



Webinar

The Anatomy of More Profitable Projects

Leveraging Data to Maximize ROI

Hosted by



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Today's presenters:



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Your goal:

To maximize profit margins/ROI

How to reach your goal:

Ensure consistent delivery of project success

What's stopping you:

Disjointed Project Systems

Lack of Visibility

Inaccurate Forecasting

Inability to Quickly Course Correct

The Need for an Enterprise Project Performance (EPP) Approach

The Anatomy of Profitable Projects

Dissecting the pieces that ensure project profitability

Projects That Are Your Type

Stitch up the Project Portfolio Ecosystem

Reduce the (Financial) Swelling

Automation is Hip

Save Your Breath

Projects That Are Your Type

Optimize Decision Making

Data can be used to choose the right projects

At different times in the company's growth, or in different economic climates, different forces will dominate.

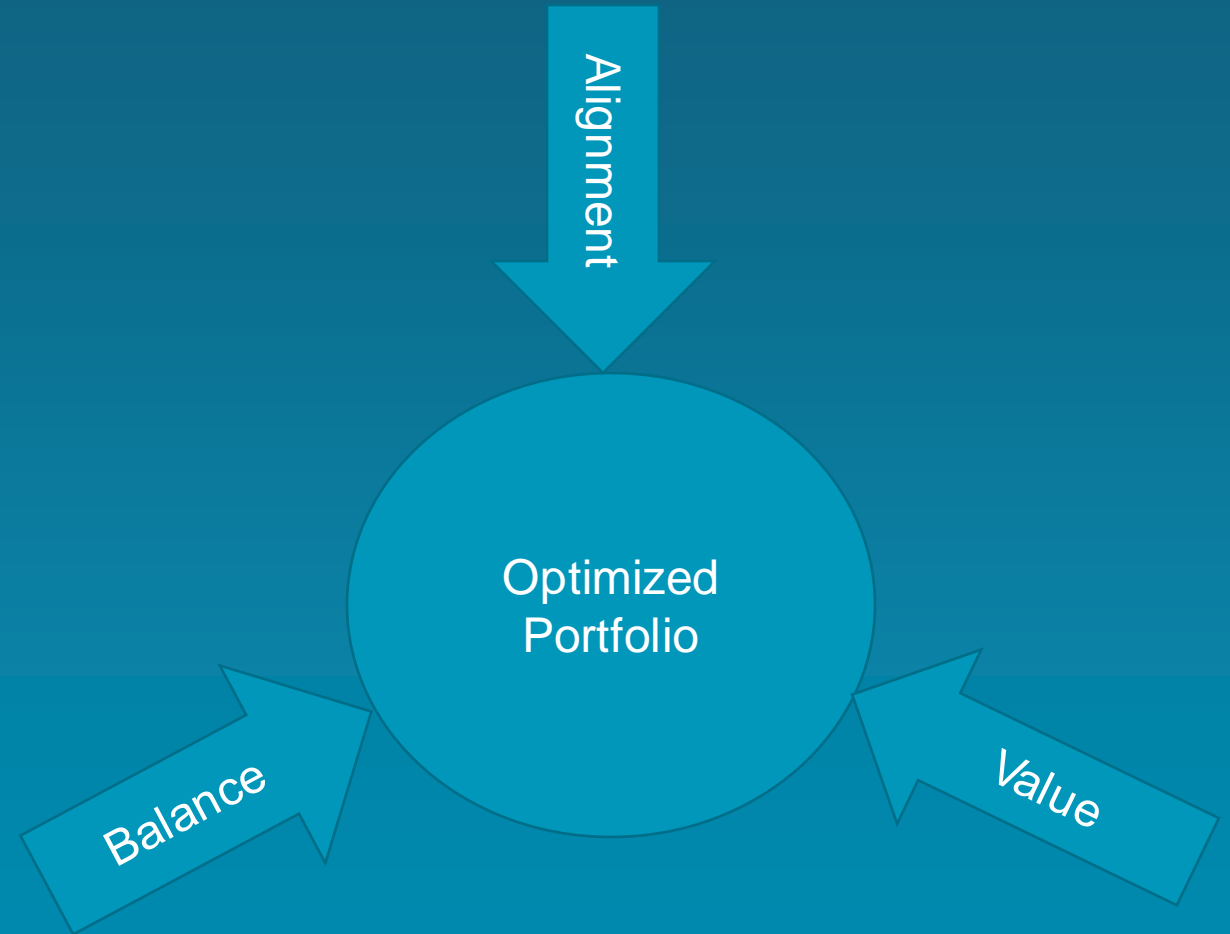
If one force dominates over a long period of time, the company's performance will likely suffer.

“With effective portfolio management, projects are 36% more likely to deliver on time and 19% more likely to deliver on budget.”

Project Management Institute

“The View From Above: THE POWER OF PORTFOLIO MANAGEMENT”

PMI's Pulse of the Profession™ InDepth Report of 1524 respondents from 38 countries and 34 industries



Components - Tactical and Strategic

Project and Contract Planning

Consistency

in project planning
and execution

Visibility

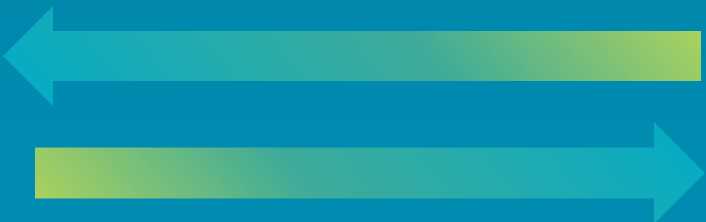
into all project data

Alignment

of enterprise level strategy
and day-to-day execution



Actuals
Forecasts
Performance



Approved Projects
Resources
Budgets



Components - Tactical and Strategic


 Project and Contract Planning

Strategic Enterprise-wide Planning

Tactical Project Controls

State-of-the-art Analytics

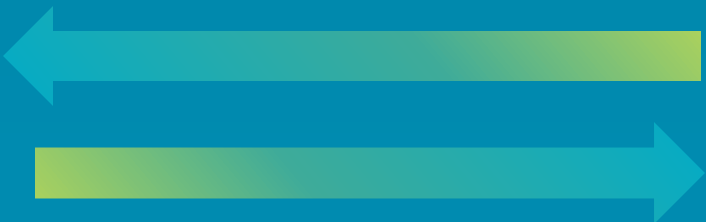
 Risk, Issue and Change Management
 Project and Contract Administration

 Document Management

FY1 Q1 > FY1 Q2 > FY1 Q3

FY1 > FY2 > FY3

Actuals
Forecasts
Performance



Approved Projects
Resources
Budgets

Stitch up the Project Portfolio Ecosystem

Integrated Resource Planning

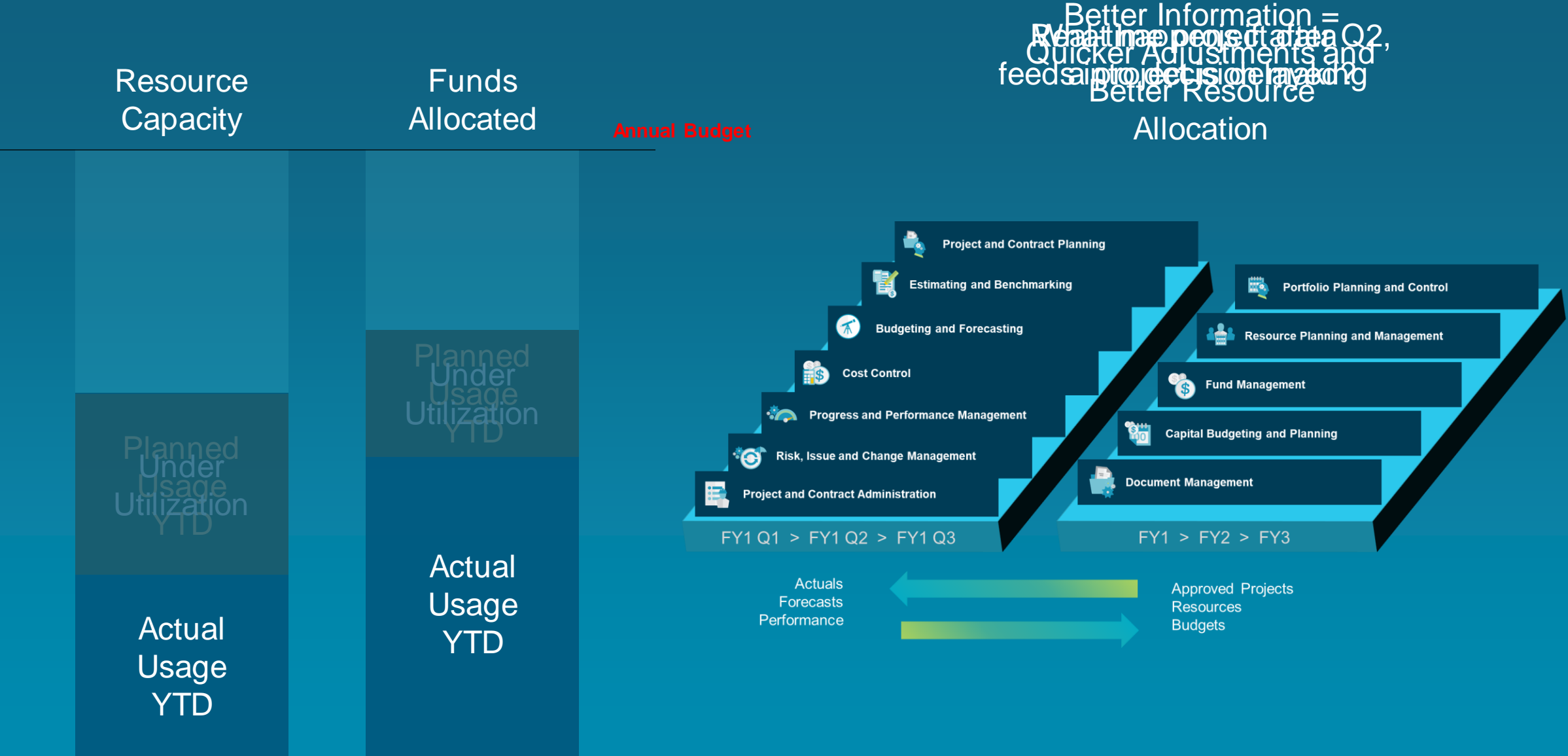
Consolidating tools that house data can save time and money

Resource Planning and EPP Process Integration

- Optimize resources for projects, analyzing risk, returns and resources are required to make informed portfolio decisions
- Planning and sequencing critical resources is a key component for high performing organizations
- Improved predictability (by continually analyzing and improving planning processes over time)
- Improved quality (by adequately resourcing projects)



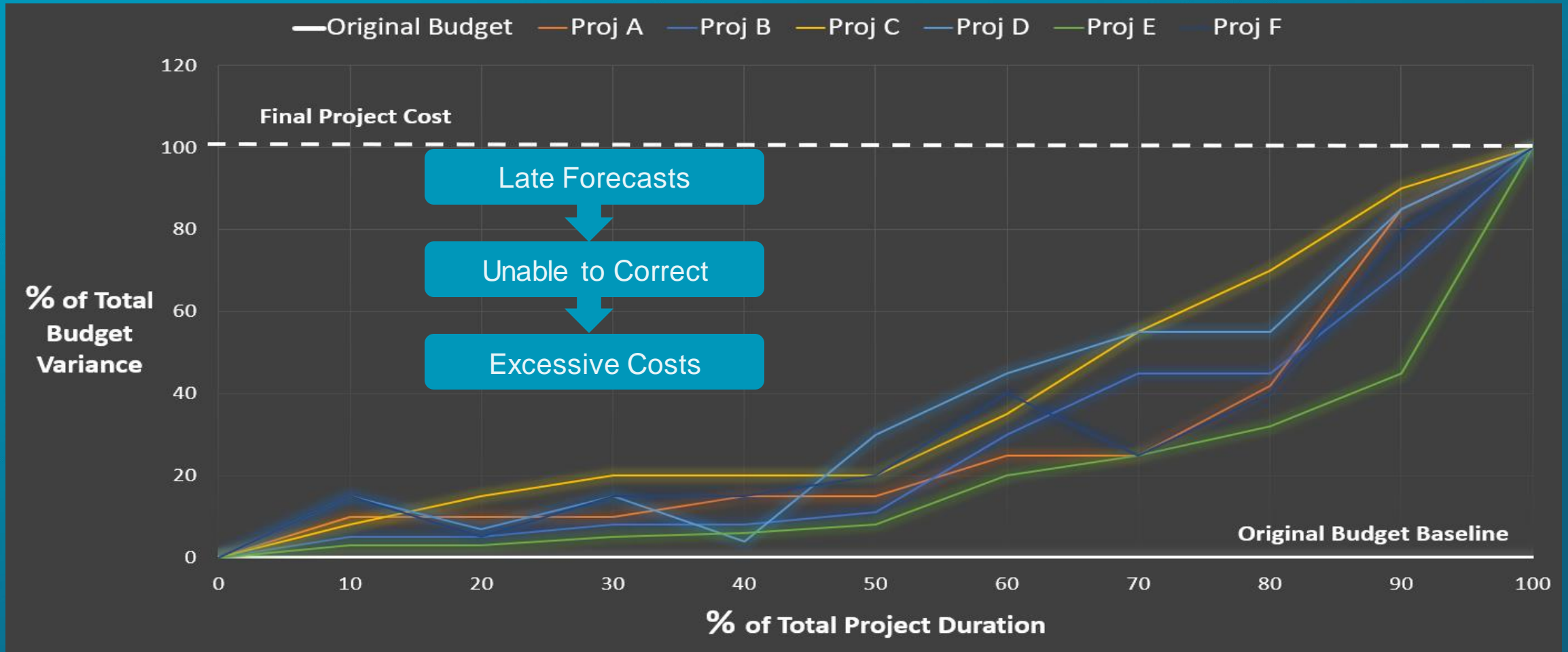
Resource Utilization



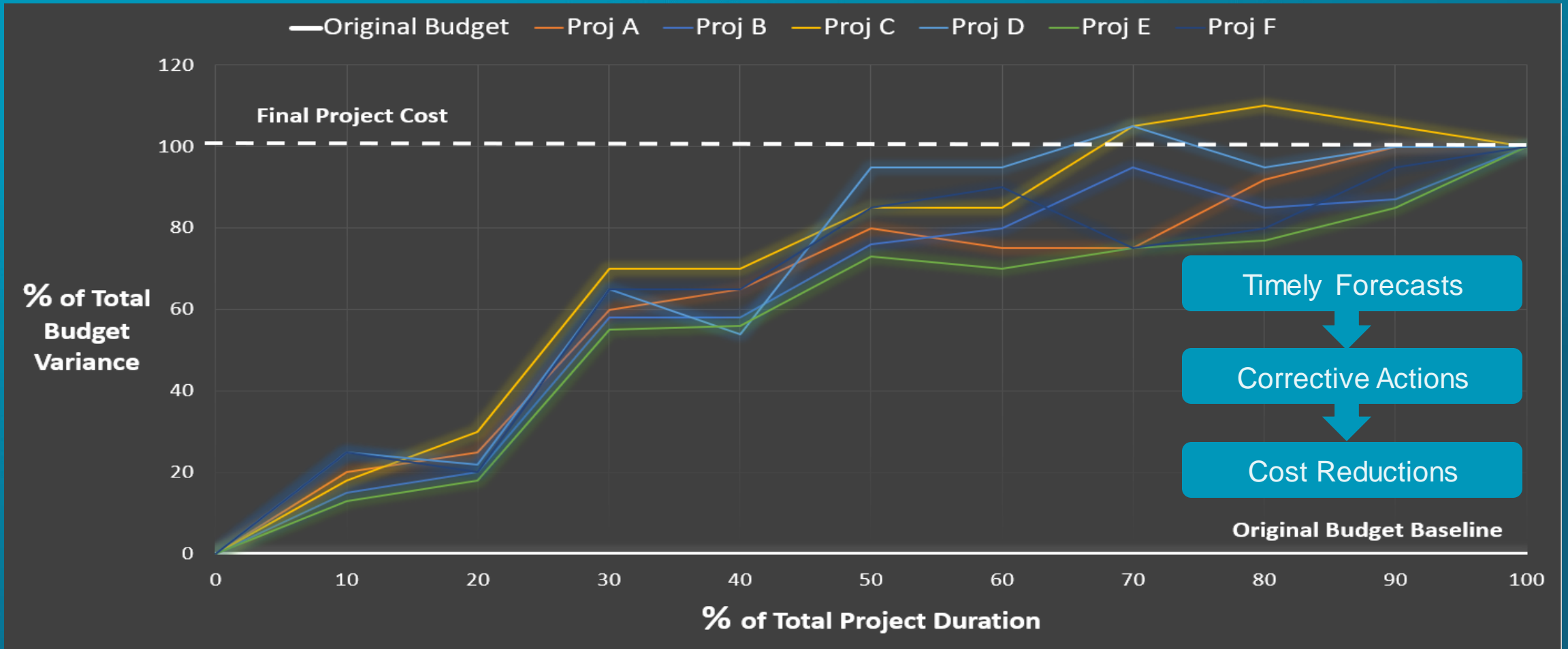
Reduce the (Financial) Swelling

Impact of Poor Predictability

Proper data management provides better forecasting, reducing overspending



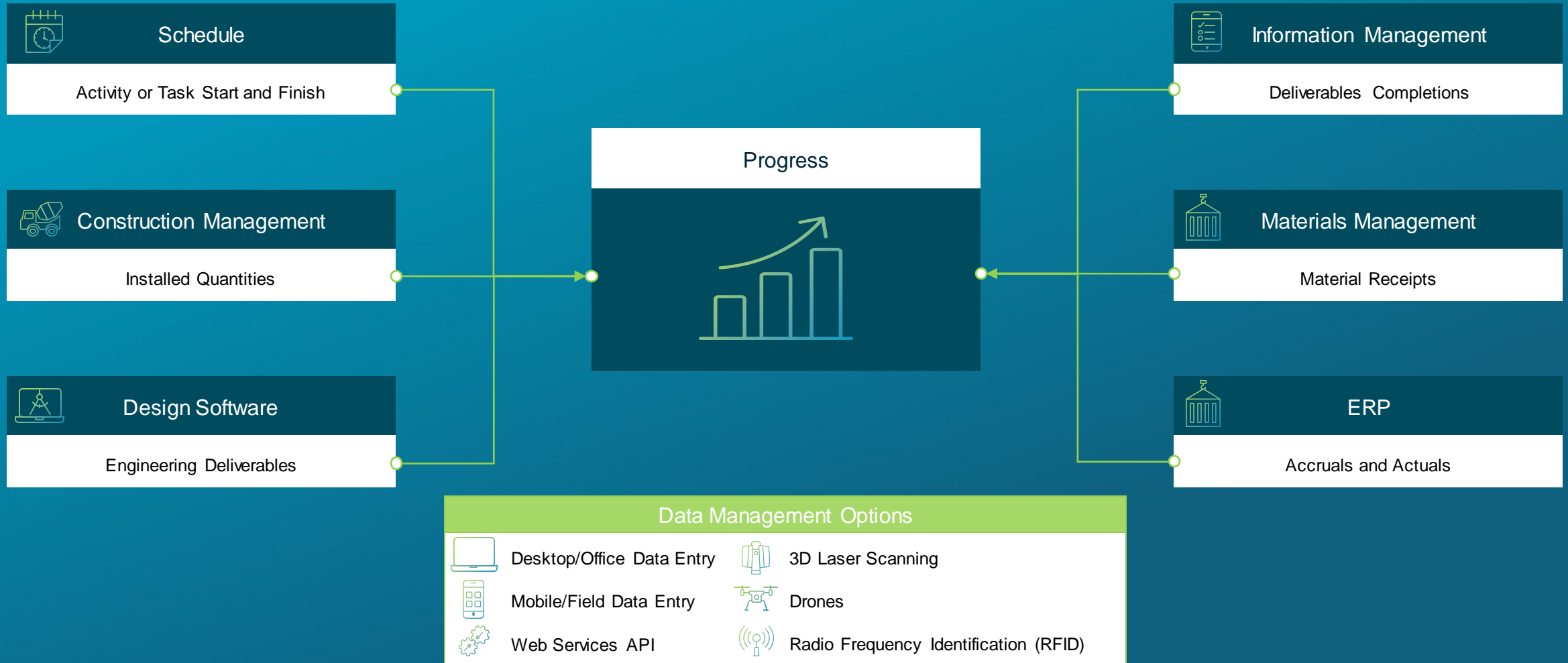
Accurate Forecasting Pays Off



Automation is Hip

Digital Progress Measurement

Investing in data automation will dramatically improve data accuracy



Digital Progress Measurement



Schedule - Activity or Task Start and Finish



- Best suited for **short duration tasks**
- **% based** or rule-based completions
- **Rule based progress**; 50/50, 20/80 or 0/100



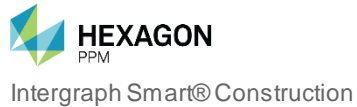
Information Management - Deliverable Completions



- **Tracking status** of deliverable packages and deliverable details
- **Managing Status**; Not Started, In Progress, etc.



Construction Management - Installed Quantities



- Best for repeatable tasks. Tasks requiring same amounts of time, resources and effort
- **Zero subjectivity**



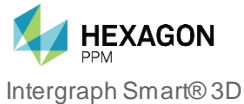
Materials Management - Material Receipts



- Procurement driven progress based on **material receipts** or **contract milestones**



Design Software - Engineering Deliverables



- Track completion of engineering deliverables based on progress milestones
- **Visualize** planned and actual progress



ERP - Accruals and Actuals

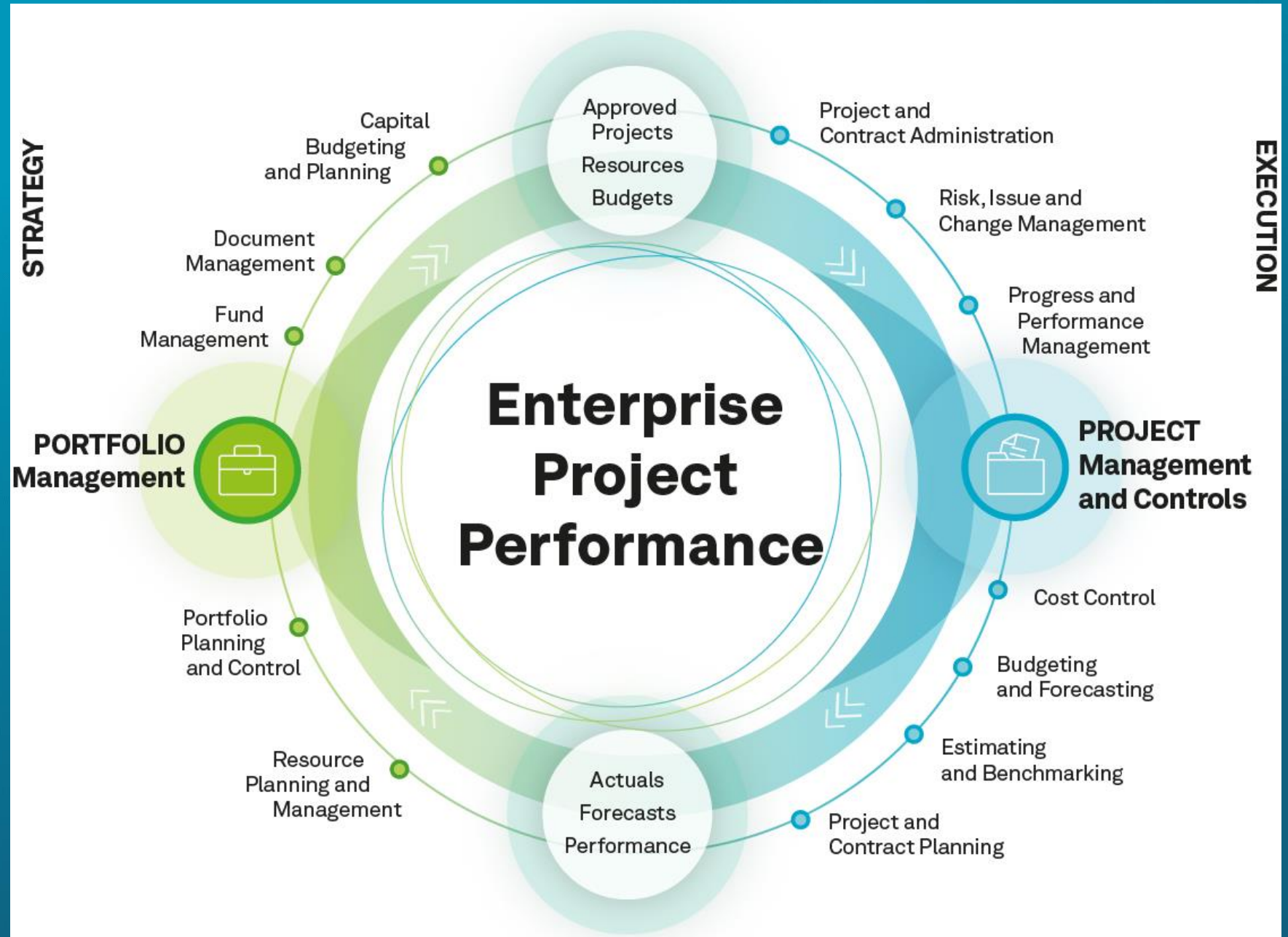


- Cost Ratio method applied to activities occurring throughout the life cycle e.g., overheads, prelims, etc.

Save Your Breath

The Project Portfolio Ecosystem:

How using an Enterprise Project Performance tool fights work replication and promotes clear communication



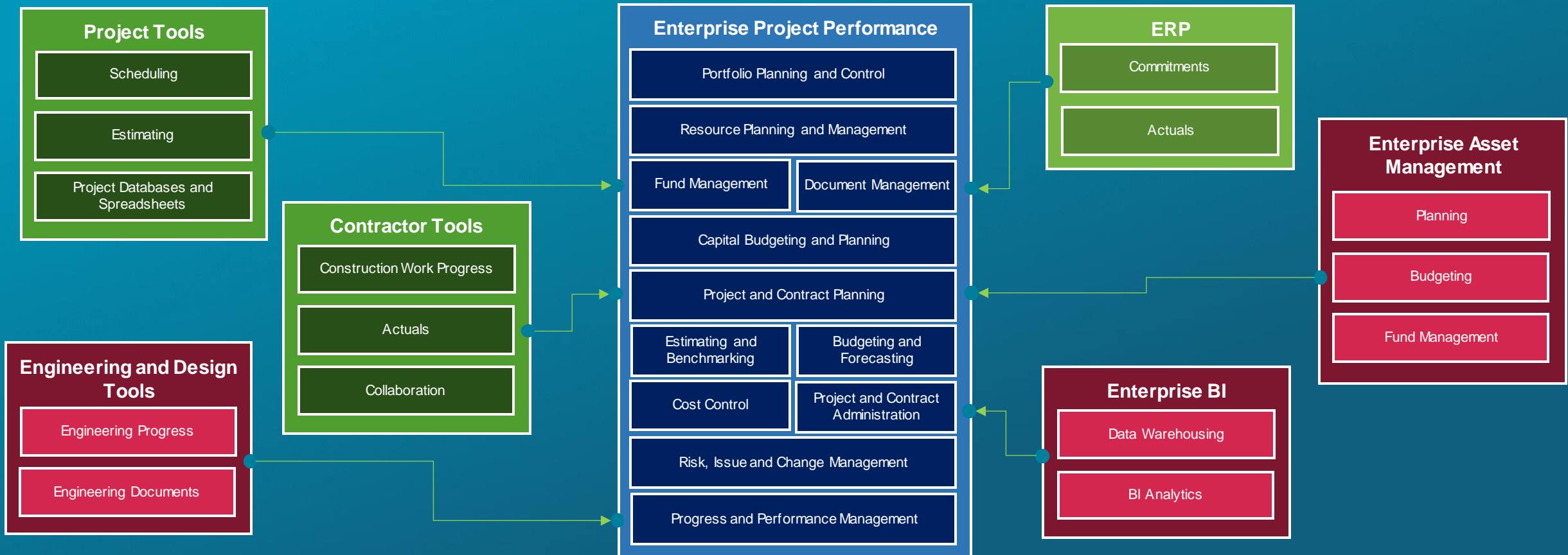
Stitching Up the Project Portfolio Ecosystem

Integration - The Project View: Simple Project Integrations



Stitching Up the Project Portfolio Ecosystem

Integration - The Enterprise View: Complex Integrations Across The Enterprise



An Enterprise Project Performance (EPP) Approach for More Profitable Projects

Organizations struggle with:

Disjointed Systems



Lack of Visibility



Inaccurate Forecasting



Inability to Quickly Course Correct



Profit Loss
Due to Project Cost Overruns



The EPP mindset...

combats the negative effects of disjointed systems by considering the entire project portfolio of an organization.

Based on the commissioned study "The Total Economic Impact™ of EcoSys™ by Hexagon" conducted by Forrester Consulting on behalf of Hexagon, January 2022.



Putting it into Practice

Q & A



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