



## The Problem

The Environmental Scan solves the part of the problem with high IT initiative failure rates related to inadequate initial assumptions and constraints. Alignment Planning and Implementation targets the other part of the problem, inadequate responses to the natural evolution of the business during implementation. In some cases the implementation itself creates a better understanding of the challenge at hand, requiring significant alteration of objectives or constraints. In other cases the business environment changes affecting stakeholders, priority, or funding. Failure to accommodate these changes dooms the initiative to irrelevance at best and out-right failure at worst.

## The Solution

Alignment planning translates the environmental scan into a set of custom processes and relationships that continuously monitor for and react to significant changes. Portfolio Management approaches address part of this issue, but tend to focus on the more quantifiable aspects such as budget or priority, while doing less to address the equally important questions of process and business impact, professional relationships, and functional relevance.

## Added Value

Traditional project management disciplines are effective in managing the internals of a project (budget, time, and scope.) Our planning approaches take the next step and help you manage the external relationships of a project, ensuring that what gets delivered is useful to your organization.

## Deliverables

- Initiative Roster and Responsibilities
- Business Objective Alignment Milestones
- Business Process Change Management Milestones
- Technology Suitability Analysis Milestones

## Process

Starting from the information in the environmental scan, we will identify key organizational contact points to maintain alignment between the evolving business needs and the on-going initiative. These contact points are not a replacement for traditional project management metrics, but rather supplements which ensure the relevance of results from a well executed initiative. We will also work with initiative sponsors and their project managers to integrate the processes and relationships required for integrating these organizational contact points with existing initiative processes.