

Understand Expectations
Manage Expectations

The Project Blueprint System



INFORNAUTICS

Harvard Business Review

Failure in IT costs the U.S. economy about \$50-\$150 billion annually.

McKinsey & Company

17 percent of IT projects go so badly, they threaten existence of the company.

Gallup

Only 2.5 percent of companies successfully complete 100 percent of their projects.

PwC

64% believe lack of collaboration between I.T. and business to blame for failures.

Oxford University (Survey)

Average schedule overrun is 37 percent.
Average cost overrun is 107 percent.

The Standish Group

A software project creates one decision for every \$1000 in project labor cost.



We don't know which technologies are best to solve our business problems.

We don't understand business enough to make recommendations.

It's hard for us to explain our goals and desired outcomes.

It's hard for us to tell management technology cannot solve every problem.

We don't understand why projects go over budget and schedule.

We don't understand why management keeps moving the goal posts.

We just don't talk the same language.

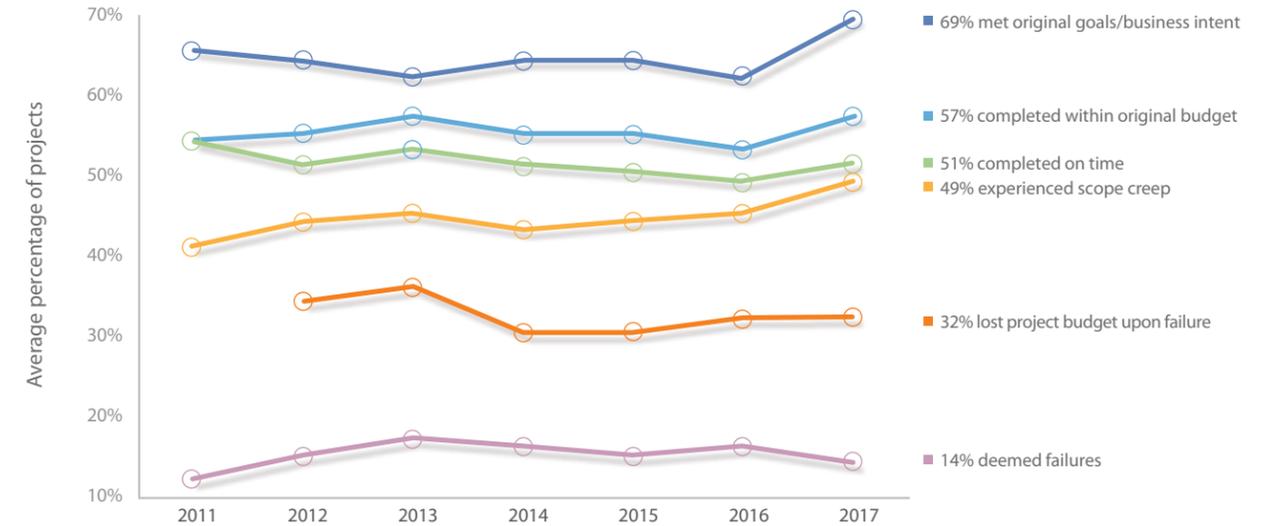
We just don't talk the same language.

Overconfidence
 Optimization bias
 Perverse incentives
 Algorithm aversion
 Coordination neglect
 Strategic misrepresentation
 Continuous partial attention

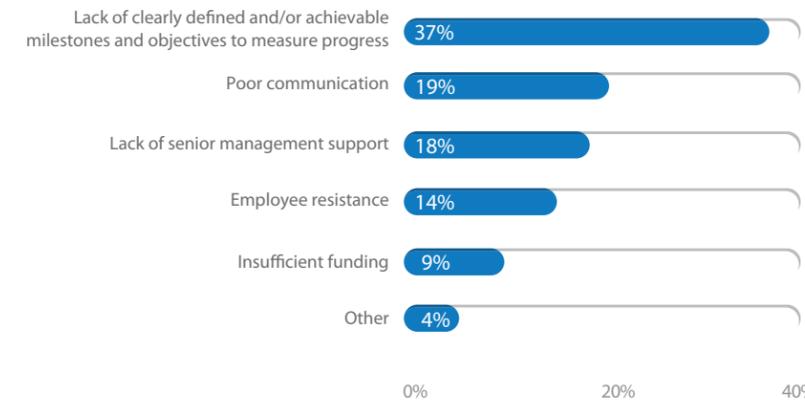
The present will be better than the past
Planning Fallacy

Project Performance Metrics

2017 Pulse of the Profession Report - Project Management Institute



Most Important Factor Responsible for Project Failure



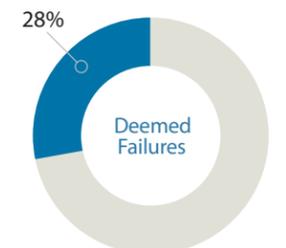
Organizations are wasting an average of \$97 million for every \$1 billion invested.

39 percent of failed projects tanked because of bad requirements.

How do we educate I.T. on our business strategy? Strategy blueprint.
 How can I.T. help us achieve this strategy? Recommendation blueprint.
 How can I.T. deliver on time and on budget? Roadmap blueprint.

Six must-haves for an I.T. project to be successful:

- It's delivered on time.
- Its cost doesn't exceed its budget.
- It works as designed.
- People use it.
- Those who funded the project are happy with it.
- It meets the goals that drove the project.



One in four I.T. projects fail when project is classified as a "strategic initiative."

United minds, visible results

>listen to stakeholders

Digital divide between those that want and those who can provide; a great project starts with listening — a diverse group who can distinguish between must-have and nice-to-have features.

>understand dependencies

No greater challenge than understanding how a development initiative drives value creation, impacts current business processes, data, and controls; new capabilities complement and supplement the past

>build a blueprint

Successful development is not just writing code — it's writing code in context; if stakeholders have a means to visualize results today, it prevents changes in scope and budget tomorrow.

>manage expectations

Collaboration is at the heart of any true partnership; I.T. not only provides ideas, capability and insight, but also stewards the cost-benefit analysis of each requested feature proposed in the project.

>execute

Business needs are dynamic and evolving, incremental delivery is key —transparency, courage, and stakeholder commitments are key focus areas in ensuring business goals are being achieved



NATURAL COMMUNICATION

Our organization has stakeholders who expect predictable costs, on time delivery and value for the dollar. I.T. plays an important role in setting realistic expectations.

Picking the right blueprint

> recommendation

This blueprint method focuses on industry best practices, without the limits of a company's current infrastructure or historical approach. It puts "best practice" before "the way it is" and focuses on what a team would do with no encumbrances or limitations. Once a best in class recommendation is defined, the next step is to understand how it can seamlessly integrate it into current company practices. Blueprint is advisor in nature and often implemented in incremental steps over time.

> strategy

Unlike the recommendation above, this process starts with a deep understanding of the company's systems, culture and ability to invest in change. It respects legacy systems, people processes and technology limitations, while providing the best possible solution. Interviews and an education on current I.T. systems are critical to the success of a strategic blueprint. While still advisory in nature, this method ensures rapid delivery, seamless integration and little interruption to existing systems.

> roadmap

While I.T. is always the client for any engagement, recommendation and strategy blueprints are created on behalf of I.T. to address the needs of diverse stakeholders who don't always agree on the right feature set. In the case of a roadmap, consensus has already been reached, but a more detailed "schematic" is needed for the I.T. development team. In this case, a blueprint is created for a specific area of the overall solution in great detail and answering all open questions and current assumptions.

SUSTAINABLE PROGRESS

The blueprint helped us understand the cost-benefit of each feature.
We took it to meetings with other departments, with potential clients and executive management. Everyone knew what to expect.

LIFECYCLE VALUE

Infonautics sits at the intersection of business and I.T.
We connect technology capabilities with management.
We connect management with technology delivery.

Lock scope with management.
Lock budget and timing with I.T.

>firm profile

Infonautics deep technical skills and breadth industry knowledge make us uniquely qualified to speak on behalf of IT with both executives and operational groups.

Our focus is to respect the past, while embracing the future — designing sustainable, flexible, and highly innovative solutions that not only exceed expectations today, but add value long into the future.

With over 60 years of collective technology and Big 4 consulting and deployed solutions experience in numerous industries, Infonautics is a leader in providing Strategic, Innovative and Thought Leadership services to companies of all sizes never failing to achieve a significant ROI and lasting value.

Our references include PwC, Microsoft, Baker Hughes, Ditech Mortgage, YPO, Cielo, and Finance Company of America.



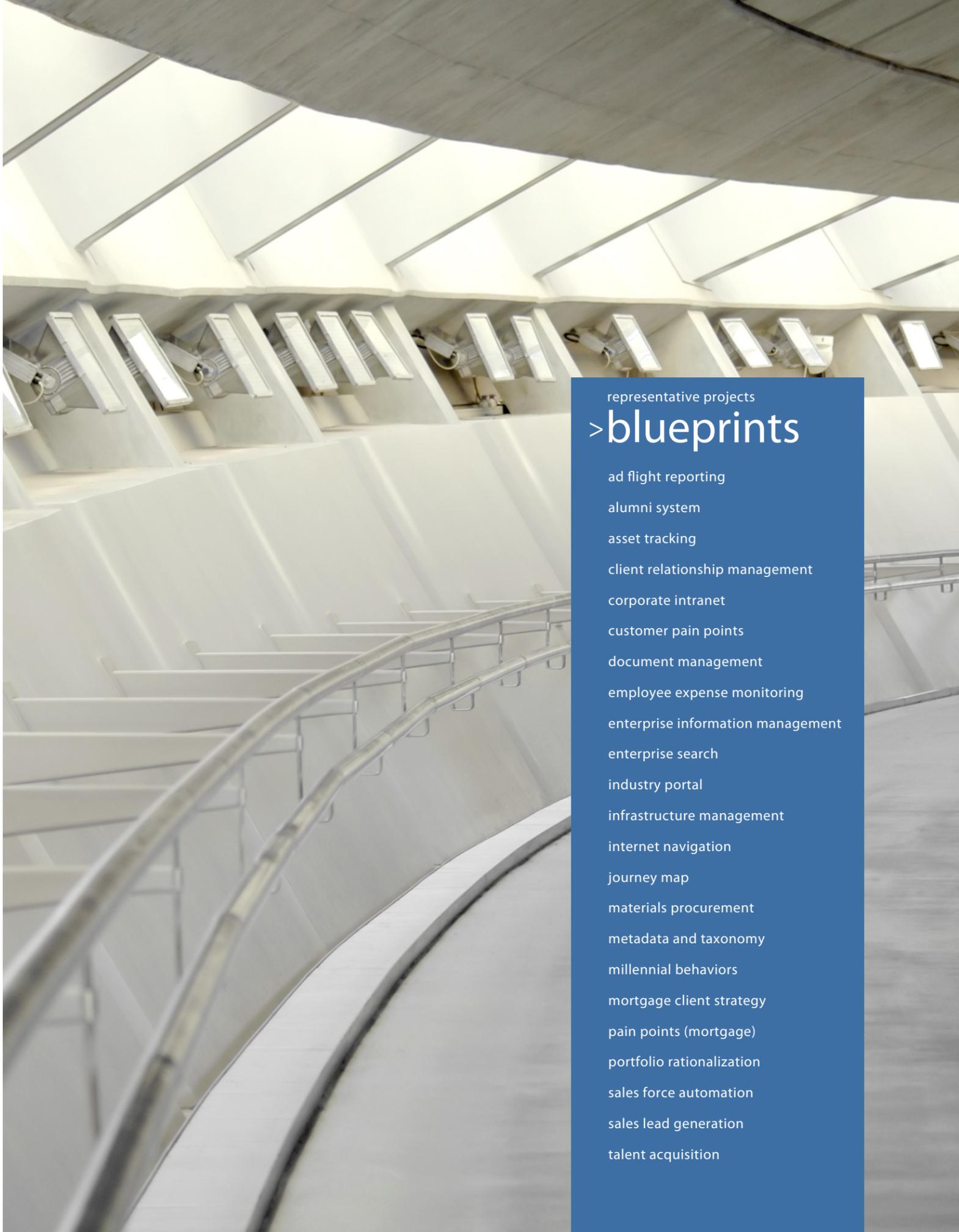
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representative projects
>blueprints

- ad flight reporting
- alumni system
- asset tracking
- client relationship management
- corporate intranet
- customer pain points
- document management
- employee expense monitoring
- enterprise information management
- enterprise search
- industry portal
- infrastructure management
- internet navigation
- journey map
- materials procurement
- metadata and taxonomy
- millennial behaviors
- mortgage client strategy
- pain points (mortgage)
- portfolio rationalization
- sales force automation
- sales lead generation
- talent acquisition