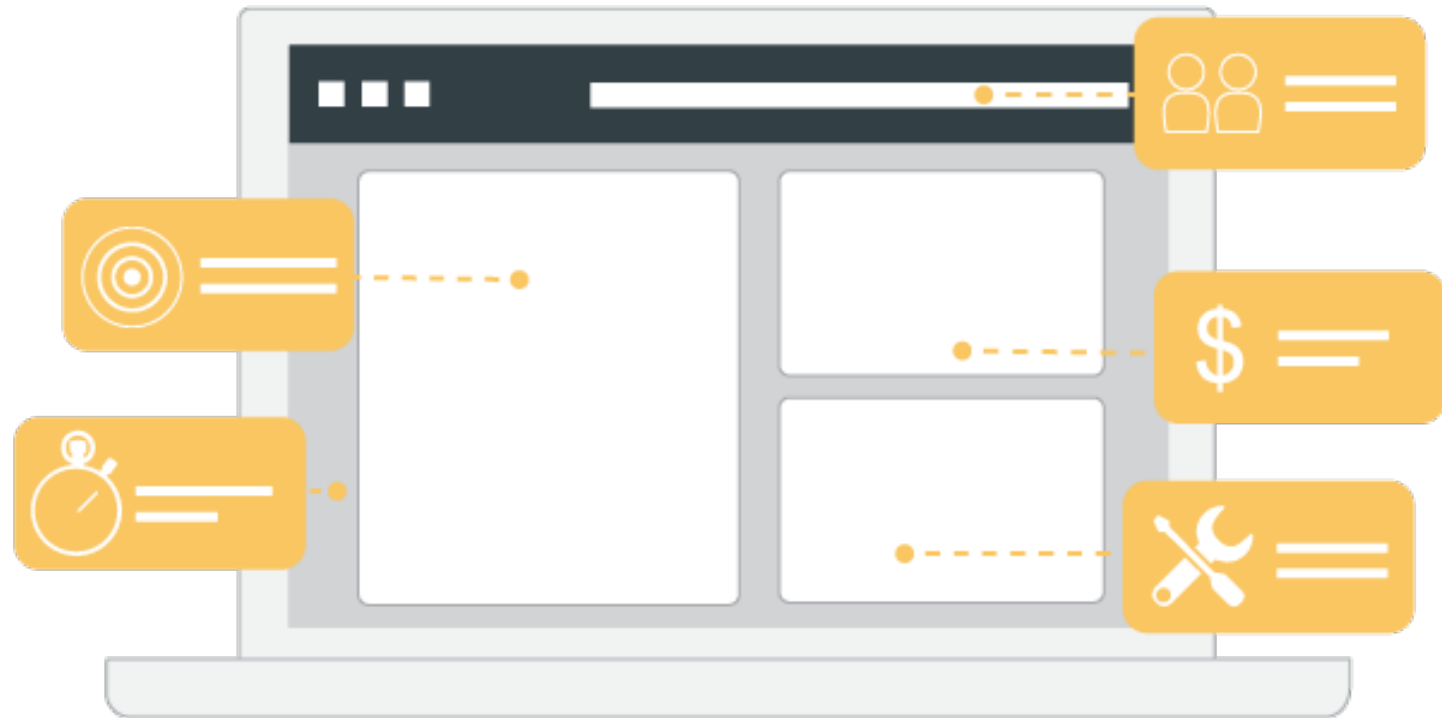


THE ANATOMY OF A SUCCESSFUL PROJECT



TOPICS

- **Choose the best software & implementation path**
 - Software Selection
 - Implementation Partner Selection
- **Drafting Your Dream Team**
 - Assembling the right team and people
- **Charting Your Course**
 - Project Plan
 - Risk Identification
- **Risk Factors:**
 - What are they?
 - How to reduce risks



WHO WE ARE



BRIAN SOMMER
PRINCIPAL
TECHVENTIVE



@BrianSSommer



MIKE PSENKA
FOUNDER & CEO
MOOVILA



@Moovila_App



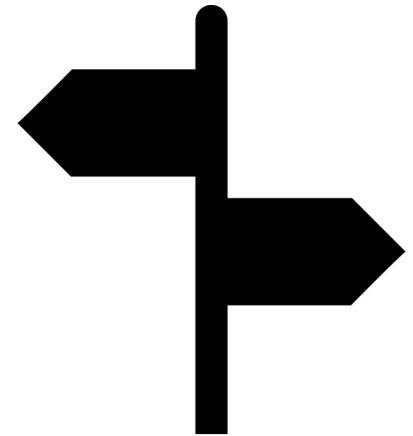
BONNIE TINDER
FOUNDER & CEO
RAVEN INTEL



@BTinder

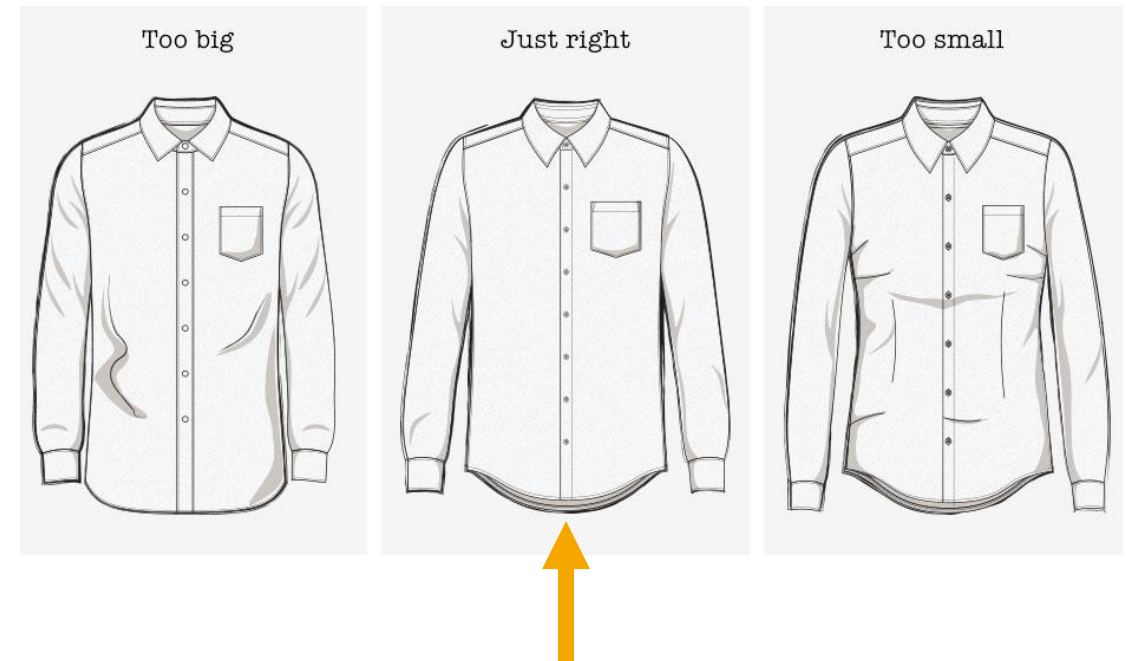
CHOOSE THE BEST TECHNOLOGY

- Was this product choice your decision or one the incumbent vendor or integrator pushed on you?
- If you start with a bad technology choice, the implementation will likely be bad, too.
- Is the business problem you're looking to solve clearly defined?
- Whose idea was it and what long-term support (executive) do you have to making things go well beyond the contract signing?



CHOOSE THE BEST IMPLEMENTATION PARTNER

- **The importance of finding the right consulting partner fit for you & your business**
 - Your software vendor salesperson will probably recommend a partner. Don't stop there.
 - Your company has probably used a consulting partner for a different type of project. That's great, but doesn't ensure they're the best fit for your software project.
 - Just because a firm has a "Big 5" name, doesn't guarantee success for your project.



CHOOSE THE BEST IMPLEMENTATION PARTNER

- **If the project is big--define a solid RFP / RFI.**
 - If the project is small--still have general project document that puts something in writing with general parameters.
 - Don't boil the ocean and send your RFP to 50 firms
 - Get to a shortlist efficiently—then go deep with those folks
- **Plan for enough time for a proper due diligence (don't rush this step!)**
 - Give SIs time to visit, do discovery and verify the scope of your project
 - Immediately weed out firms who rush you through a process or lowball a bid
- **TRUST but VERIFY. Your SI will be very eloquent in talking about their experience. Make sure they have evidence to back up their claims and you check references independently.**
 - What are previous customers saying about this SI?
 - Have you done this type of project before? In my industry?
 - What's your on-time / on-budget delivery rate?
 - How is your scoping accuracy (e.g. change orders)?
 - How often do your team members change on a project?
 - Have you done the integrations I'm looking for?



trust
but
verify.

SELECT YOUR DREAM TEAM

- Manager who's done several of this kind of project
- SI resources who are solid & you've met during contract phase
- Project leader has enough political capital to spend to see the effort through to the end
- People who are culturally aligned
- No team members wedded to the past (or if they are, they should be there as historian only—not to derail the project)
- Experienced technical person who's deeply and intimately familiar with the product idiosyncrasies and pitfalls
- People who are certified and your examination of them confirms this
- Have contractual language to prevent bait and switch of key personnel
- Bandwidth provided to manage a project at the same time as having a full-time job
- Commitment that the project team members STAY THROUGHOUT THE DURATION OF PROJECT (both from SI and customer side)

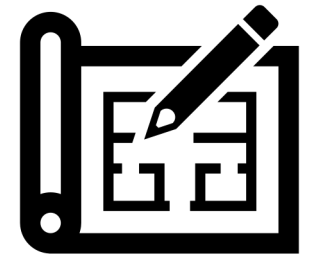


CHART YOUR COURSE: PROJECT PLAN

(...and recognize the hidden risks)

96%* of Managers Don't Know How to Manage a Project Plan...

(This is a huge problem for organizations)



THERE WILL BE PROBLEMS

How does bad plan management compound that?

Getting a Root Canal

vs.

Getting a Filling

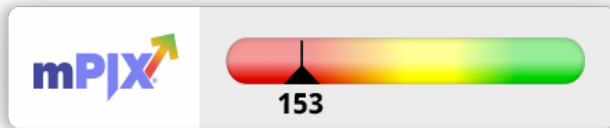


Intelligent Project Control

(A.I. assisted project management)

mPIX®

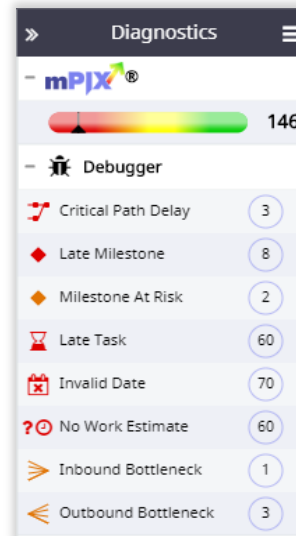
Risk Scoring for Your Project



Score early and often to find the preventable risks that plague every project.

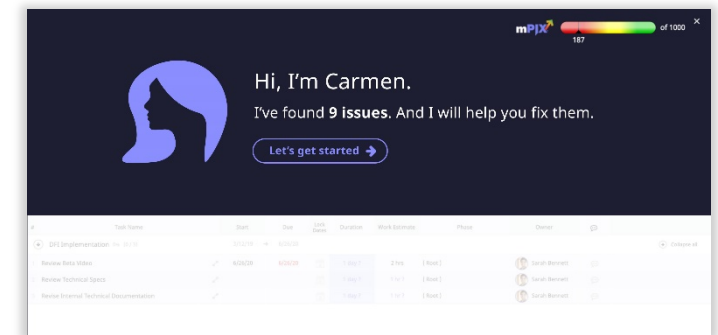
Diagnostics

“Debug” the problems real time.



Carmen

A.I. led remediation and education



RISK FACTORS

- Global/multi-national
- Lots of modifications/custom tailoring
- Communication Latency between teams
- Customer Internal Team Accountability
- Bringing over all of the prior reports, process flows, etc.
- # of legal entities involved
- Degree of business diversity (i.e., is this one global firm or a confederation of independent companies?)
- Changes in top executives mid-project
- Changes in project lead mid-project
- Changes in SI lead mid-project
- Pandemic
- Too many cooks in the kitchen
- Too many competing project initiatives, not enough prioritization
- Biting off more than you can chew
- Loss of project sponsor



CLOSING & OUR SPECIAL OFFER TO YOU!

- **We're here to help you ensure project success**
 - Brian – Software Vendor Selection & Negotiation (brian@techventive.com)
 - Bonnie – Perfect-fit Partner Selection based upon Peer Reviews. (bonnie@ravenintel.com)
 - Mike - Project Management Software designed to keep your project & partner on track (mike.psenka@moovila.com)
- **Our offer to you!**
 - Get your project scored, for free! Link provided below or contact Bonnie
 - First (3) participants that get an mPIX score get a copy of Brian's book!

