# BLAST OFF!

## LEAVE BEHIND YOUR TECHNOLOGY TROUBLES

### WITH

## AMTRA'S ADOPTION CHANGE MANAGEMENT

Is project failure considered status quo in your organization? According to reports, 25% of technology projects fail, 20-25% don't show any ROI, and as much as 50% need a massive reworking.

**BUT WHY?**

Don't be too quick to blame the technology. Look at these 6 reasons why technology projects fail and make sure you have a plan in place to not only avoid them, but improve your outcome.

Change is a given. Although it can be a struggle, change in an organizational setting is necessary. New projects are constantly in motion to increase profits and improve competitiveness, yet managing change tends to take a back burner.

## 01

### WRONG RESOURCES

With any project, there must be a clear view of the interdependencies between the benefits and the criteria against which success will be judged. It is essential to establish a reasonable requirement baseline before any other work goes forward. Requirements may likely continue to creep; however, you'll be much more capable of handling them if you have a scorecard in place to track progress and results.

## 02

### IMPOSSIBLE GOALS

When impossible, unattainable goals are set, people strive to meet them, then make counterproductive decisions in a panicked attempt to do the impossible. While it may be impossible to predict every outcome, take the time early on to define and communicate objectives and goals. This creates a clear path to project achievement, and radically increases your chance of success.

## 03

### UNREALISTIC DEADLINES

Setting tight deadlines is a recipe for disaster, as it forces teams to rush through projects and miss important milestones. The result? Increased errors and reduced quality. When starting new projects, take all factors that could delay a project into consideration. It's way better to have a time buffer, than to have your projects combust.

## 04

### WRONG TECHNOLOGY

Nearly half of the respondents in a study stated technology investments are made for the wrong reasons like fighting fires or agreeing with whoever is screaming the loudest. Selecting new technology platforms should be based on desired state and the platform's ability to support that vision.

## 05

### COMMUNICATION ISSUES

Everyone knows how vital it is to proactively share information and knowledge during a project. And still, poor communication continues to cause project teams to stumble. If the project manager and their team are not communicating well, disasters can be just around the corner. To attain optimum workflow, everyone needs to be transparent and on the same page.

## 06

### POORLY MEASURED RESULTS

A report last year asked executives about the required skills for their digital transformation projects. Despite the consensus for the skills needed, almost all cited substantial skills gaps across nearly every initiative, putting their projects at risk. That's why its imperative to hire the right people, with the right skills and the right talent! If you don't have the right people, your project could be at risk.

Data repeatedly shows that implementing change management strategies can enable organizations to successfully complete more projects. Yet, companies still spend a considerable amount of time and energy training people in project management methodologies and tools, but rarely invest in change management. The result: many of the people risks are overlooked, which leads to project delays or all together failures.

**Give us a call to learn how AMTRA's Adoption Change Management can propel your Teams implementation.**

855.326.0533     info@amtrasolutions.com     www.amtrasolutions.com     AMTRA SOLUTIONS