

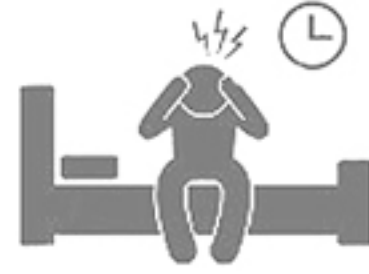
6 CRITICAL SUCCESS FACTORS FOR BUSINESS-DRIVEN PMO SUCCESS

SLEEP WELL AT NIGHT



SUCCESS
Ability to adapt to intensifying competition, business climate change, and customers constantly demanding more for less.

DON'T SLEEP WELL AT NIGHT

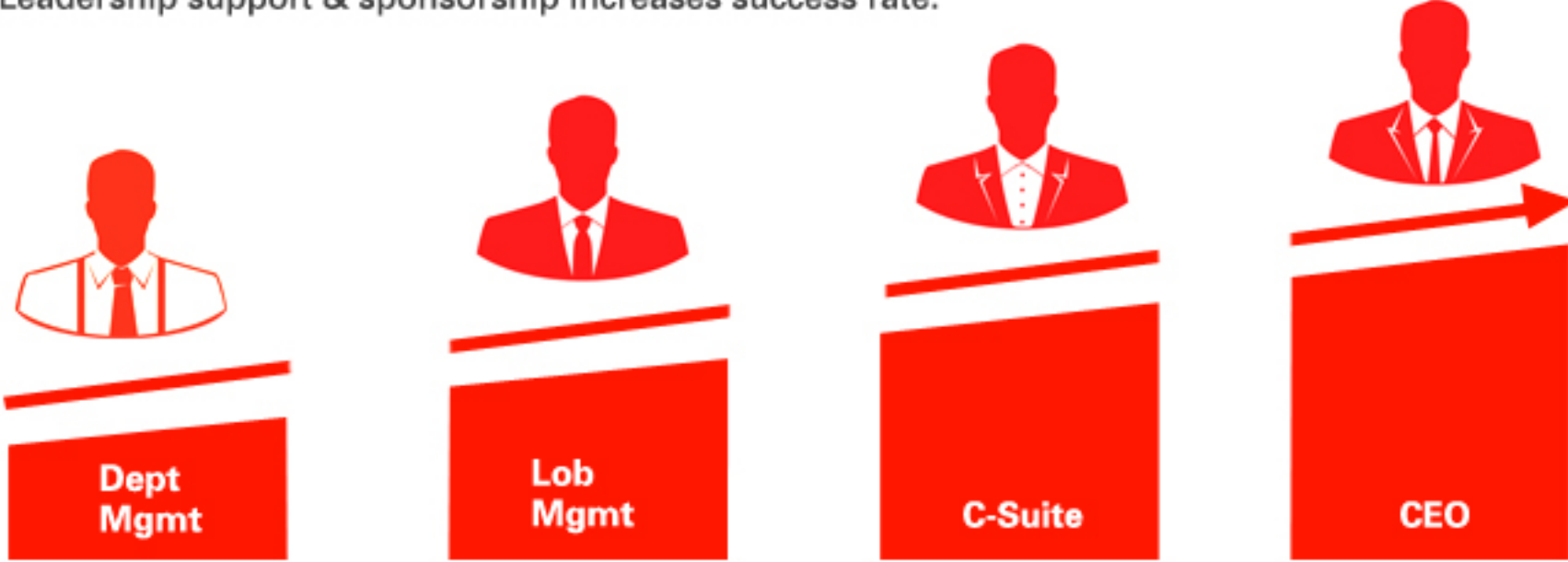


FAILURE
Inability to identify and address 6 critical business alignment success factors.

1 - BUSINESS POWER BASE ALIGNMENT

LEVEL OF SPONSORSHIP

Leadership support & sponsorship increases success rate.



PMO steering committee Who to include?

- C-level Execs
- LOB General Managers
- PMO Champion



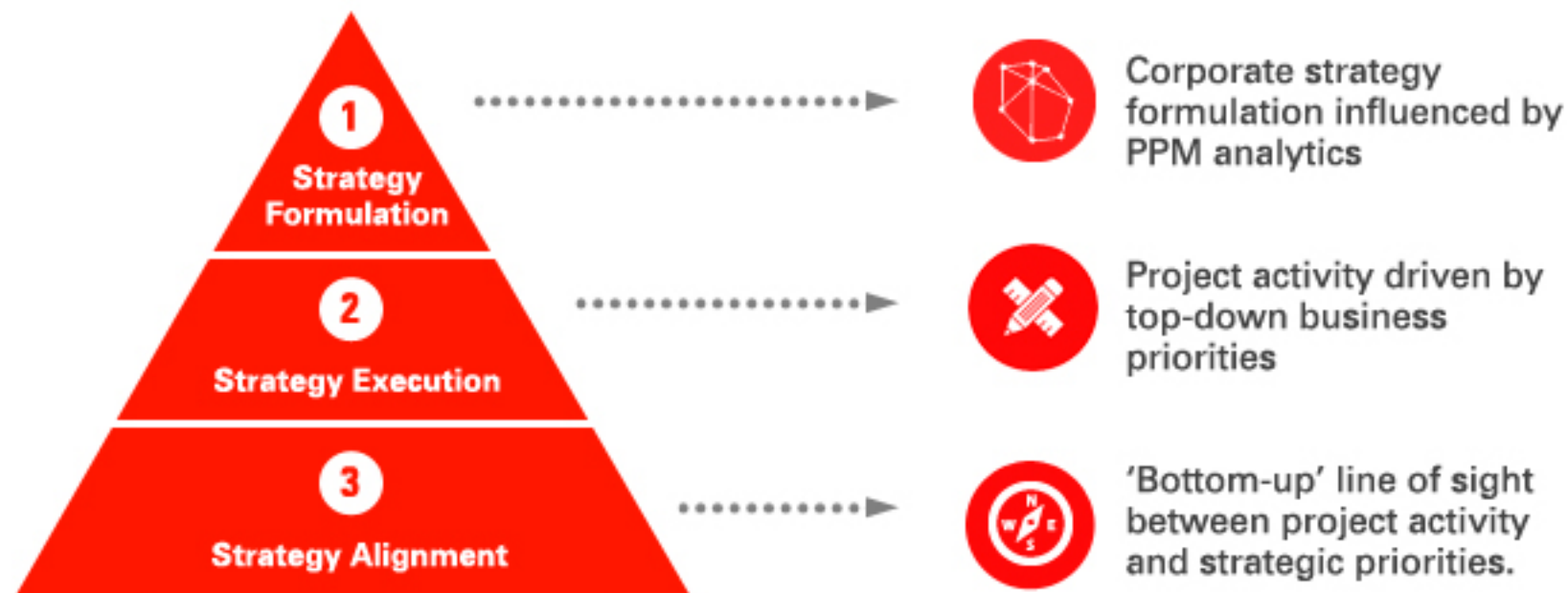
Out of alignment warning signs

- Large projects without business sponsor
- No strong alliances with business leaders
- Key business execs not on steering committee

SYSTEM IMPLICATIONS

Your PPM system must be easy to use and generate executive-personalised reports and BI

2 - BUSINESS STRATEGY ALIGNMENT



SYSTEM IMPLICATIONS

Your PPM system should support bottom-up strategy alignment, top-down strategy execution, and what-if decision analytics.

3 - BUSINESS METRICS ALIGNMENT

The key to business-driven PMO success is evolving from project-centric metrics to metrics based on business results.

| Traditional PMO | Business-Driven PMO |
|-------------------------|---|
| Execution efficiency | Business outcomes |
| Projects | Strategic initiatives, programmes, products |
| Schedule, budget, scope | Benefits realisation, customer sat, ROI, TTM, TTV, business/investment risk |

SYSTEM IMPLICATIONS

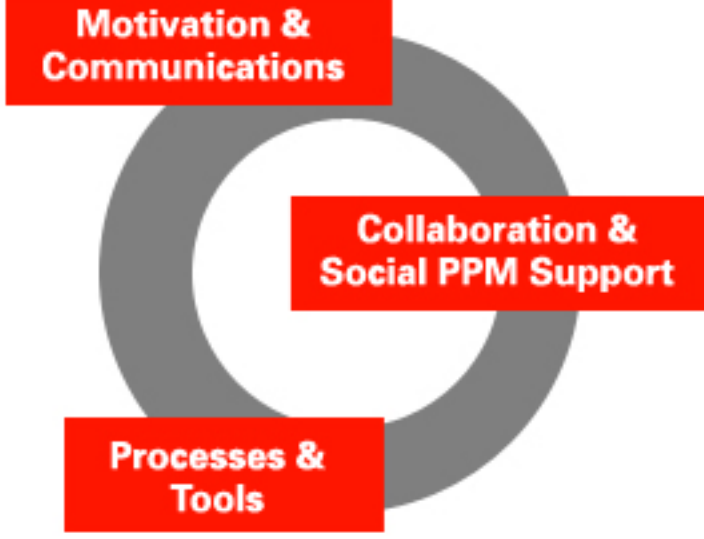
Your PPM system should support a rich portfolio of metrics and be able to cascade and roll up metrics in a strategy hierarchy.

4 - CUSTOMER ALIGNMENT



WIN THE HEARTS AND MINDS OF THE PPM COMMUNITY

3 Strategy Platforms



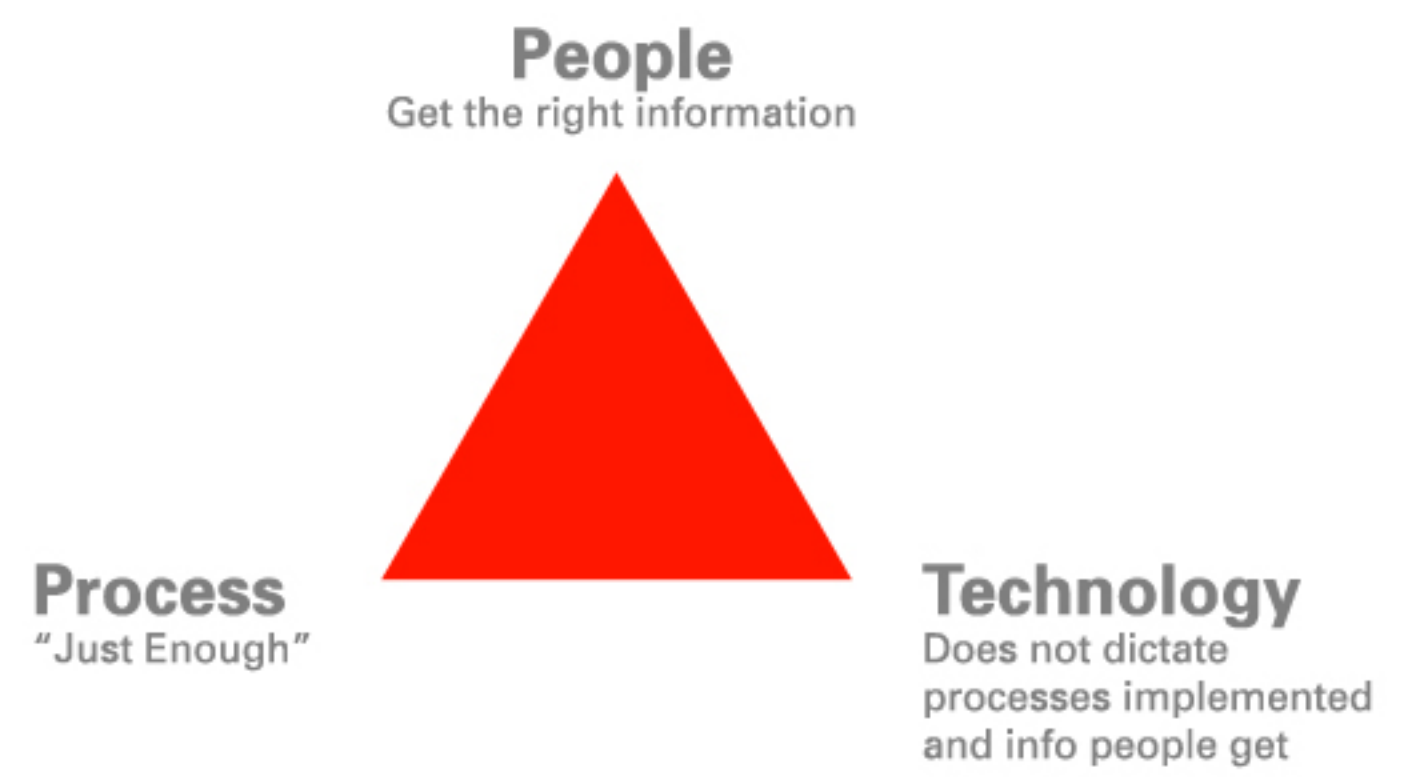
The customer: The project management community.

SYSTEM IMPLICATIONS

Your PPM system should support project manager and team productivity and success with social PPM/collaboration, knowledge sharing and automated process workflow capabilities.

5 - MATURITY LEVEL ALIGNMENT

KEEP PEOPLE, PROCESS AND TECHNOLOGY MATURITY LEVELS IN BALANCE



SYSTEM IMPLICATIONS

PPM systems should be flexible and configurable enough to provide a maturity level growth path for users/roles and process complexity for each individual PPM initiative type.

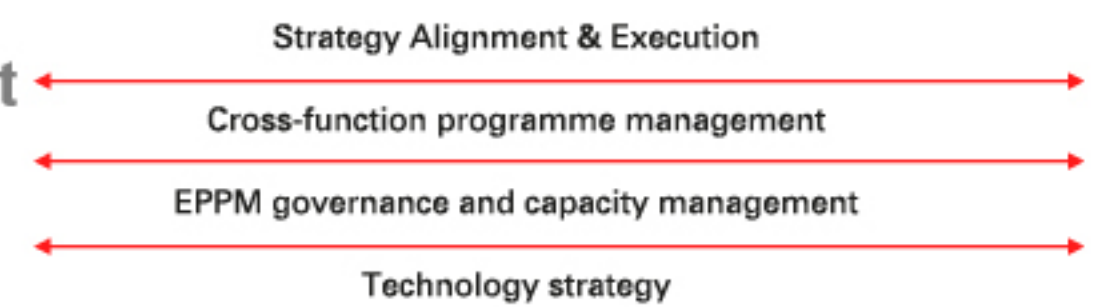
6 - BUSINESS CULTURE ALIGNMENT

FLEXIBILITY

Business-driven PMOs support the unique needs of diverse project-intensive environments.

| | IT/TECHNICAL | PRODUCT DEV/ CREATIVE | OPERATIONS/ ANALYTICAL |
|----------------------------|---------------------------|-----------------------|------------------------|
| In-Take | Demand, Request, Proposal | Ideas, Business Cases | Charters, VOC |
| Roles | PMs | Product Managers | Black Belts |
| Methods & Tools | WBS, PMBOOK, Agile | Stage Gate | Lean, Six Sigma, DMAIC |
| Metrics | Cost | TIM, ROI | Benefits |

Be consistent in terms of:



SYSTEM IMPLICATIONS

Your PPM system requires extensive configurability to achieve cultural acceptance in a variety of project-intensive environments.

FOR MORE INSIGHTS ON ACHIEVING PMO EXCELLENCE



RESOURCE KIT
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