

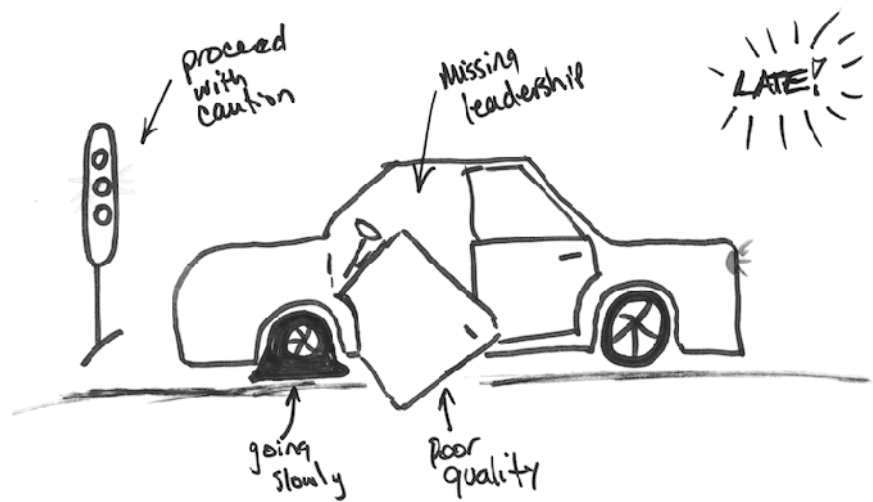


transparent
choice



1 BIG
SECRET
TO INCREASE
PROJECT SUCCESS
RATES BY
UPTO 40%

CHALLENGES WITH YOUR PROJECT



PWC

97% - Project management is critical
2.5% of companies deliver all projects

STANDISH GROUP

43% of projects are "Challenged"
18% fall outright

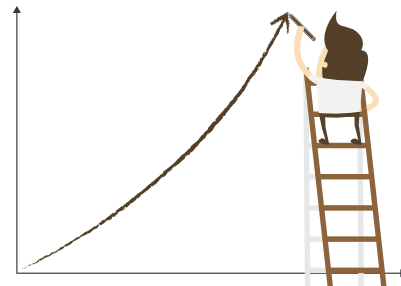
Project failure rates are too high

across the industry. We've all seen numbers like these. In some sectors success rates have improved slowly but they are still not good enough.

This book will let you into a secret that many PMO leaders miss completely, one that could completely transform your project success rates.

ONLY **26** %
OF ALL PROJECTS
SUCCEED. - PMI

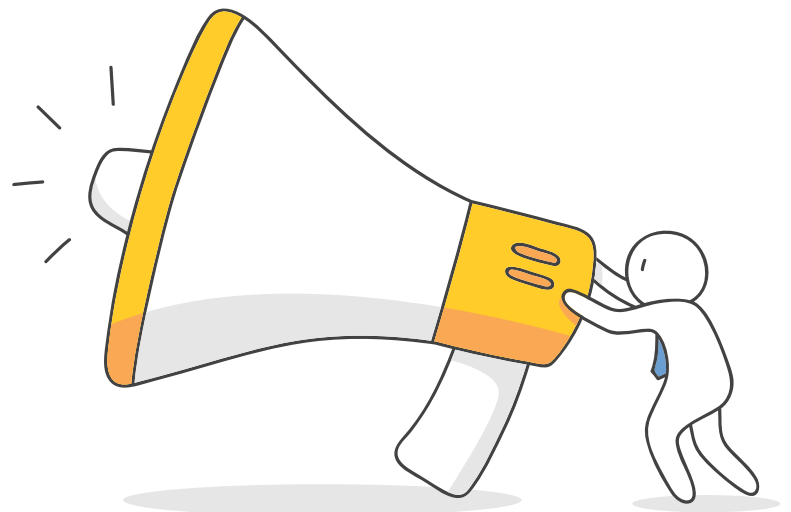
project failure
no more!



CONTENTS

In this e-book you will learn about:

- 1 How to deal with 'Too many projects syndrome'
- 2 How to make [Executive Sponsorship](#) more effective?
- 3 How to avoid [Scope-Creep](#)?
- 4 Government Department [Case Study](#)
- 5 The BIG SECRET



For every US\$1 billion spent on projects,
US\$109 million is wasted due to poor project performance. - PMI



Search of "causes of project failure" and the topics that win the Oscar for Most Common Occurrence are...

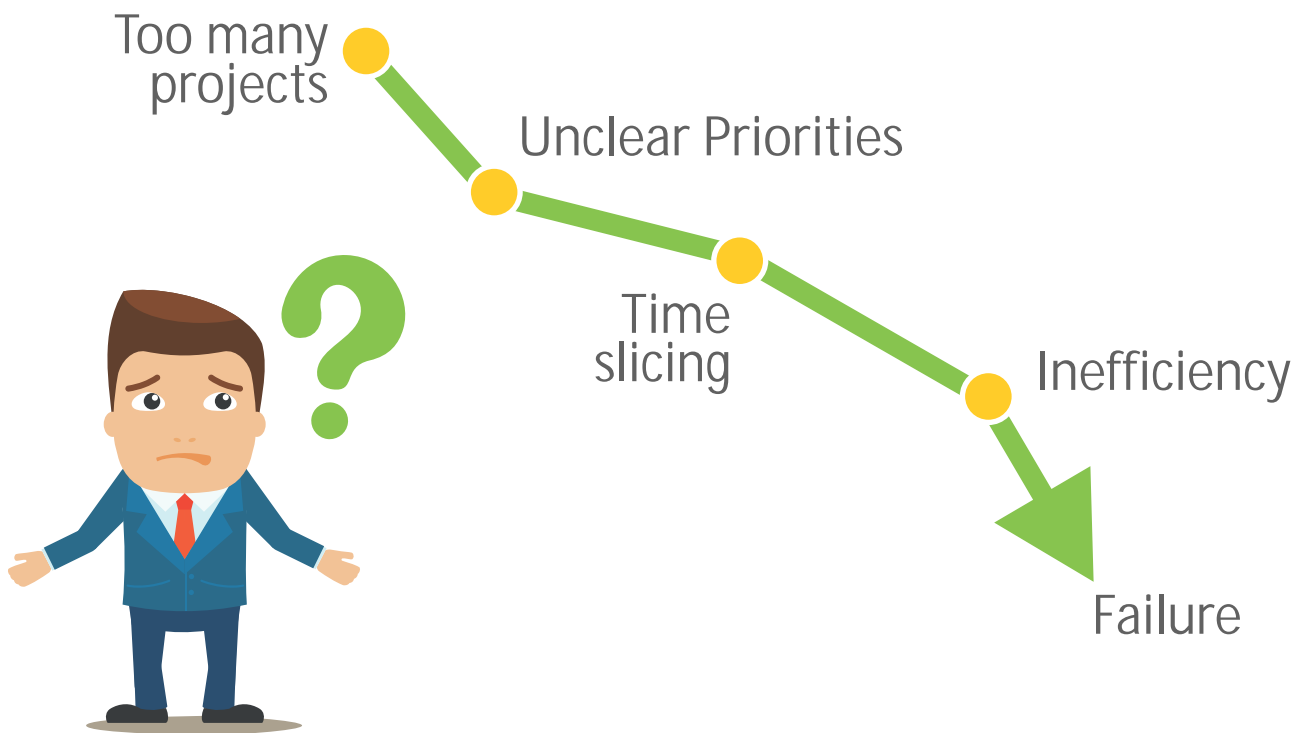
Too many projects
Poor executive sponsorship
Scope creep
Poor strategic alignment

In this book, we will look at each of these causes of project failure in turn. We will discover that there's a link between them. They are all problems that are, in large part, **caused by a poor project prioritization process.**

Improve project prioritization and these problems will be massively reduced

1

Too many projects?



Having too many projects is pretty much guaranteed to lead to a train-wreck somewhere:

Your team is stretched too thin and doesn't know where to focus

Your existing resources end up time slicing which makes them inefficient

The pressure to deliver means that corners get cut, mistakes get made

Eventually you miss the deadline and fail to deliver.

There's irony here. Having too many projects means that your people will tend to work in ways that are inefficient. That means that overloading people actually makes the resource-crunch worse!

"Overloading people actually makes the resource-crunch worse!"

How to balance projects and resources?

It all boils down to

'Visibility.'



If you manage your prioritization process through spreadsheets or through PowerPoint presentations, it becomes really difficult to see which projects really add the most **'Value'**.

In fact, most portfolio decisions are made **without clear agreement on what "Value" even means!**

This makes it incredibly difficult to make sensible trade-offs between the needs of different stakeholders, and it's this that usually leads to "project overload".

FEATURED DOWNLOAD

80+ Project
Prioritization
Criteria

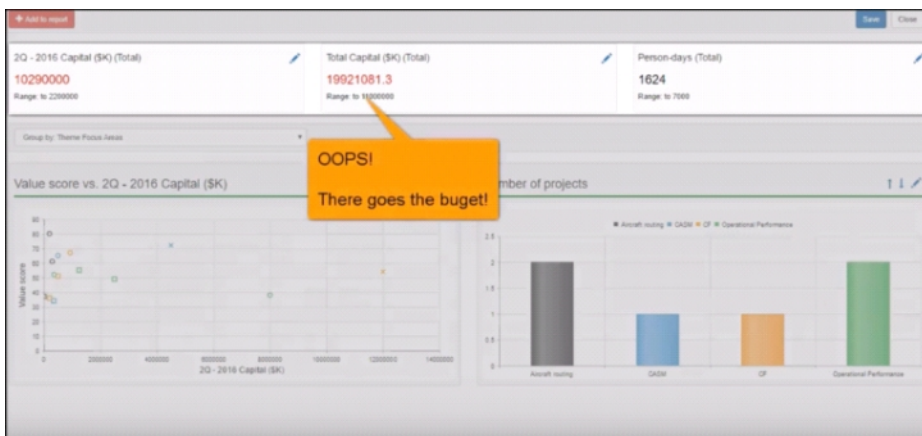
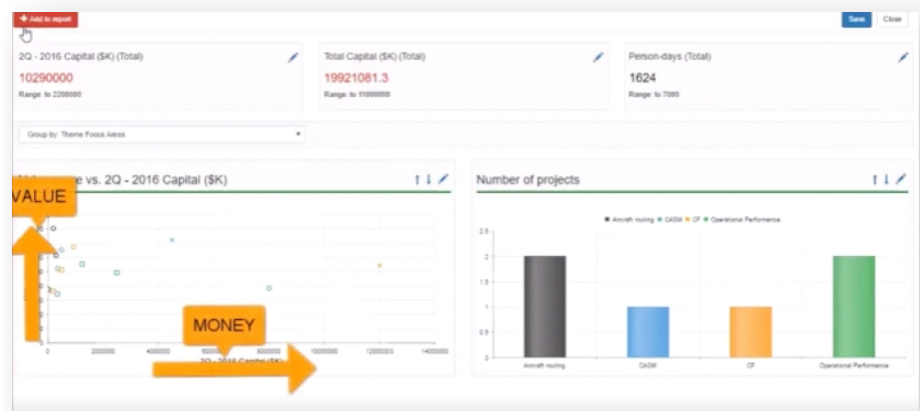
DOWNLOAD NOW

TransparentChoice makes it visible

TransparentChoice's project prioritization software

enables you to manage project requests, evaluate and prioritize them online - all in one place!

TransparentChoice leverages over 40 years of decision science to help the executive team clearly and objectively see which projects deliver the most value for money.



They can simultaneously see budget and capacity constraints allowing them to select a value-add portfolio without overcommitting. The result : A right sized portfolio!

Issues like pet projects - the one's that enjoy strong executive sponsorship but don't really add a lot of value - can be eliminated without political fuss! Your resources won't be over-committed.

Because, it's now all visible.

2

Executive Sponsorship - A significant factor in Project Failure



We all know how crucial executive sponsorship is to a project's success.

PMI Pulse's research found that actively engaged executive sponsors were "by far the top driver of projects meeting their original goals and business intent."

The research also shows that one in three failed projects can be directly linked to poorly-engaged executive sponsorship.



EXECUTIVE SPONSORSHIP

WRONG PROJECTS

- Lack of real interest
- No peer pressure

RIGHT PROJECTS

- Lasting Interest
- Clear up-side
- Commitment

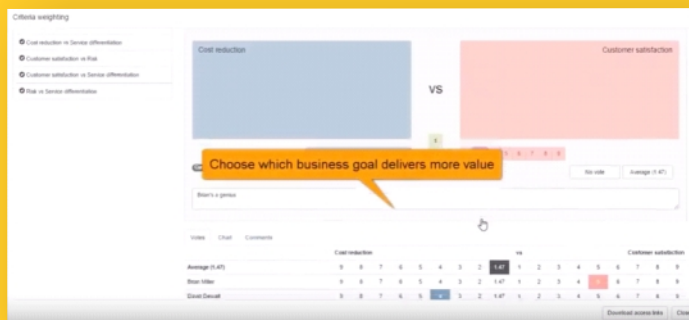
TOO MANY PROJECTS

- Execs spread too thin
- Poor project support

One of the key drivers for poor executive sponsorship
is poor project prioritization.

People assume that because it's the executives themselves who are selecting the portfolio that all the projects will be well aligned with their interests but that's simply not the case.

If the projects that are selected in the 'prioritization' meetings are fundamentally not aligned with the business strategy then it's inevitable that executive sponsors lose interest.



With TransparentChoice your executives can collaborate upfront on defining what "Value" means to the business. Projects are selected precisely because they deliver significant value.



Because your projects are more closely aligned with real business value, they will retain the interest of the sponsors.

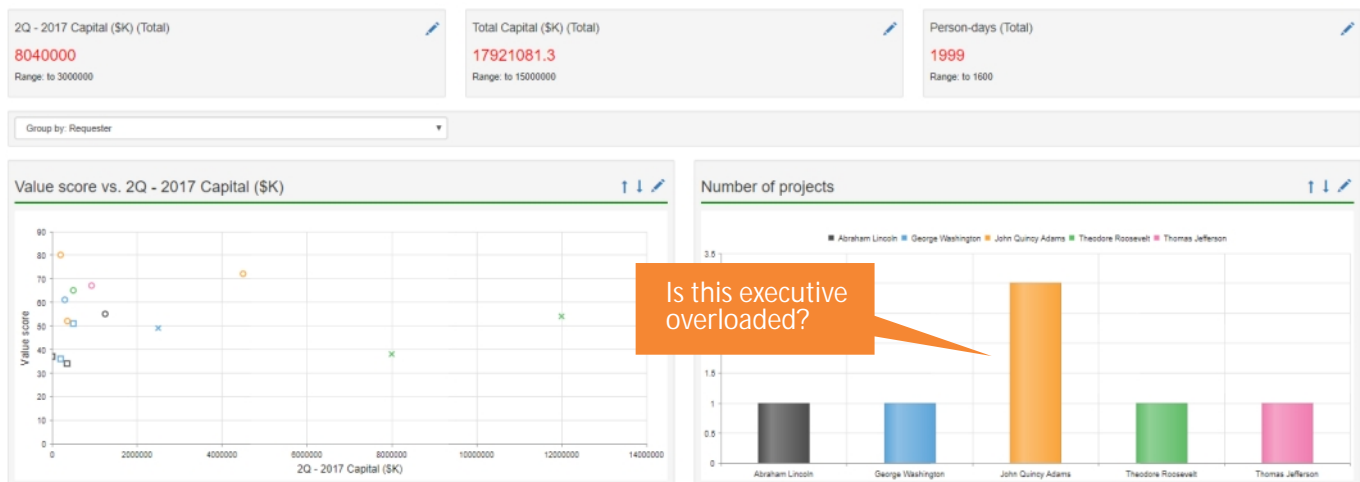
In fact, because the whole portfolio is selected based on the whole executive team's definition of "value", the projects will matter more to the whole team and your executive sponsor will, hopefully, feel some peer pressure to "get the job done".

And don't forget, your executive sponsors are "resources" just like your architects or testers. They have limited capacity to support your projects, and if you over-commit them, they become ineffective just like any other resource.





TransparentChoice lets you see very clearly which executives are overloaded with projects so you can give your sponsors the best possible chance for success.



Quick summary:

We've discussed how TransparentChoice helps you align your projects with your strategic goals and how that helps to pick a right size portfolio. It also helps drive better executive sponsorship. Both of these factors will help improve project success rates, but there's more...

3

How to avoid scope-creep?

Managing scope-creep starts with having a clear picture of what the project's key goals and drivers are.

These goals should be the reasons that the project was selected in the first place, but in most portfolios we come across, those reasons were not clearly articulated in the project selection phase.

"Why the project was selected" should form the heart of the project kick-off meeting and should guide every decision from then on.



For example, change requests are often gated by "cost" - they go for approval above a certain threshold with no consideration taken of their "value".

By measuring features and change requests against the goals of the project, you can more reliably balance cost and value rejecting even low-cost changes that are not aligned with goals.

Alignment and scope creep

CLEAR AGREEMENT

What is value?

Criteria for project selection

SOURCE OF VALUE

Clear picture of the value a project delivers.

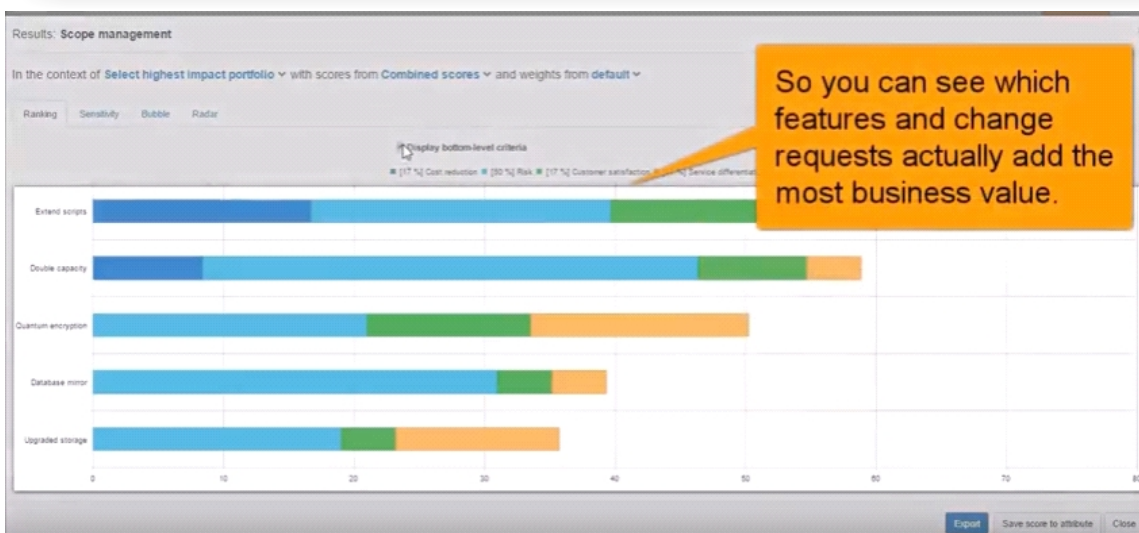
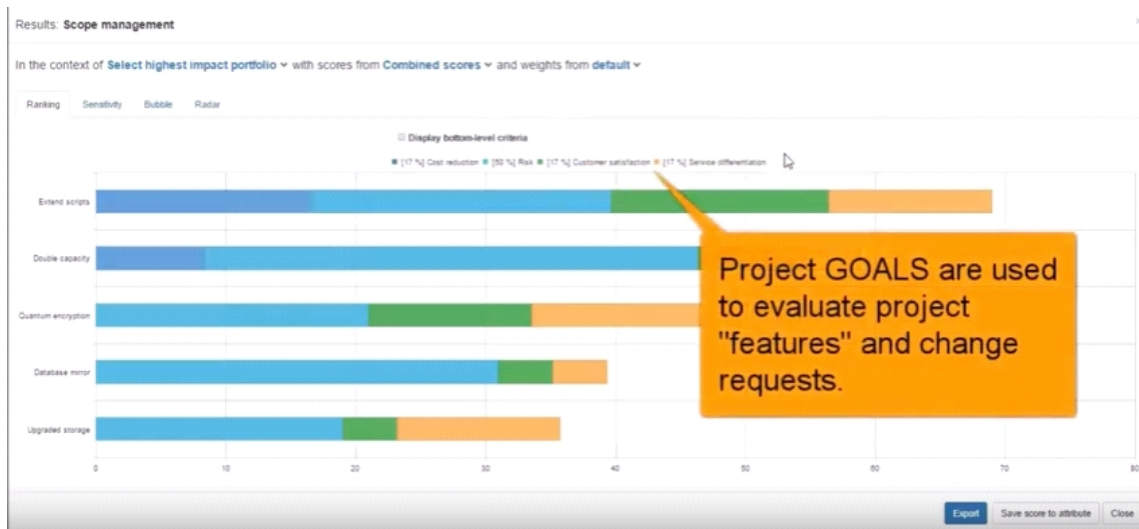
Use this to orient delivery team/stakeholders

SCOPE MANAGEMENT

Prioritise/ approve scope based on project goals

TransparentChoice makes this process clear and transparent.

The value of each item of functionality or change request is clear allowing you to keep your scope focused.



4

Case Study

This busy government department was a classic case where there were too many projects and not enough resources.

They had tried several times to right-size the portfolio, but pet projects and political considerations meant that they failed each time.

After implementing TransparentChoice they were quickly able to :

- | See clearly which projects were most strongly aligned to strategy
- | Select projects that offer the best value for money
- | Kill off pet projects without any political back-and-forth
- | Get strong executive buy-in to the portfolio
- | Select a portfolio that was deliverable within resource constraints

GOVERNMENT DEPARTMENT

CHALLENGE

Pet project consuming resources
Too many projects means high failure

RESULTS

Killed the pet-projects freeing resources
Aligned projects to available resource
Happy stakeholders, happy implementation team



There's no way I could have done it without your software. It went really well ... everyone was really pleased with the outputs and especially the criteria weighting....

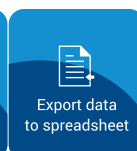
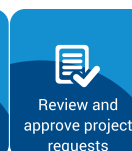
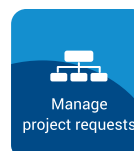


All in all, by adopting the collaborative and value-based project prioritization process from TransparentChoice, this government department set themselves up for a great year delivering projects!

GET RID OF SPREADSHEETS
AND SAVE TIME WITH OUR

FREE

PROJECT REQUEST
MANAGEMENT SOFTWARE

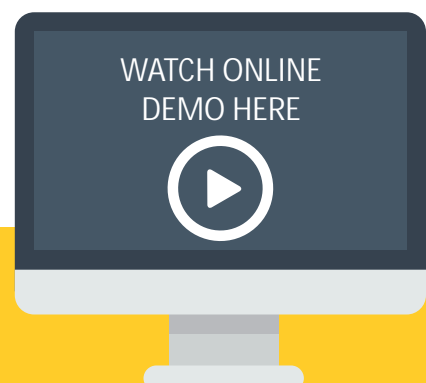


SIGN UP



There's a direct link between good project prioritization process and project success rates.

TransparentChoice supports the whole process of collecting project requests, documenting and assessing projects and then optimizing your portfolio to deliver maximum value given your capacity and resource constraints.






**transparent
choice**

www.transparentchoice.com

TransparentChoice Limited
ideaSpace West 3 Charles Babbage Road
Cambridge, CB3 0GT, UK

contact@transparentchoice.com
Phone Americas: + (424) 291-2824
Phone Europe: + 44 1244 940 929

SPOTLIGHT



What's driving YOUR project failure?
We've all read about causes of project failure and
before we get into it, let's say 20% of problems
arise when they say they will (PWC) which leaves
80% of cases for improvement.

This blog highlights a hidden root cause of project
failure that most PMs/leaders don't fully
grasp.

FEATURED DOWNLOAD

80+ Project
Prioritization
Criteria

DOWNLOAD NOW

DOWNLOAD THIS
FREE E-BOOK
AND IMPROVE YOUR PROJECT
SUCCESS RATE BY

40%

GET IT NOW

