



## Executive Summary Saving Money with Microsoft EPM – The Real Business Case

Includes your invite to the next free half day seminar hosted jointly  
by Wellington Project Management and Microsoft UK



## What Do Microsoft EPM Users Say?

A large financial services company reported potential gains of \$137M EBIT by using Microsoft EPM to optimize their portfolio and gain control of projects and expenses.

"Since the implementation of Project Portfolio Server 2007, activities such as reporting and monitoring that used to take weeks to complete can now be done with the click of a button. Not only has the solution made operations more efficient, it has made them more effective."

Sean Maguire, Canaccord Capital Inc.

"The Microsoft Office EPM Solution has paid for itself many times over in less than a year. Its flexibility gave us the ability to fit the solution within our organization and receive immediate benefits."

Jeffrey Roe, IT PMO, Milwaukee Journal Sentinel

"Review times have been cut, reports are automatic, and information gathering has been speeded up. Our project directors are saving 20 to 25 percent of their time due to Office Project Server 2007."

Oscar Araya Fernández, General Director, Department of Strategy & Project Mgt, BNCR

We saved 500 hours on this project alone. I will have earned back the fee paid to use Office Project Server 2007 on this project 40 times over by the time we are finished."

Greg Lush, Vice President and CIO, The Linc Group

"Previously, it was really difficult to estimate time expenditure and resources. Now the process is much easier because there is cohesiveness between the production schedule and the sequence of operations. The system helps us control and stipulate timelines for the orders we receive from departments and branches."

Eva Sand, Department of Communication, Sydbank

## Headline Benefits of Enterprise Project Management

- Choose the right projects that match your strategic goals
- Quickly assign your staff to these projects
- See and manage your resource peaks and troughs
- Efficiently manage these peaks and troughs rather than incurring overtime costs or wasting resource
- Get your project teams working more efficiently based on project deliverables and clear ownership

## Additional Food for Thought

- 51% of all projects come in over budget or run past the original deadline
- 15% of projects fail altogether with \$55 billion wasted on failed projects in the U.S. alone.
- If you run 10 projects in a year and each project resource budget is £50k. If EPM improves resource usage by only 5% then within 1 year you could have 100% ROI on the resource benefit alone!
- 94% of respondents reported that implementing project management added value to their organizations
- IT portfolio management software can cut costs 2-5%, improve productivity 20-25%, and shift 10-15% of budgets to more strategic projects

Enterprise Project Management has to be the goal for any organisation running multiple projects. Many organisations make critical business decisions without access to the right data at the right level of accuracy, relying on judgement and best guess.

Competitive advantage and lower project costs cannot be achieved through such an ad-hoc approach. Those looking to lead through 2009 must make the most efficient use of time & resource, focusing on the highest priority projects. EPM provides the mechanism.

“OK, We Understand the Benefit, But Don’t Want to Spend Money Right Now!”

- Smartpay from Microsoft offers total IT financing with NO payments for six months - allowing you to address your EPM needs while retaining critical cash flow.
- Microsoft offer competitive terms that enable organisations of all sizes to finance the entire EPM deployment, including consulting & training costs, not just licenses.
- By financing your EPM solution and spreading the payments over the life of your investment, Microsoft can help optimise your budget to meet your business needs and free up your corporate credit lines for other investments.
- There are no hefty down payments or additional charges just a smart solution that makes excellent business sense.

#### The Top 10 Benefits Explained

The Benefit	The Benefit Explained
Prioritise against the right projects	Because Microsoft EPM gives visibility into the entire organisations projects, Programme Directors can select the right projects to move forward and eliminate or postpone lower priority projects.
Manage schedule slips & overruns promptly	Microsoft provides schedule reports, resource requirements, cost dashboards, trend graphs and other business information that provide immediate and accurate visibility.
Eliminate non-performing projects or initiatives	Microsoft EPM provides early visibility to under-performing projects and initiatives allowing management to make early cancel decisions before additional money is spent with little or no return.
Reduce and maximize staff levels	Microsoft EPM provides a complete (both detail and consolidated) view of resource requirements and actual effort by project & programme / by resource type & department. With this information, management can now accurately staff up for current and forecast work.
Prioritize work by financial return	Microsoft EPM, specifically Portfolio Server allows organizations to evaluate and rank work by value (revenue/cost savings) returned to the organization. Common business case processes ensure only the highest value work is approved.
Create financial accountability	Integration with common ERP tools can help provide a complete and accurate cost picture.
Improve project working efficiency	By having a central location for all key project data and documents, team members will eliminate or reduce the amount of time they must spend searching for information or presenting updates.
Make staff and management accountable	Because Microsoft EPM provides "one version of the truth" individuals, departments and whole organisations can be held accountable for actual work performance. This can even be tracked at the individual work item level through project and not project time sheets – no more hidden project plans.
Maximize revenue	By using Microsoft EPM solution for new product and services management, you can reduce time to market (cost savings) while maximising potential revenue opportunities by getting there on time.
Minimize risks and issues	By getting centralised visibility and early warning alerts to critical risk or issues, timely corrective actions can be taken - decreasing likely of expensive project failure.

## Half Day Seminars with Wellington and Microsoft UK

If you are interested in learning more about Enterprise Project Management and the Microsoft Office Project Server solution then our free half day seminar is a must. Contact us for future dates and locations today .

### You Are Invited

#### "Drive Down Project Costs with Enterprise Project Management and Sharepoint"

**When:** 19 February 2009, 9.30 through to lunch (buffet provided)

**Where:** Microsoft, 100 Victoria Street, London

We are pleased to announce our next joint seminar with Microsoft. This event provides a perfect opportunity to listen to both our Enterprise Project Management (EPM) and Microsoft Office Project Server experts to understand more about how the solution works and how Microsoft Office Project Server can help drive down project costs.

The seminar will be of particular benefit to those organisations already making use of Microsoft Office Project who are looking to leverage the wider benefits of Enterprise Project Management. Key business benefits focus around the ability to consolidate project, resource and cost information across a portfolio of projects, providing a clear enterprise wide view. The seminar will tackle the subject from a business perspective.

#### Who Should Attend?

Those who currently juggle the needs of multiple projects against the limited availability of resources within their organisation who are looking for smarter ways of working to improve efficiency and drive down project costs. Attendees are likely to be:

Programme Directors	Programme Managers	Senior Project Managers	Heads of Planning
Technical Directors	IT Directors	Operational Directors	Resource Managers
Heads of Programme Office / Project Office / PMO or PSO			

#### How to Register

The seminar provides an ideal opportunity to quickly come up to speed on the benefits of Enterprise Project Management. A range of presentations will be followed by a buffet lunch, providing attendees with opportunities for informal discussions with our experts. Please email [info@wellington.co.uk](mailto:info@wellington.co.uk) to register your interest in this next event or enquire about future events.

## About Wellington Project Management

Established over twelve years and preferred supplier to many organisations Wellington is a specialist Project Management Recruitment, Training and Consulting company based in Windsor, Berkshire with offices in Dublin.

A recognised industry leader we sponsor research at the Centre for Project Management at Leeds Metropolitan University, regularly contribute editorial to Project Manager Today magazine and present at all leading industry tradeshow, APM and PMI Chapter events.

Our partnership with Microsoft is focused around Microsoft Office Project and Microsoft Office Project Server, which combined together provide a powerful Enterprise Project Management solution. Microsoft recognise our expertise and our clients value our business driven approach to all software implementations.

Our in-house expertise in Microsoft Office Project and Server combined with our training and consulting expertise provides a turnkey solution for all our clients. Whether you are looking for project management methodology improvement, software installation & configuration, administrator and user training, Wellington can provide the complete solution to meet your business needs.

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