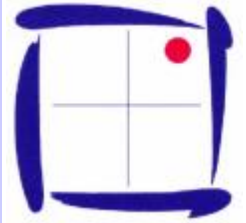


Delivering the Benefits

Vision into Reality



Realising Measurable Benefits

The most difficult part of any project is in the implementation. Driving projects through to a successful conclusion takes skill, perseverance, stubbornness, courage and a certain amount of faith. There will be many barriers, a host of sceptical unbelievers and, what appear to be, insurmountable hurdles to overcome on the way to a successful delivery. It is very easy to compromise on important aspects, become discouraged or let things slip. This is especially true for internal project managers, as they are enmeshed in the politics of the organisation where, amongst other things, their promotion prospects may be governed by certain relationships.

Sometimes it is better to utilise an external perspective and ensure the benefits are delivered professionally, where the consultant is accountable for the measurable results.

The 4 Stage Benefits Delivery Model

At ValueAdding.com we understand all aspects of achieving the delivery of benefits within a project. A study, or report, that sits on a shelf will not achieve improvements. We are committed to results through systematic implementation principles.

The ValueAdding.com Benefits Delivery Model takes a modular approach based on 4 Stages.

Preparation

Planning

Delivery

Learning

Within each of these stages there are several customisable modules, depending upon the requirements of the project, and work completed to date.

Preparation

- n An agreed vision
- n A detailed list of the significant changes envisaged
- n Change readiness, and risk, assessment
- n Benefits identification chart

Planning

- n Project milestone plan
- n Business case
- n Sponsorship and steering
- n Change strategy

Delivery

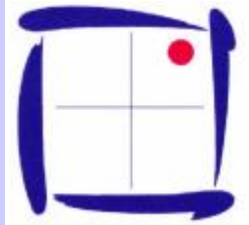
- n Project management
- n Steering and programme management
- n Communication strategy
- n Leadership

Learning

- n Post project review
- n Benefits realisation assessment
- n Performance measurement and management
- n Continuous improvement process

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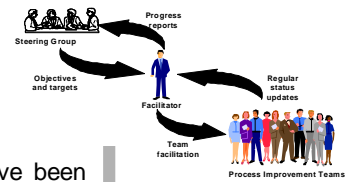
E-mail: mail@ValueAdding.com Website: www.ValueAdding.com



Our Approach

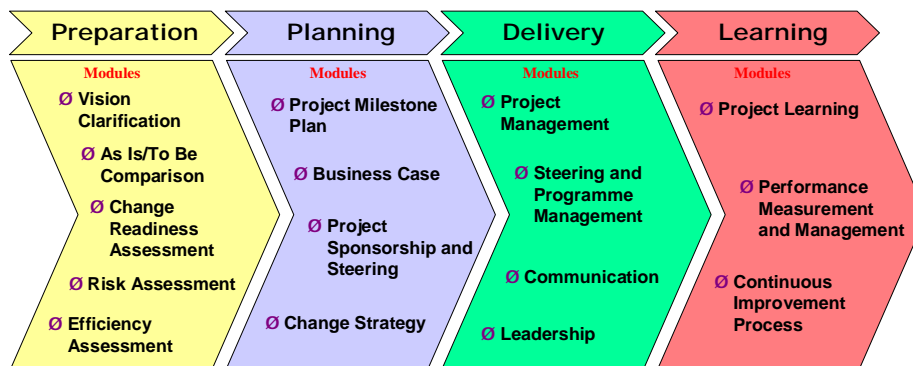
Our experience has taught us that the success of any implementation will depend upon the attitude of the staff and managers involved. Our approach to delivering benefits combines traditional project management skills with workshops and sophisticated techniques for ensuring real, measurable benefits are realised. We involve staff at every level during the project ensuring:

- The quality, and practicality, of our plans and actions are based on real experience in the organisation
- The commitment of staff to implementing the changes
- Skills transfer during the project



A Modular Methodology

Some of the building blocks of the delivery process may already have been completed. However, we know that missing out the initial stages can have very dire consequences later on. We will make sure the foundations are in place for a successful project, and then 'deliver the goods'.



What We Deliver at Each Stage

Preparation

- Ø A shared vision for the project, including an agreement of the benefits to be delivered
- Ø An understanding of the risks, and change issues that will be encountered

Planning

- Ø A detailed milestone plan against which the progress of the project can be measured and monitored
- Ø A fully-costed business case
- Ø A structure to ensure the project is supported and monitored
- Ø A strategy to enable change to happen within the culture of the organisation

Delivery

- Ø Delivery of the benefits through professional project management
- Ø Accountability for the stated benefits in measurable terms
- Ø Communication and involvement of staff in the implementation

Learning

- Ø A review of the project for organisational learning purposes
- Ø A system in place to measure and monitor future performance
- Ø Staff involvement in continuously improving the processes on an ongoing basis