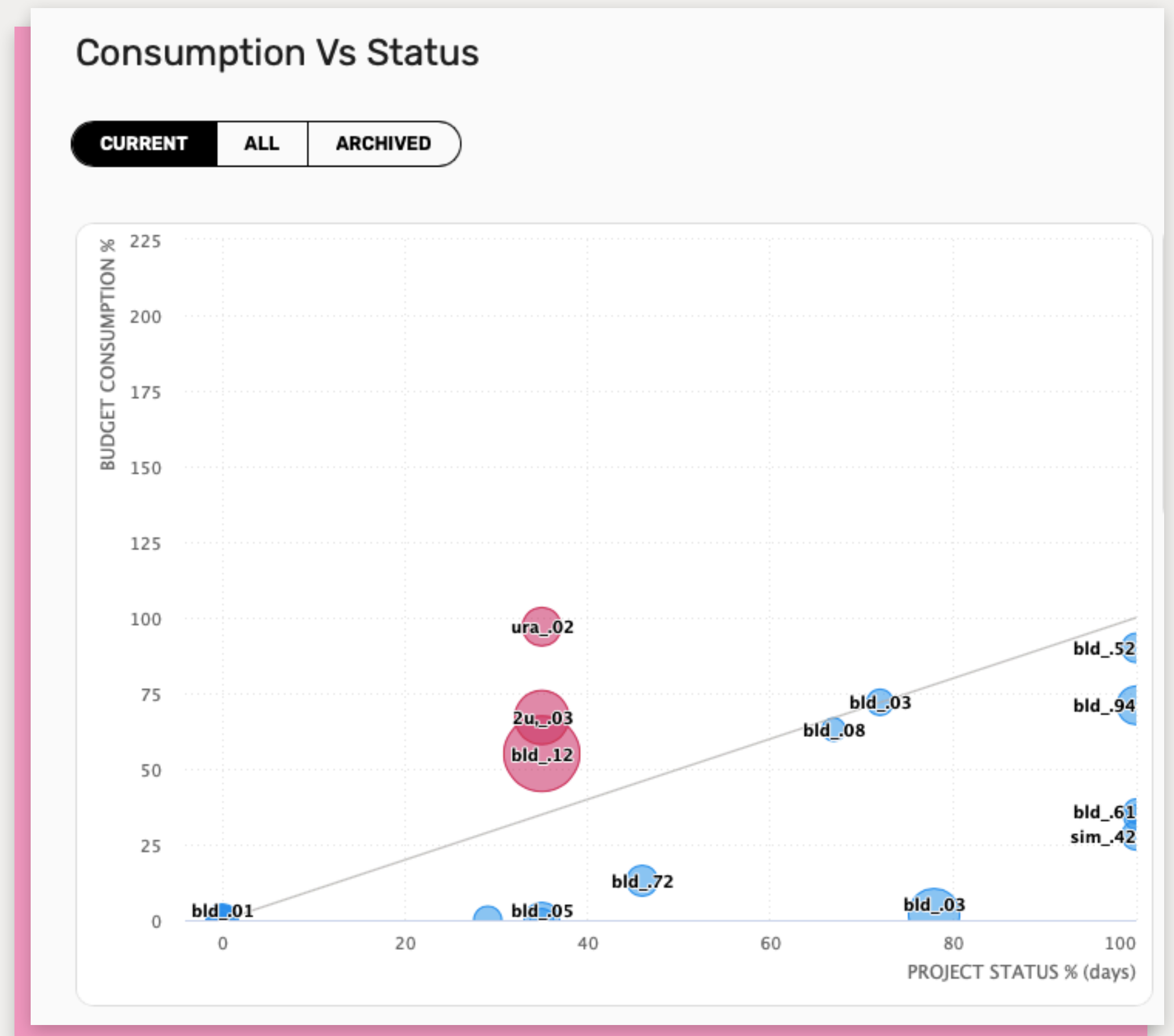
4. Portfolio analysis and intuitive real-time insight

With Budget Breakdown you instantly visualize the projection of your sales pipeline with respect to your annual budget, highlighting missing delta and bluesky.




The Budget Consumption vs Project Status graph provides an immediate picture of the project portfolio.

Is the projects' progress consistent compared to their budget consumption?



5. Professional growth and people empowerment

Profile



Tomas Barazza
Business, TV, SIC
PARTNER

✉ tomas@h-farm.com 🌐 tbarazza
☎ 335 701 9554 🌐 https://www.linkedin.com/in/tbaraz...
📅 10.08.1968 🏴󠁧󠁢󠁥󠁮󠁧󠁿 Male

Skills

- Organizational Culture
- Business Planning
- Strategy
- Knowledge Management
- Customer Experience
- Change Management
- Project Management
- Service Design
- Interaction Design
- Data Visualization
- Behavioural Economics
- Organization Design
- Decision Making

Short Bio

Sono arrivato in Farm nel 2006 e c'era solo la casa gialla, eravamo pochissimi e la Bianca faceva la pasta per tutti. Qui ho unito tanti puntini tipo la mia passione per l'interdisciplinarietà e scoperto un lato creativo che non pensavo di avere dopo aver studiato economia e aver fatto il consulente per tanti anni. All'inizio mi occupavo di far partire le startup, poi mi sono innamorato di H-play e della sua idea di usare il gioco per trasformare le esperienze. H-play è diventata LOG607, che si è fusa con Digital Accademia, che si è trasformata in HIC e alla fine in Strategy & Innovation Culture. Ho una passione per i sistemi distribuiti e i piani ben riusciti e WETHOD ne è la conferma. Non mi fa paura cambiare le cose, anche quelle che funzionano. Faccio un po' di sport.

Interests

- Sports
- ACMilan
- Golf
- Triathlon
- Ironman
- Music
- Sopranos
- Velvet Underground

Portfolio

- wethod Open
- whaiwhai Open
- little smiling minds Open
- frammenti Open

Every person has a **personal profile page** on wethod, showing interests, skills, spoken languages and professional portfolio.

Collect feedback to foster professional growth.

AT **Andrew Thompson**
Technology | HIC
Esterno

Capacità gestionale	<div style="width: 80%;"></div>	8
Capacità creativo-strategica	<div style="width: 80%;"></div>	8
Impatto	<div style="width: 90%;"></div>	9
Capacità disciplinare (tecnica)	<div style="width: 100%;"></div>	10
Capacità analitica	<div style="width: 100%;"></div>	10
Capacità sociale-comunicativa	<div style="width: 90%;"></div>	9
Leadership	<div style="width: 90%;"></div>	9
People management	<div style="width: 100%;"></div>	10

Aumentare l'internazionalizzazione 56 %

KR Definire un focus di offerta core e pitch per mercato internazionale	<div style="width: 0%;"></div>	0
KR Aumentare il fatturato internazionale da 21% a 25%	<div style="width: 13%;"></div>	13%
KR Assumere solo persone con inglese C1+	<div style="width: 80%;"></div>	80%

Define **OKRs** together with your sponsor and work together to achieve your goals!

6. Income statement and financial analysis

MONTHLY DISTRIBUTION

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
REVENUES	1.211,4	980,8	921,4	1.124,6	494,1	2.256,8	1.573,5	1.043,2	1.529,1	1.321,4	1.260,1	1.278,2	14.994,7 K
External Costs	(148,2)	(81,4)	(111,3)	(115,9)	(100,8)	(442,7)	(252,4)	(175,3)	(250,6)	(236,1)	(232)	(254)	(2.400,7) K
GROSS MARGIN	1.063,2	899,5	810,1	1.008,7	393,3	1.814,1	1.321,1	868					
Payroll	(452,9)	(500,5)	(510,3)	(415,2)	(475,5)	(479,2)	(499,7)	(221,8)					
NET MARGIN	610,3	398,9	299,8	593,5	(82,2)	1.334,9	821,4	646,2					
G & A	(95,3)	(95,3)	(95,3)	(95,3)	(95,3)	(95,3)	(96,2)	(96,2)					
Marketing	(10,8)	(10,8)	(10,8)	(10,8)	(10,8)	(10,8)	(10,8)	(10,8)					
EBITDA	504,2	292,8	193,6	487,4	(188,4)	1.228,7	714,4	539,2					
TOTAL CAPEX	238,3	238,3	238,2	244,3	245,3	244,6	238,1	238,1					
Payroll Capex	229,8	229,8	229,8	229,8	229,8	229,8	229,8	229,8					
External Costs Capex	8,6	8,6	8,4	14,6	15,6	14,8	8,3	8,3					

To support the decision-making process, check the **monthly projection of the income statement**, including external costs, margin, payrolls, G&A, marketing costs and capitalizations.

Company Profit & Loss

All < 2021 >

TARGET

	Total budget	Total forecast 1	Total forecast 2	Projected	Delta vs Total budget	Delta vs Total forecast 1	Delta vs Total forecast 2
REVENUES	13.600			14.995 K	1.395		
External Costs	(2.520)			(2.401) K	119		
GROSS MARGIN	11.080			12.594 K	1.514		
Payroll	(6.756)			(7.434) K	(678)		
NET MARGIN	4.324			5.160 K	836		
G & A	(1.170)			(1.149) K	21		
Marketing	(174)			(130) K	44		
EBITDA	2.980			3.881 K	901		
CAPEX	(1.000)			(996) K	4		

7. Human resource management to handle the team

Discover the economic impact of new resources, add bonuses or corrections and update **team payrolls**.

Company Payroll

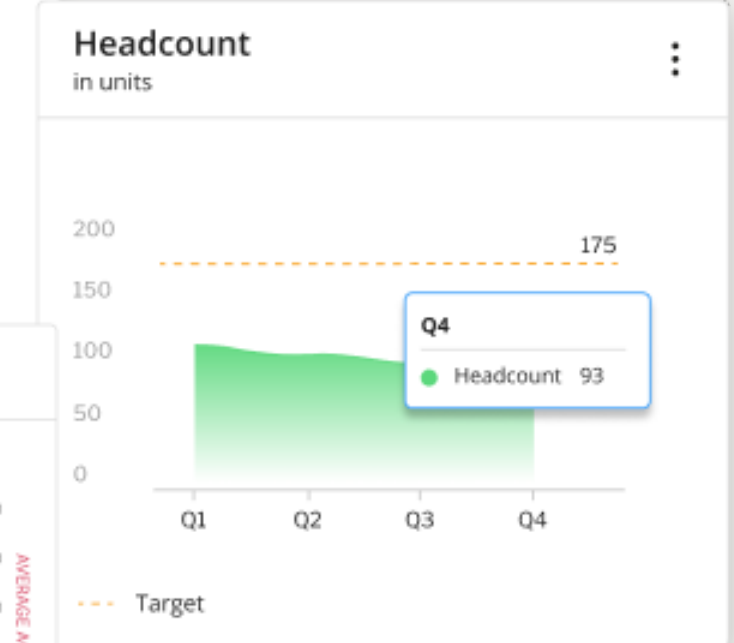
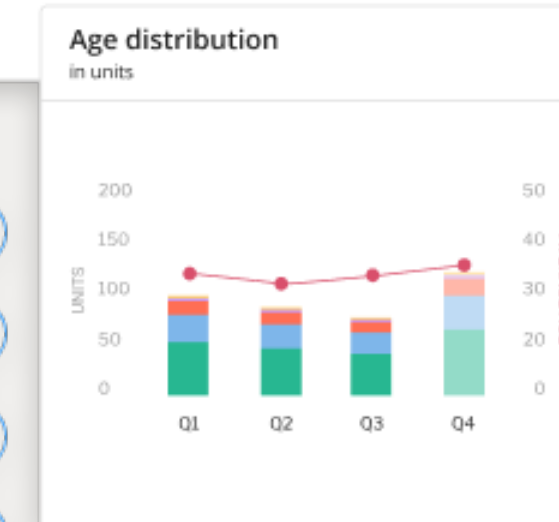
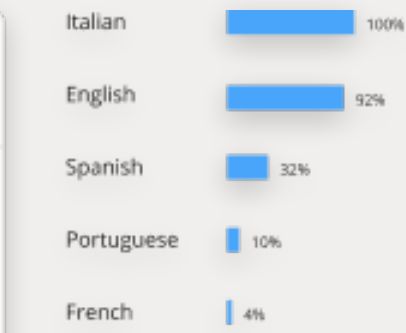
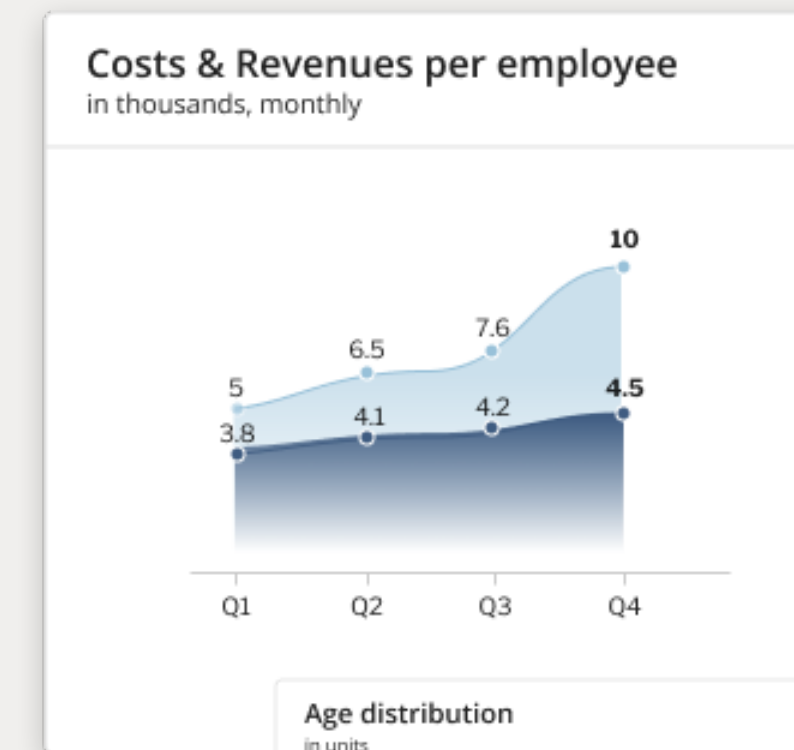
All 2021

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
TOTAL	682,6	730,3	740	645	705,3	709	729,4	451,6	758,1	742,4	754,1	661,4	8.309,3 K
HEADCOUNT	119	119	118	117	117	121	125	125	130	132	134	134	

PLACEHOLDERS

Search + PLACEHOLDER

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
TOTAL	0	0	0	0	1,3	5,8	26,2	26,2	49,4	49,9	60,8	68,5	286,8 K
HEADCOUNT	0	0	0	0	2	5	9	9	14	15	18	19	
0. content /intern													1.000,00
1. business / intern-ass													5.916,67
1. content / intern-ass													8.333,33



- VR
- Strategic planning
- Software engineer
- UX
- Content
- Project management
- UI Design
- Visual

- Brooklyn Simmons
Visual JR
- Jacob Jones
Design SR
- Robert Fox
Developer ST

There is a section on wethod entirely dedicated to **team demographics and insights**, such as the distribution of gender, age, knowledge, skills and much more.

How much does it cost?

We believe that **working efficiently requires a holistic and integrated system** that leverages info from all touchpoint of the organization. That's why we do not differentiate our pricing plan by modules, instead **we offer everyone the complete suite.**

Up to 2 users

For those who want to manage individual or couple work.

It's free!

Up to 50 users

For small or medium-sized organizations that want an efficient management.

€13,90

per active user, monthly

For 50+ users

For large companies or groups that require an advanced level of support and advice.

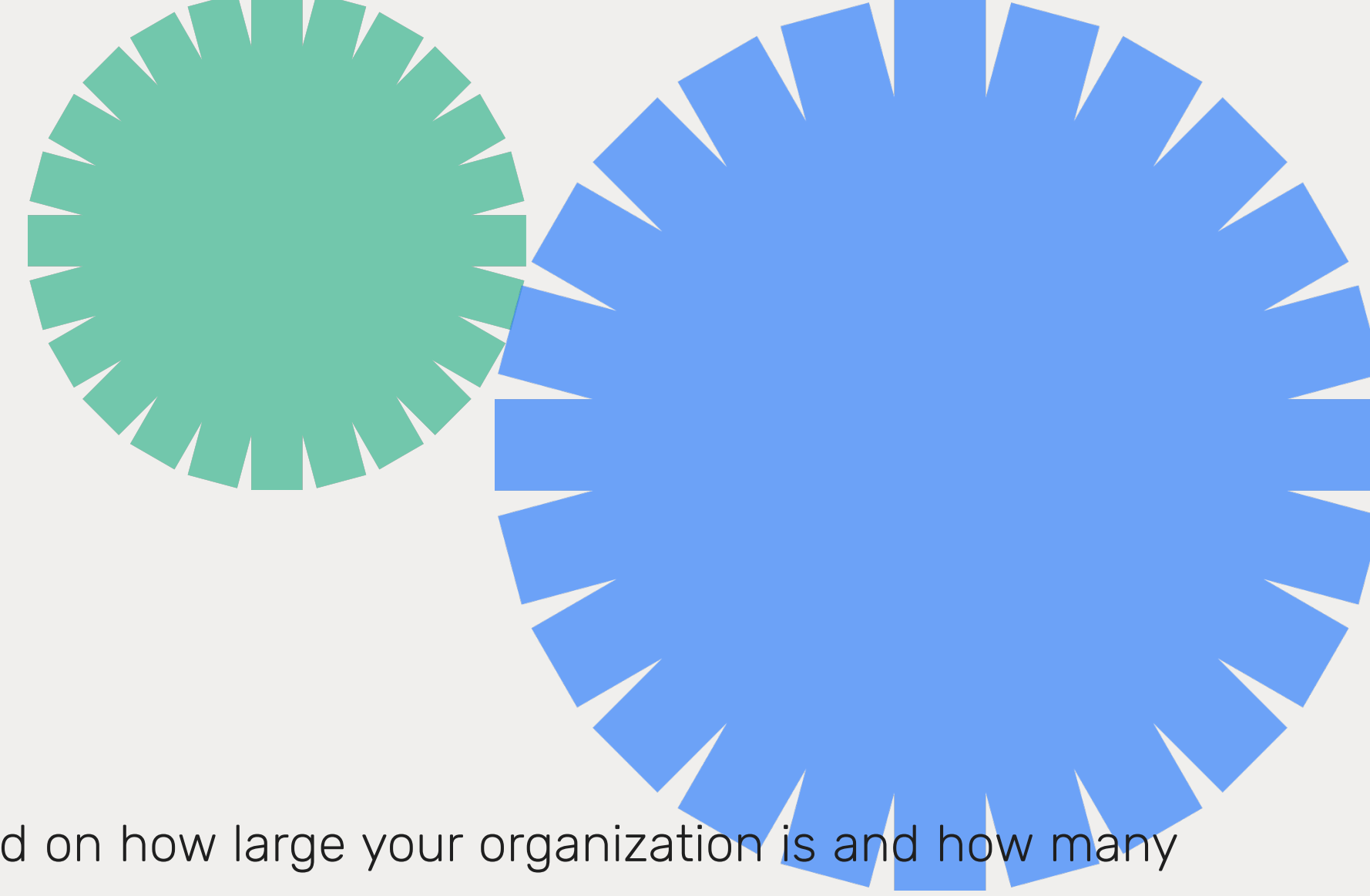
Enterprise

Contact us!

Some of our clients



FAQ.



1. How much time does it take to implement the software?

It will take you more time to decide if to change your management software or not, trust us.

It will take just a couple of hours to set up the most suitable structure for your management, based on how large your organization is and how many active projects you are managing.

2. Do you offer training and set up services?

We always support our customers during the configuration phase, with a consultancy service given by years of experience in this sector. We also offer a training support, which varies based on the number of users who will use the platform.

3. Can I manage the invoice system with wethod?

Wethod not only allows you to manage both active and passive billing, but also reminds you when to send invoices, following the invoice plan of each project and sending the request to the office in charge. You can also see the invoice plan of all projects in one view.

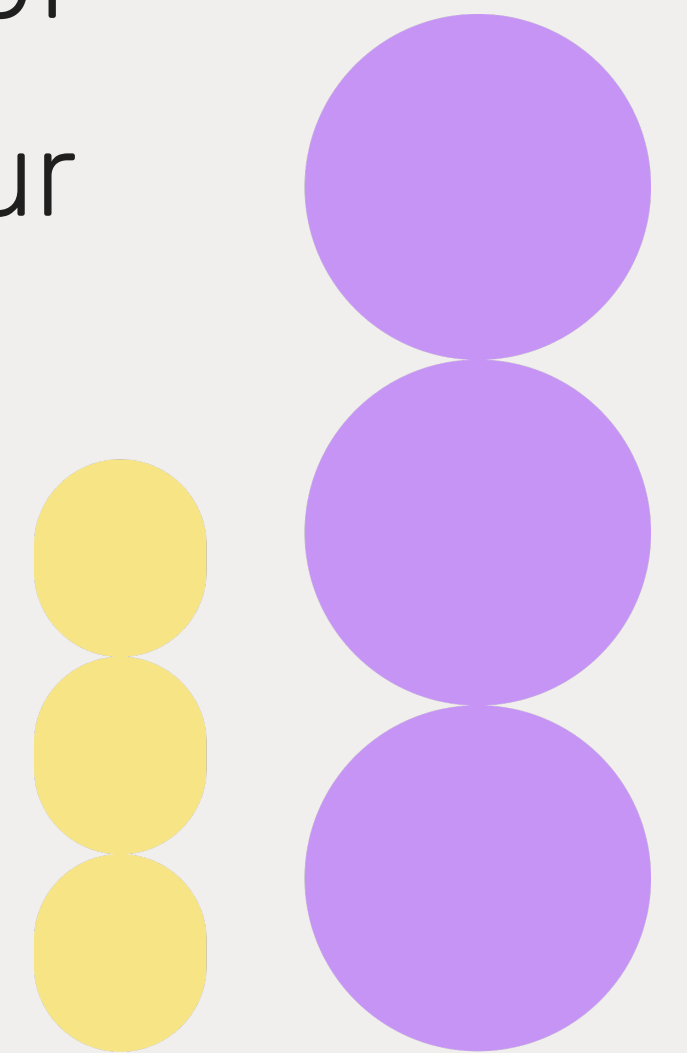
4. Is it possible to have integrations with other softwares?

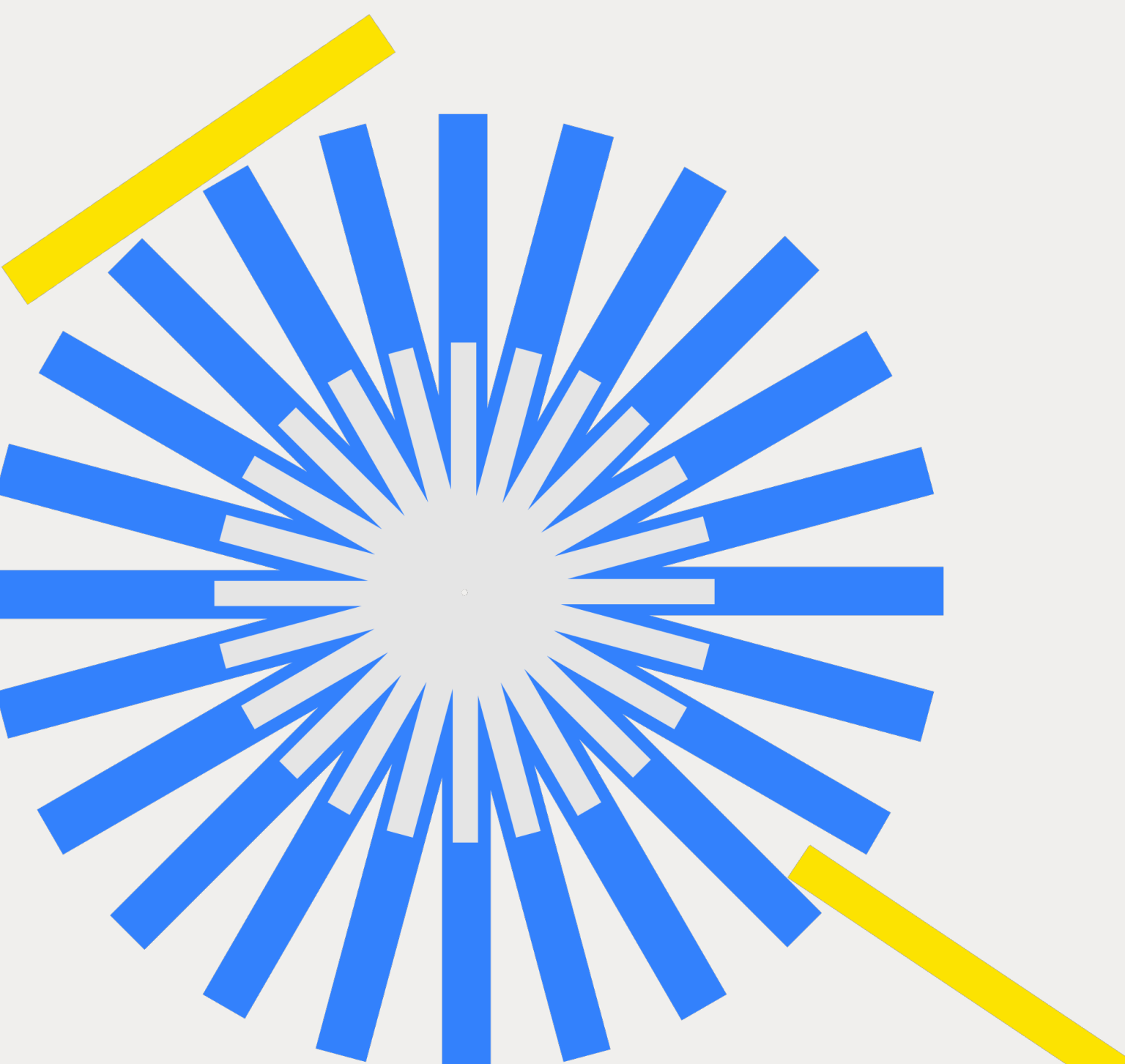
There is the possibility of integration with Slack, Google Drive, Google Calendar and some accounting systems. If you have specific needs, contact us and we will be happy to find a way to make our systems speak.

Are you intrigued?

If you want to discover more about the wethod world, check [our website](#), read our [manifesto](#) or [contact us](#).

We are always available for a chat, to tell you more about the potential of the product and help you find the most efficient solution for your management.





info@wethod.com

wethod S.r.l.
via Sile, 41
Roncade (TV)
Italia