



## DISCOVER The Opportunities in Your Business



- ***How well-positioned are we to achieve our goal?***
- ***Are we going to achieve our proposed IRR or ROI?***
- ***Will we have minimal disruption or cause considerable damage to the organization?***
- ***Will the initiative add revenue to the top line, reduce costs, or improve your balance sheet?***

### **Initiative Assessment Tool- *Using Technology to Achieve Higher Levels of Success & Eliminate Initiative Failure***

**Risk management.** Working with your project team we prepare an assessment that provides a fundamental analysis of the factors of “risk” – knowledge, experience, performance and value.

When reviewing the risk factors we look at:

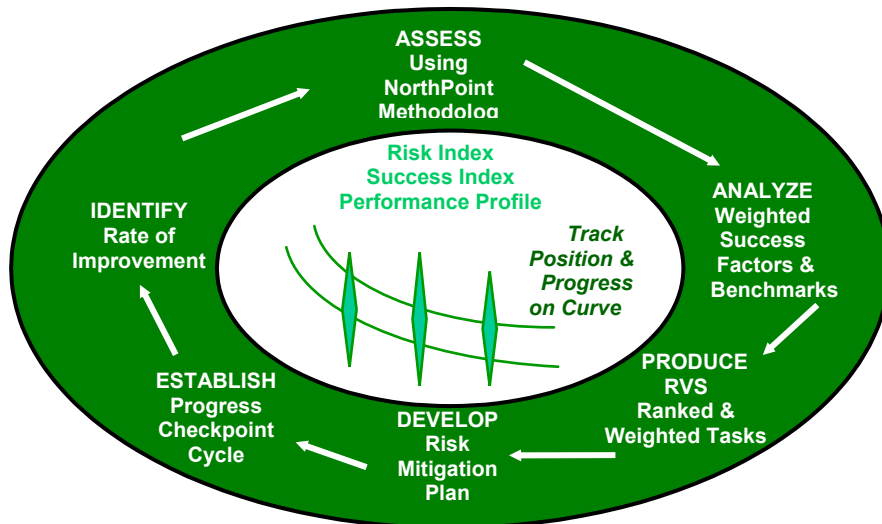
- How important are the factors? (weighting)
- Mitigation process
- Management system
- Execution methodology
- Actionable results for the project plan
- Technology for the team

We then utilize our “Best in Class” benchmarks which are based on a database from over 240 initiatives.

### ***Risk is an Asset and can be converted to economic value***

**Outputs from Initiative Assessment.** We utilize performance indices, knowledge indices, experience indices and success factors in providing output from the assessment. What we have determined is:

- Traditional resource planning /tracking excludes critical knowledge metrics
- Failure metrics are always present a level beyond where the planning stops
- Cost & risk grow exponentially over the first 55% of a project’s life(where knowledge is considered low)
- Initiatives with a high Knowledge Index are likely to be 4.4-6.3 times as successful
- From the beginning it is possible to predict initiative’s ultimate fate



**Speed to value.** Then, we focus your team’s attention on their improvement process in our collaborative based session. In summary your people will spend far less time to provide the necessary data, and they will get all the rewards that can be attained from using the more traditional consulting methods. We use the tool to:

- Determine position on “success” curve
- Benchmark to best in class, with goal to reach peak performance
- Analyze knowledge gaps
- Plan and provision for risk
- Provide feedback system to teams
- Develop risk-adjusted plans

Value delivered:

- Reduce the cycle times
  - Reduce plan & delivery cycle time by 40+%
- Simplify reporting and project assessment time
- Increase the rate of success
  - Management assurance
  - Team development
- Shorten the decision cycle
  - Detail to make the decisions
  - What provisions required for project
- Immediate payback on projects > \$2M
- Early conversion of risk to economic value

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