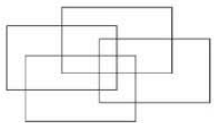


OFFICE OF FINANCE USER SYMPOSIUM 2008

Three (3) Reasons Planning Projects Fail

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LSA Solutions
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Overview

- Why do all projects fail
 - No Owner
 - Unrealistic Project Expectation
 - Scope Creep
 - No Organizational Support
 - Buying what sales was selling
 - Lack of implementation team training
 - Lack of user adoption
 - Knowledge transfer

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#1 Reason Planning Projects Fail

- Scope Creep
 - Tool Flexibility – too good for its own good.
 - Lack of documented company processes
 - Internal project manager – Gate Keeper
 - PPPPPP
 - Showstoppers are just that!
 - Setting Executive Expectations

#2 Reason Planning Projects Fail

- Unrealistic Project Expectation
 - Solving the worlds problems
 - Duplicating Excel (or current planning system)
 - Minimal internal resources required
 - Enterprise Planning implementation is not a project
 - 1st Year ROI
- Defining Failure Criteria!

#3 Reason Planning Projects Fail

- Lack of Implementation team training
 - Not implementing, just owning.
 - Understanding not only what, but how.
 - Not driving down the rat hole.
 - Intelligent filter between the users and implementation team.
 - Maximizing each billable hour. Not just budget but final product.

A real life story – Trimble Navigation


- Trimble purchases Cognos EP with zero product knowledge.
- Hires Merador to conduct the implementation.
- Initial quote of 3 ½ months to implement. – 1 week late.
- Came in 10 % over budget on consulting – Scope Creep/definition
- Onsite training done for Trimble administrator's – this helped
- Year one was a success with some but's!

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In Conclusion

- We are not the authority on making projects fail.
- Even with all of these things, projects can still fail.
- Nothing wrong with multiple phases to success. – KISS

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Thank you.
Any questions?



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