

## Working with you to create an environment of success for your projects

- PMC creates the environment, conditions and behaviours that will ensure project and programme success
- On time, in full, to cost delivery
- Focusing on the human complexities, in combination with the technical complexities



Increasingly, organisations are relying on the success of projects and programmes to achieve their business objectives. This has amplified the need for new management skills, techniques and behaviours. Many organisations are experiencing challenges in delivering these projects and programmes evidenced by variability of outcome and in many cases overrun.

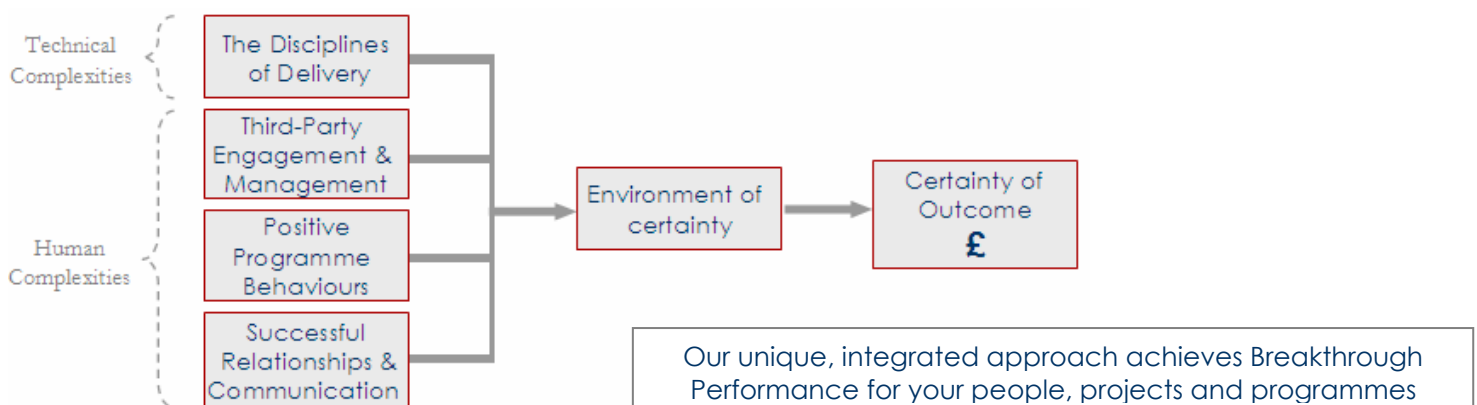
Founded on more than 20 years of single-minded focus in successful project and programme management AKA has the expertise to minimise risk and maximise delivery.

AKA has created Programme Management Certainty (PMC) a unique, structured and integrated approach that can complement any in-house or proprietary project management methodology to achieve breakthrough performance for people and maximise project and programme delivery on time, in full, to cost.

The PMC framework has been developed in order to enable our clients to harness our specific ability in creating the environment, conditions and behaviours to ensure that their people, projects and programmes deliver fully to their original expectations.

### The Difference with PMC

PMC is not aimed at replacing project methodologies; it recognises that even when they are properly applied projects can still run into problems. AKA believes that addressing the crucial human complexities across the project environment is as important as resolving the technical and business challenges these traditional methodologies typically address.



### Certainty of Outcome is Everything

Senior executives need to know that the outcome of their business and IT projects will be certain, right from the start, in order for their Return on Investment to be delivered, benefits to be realised and their objectives to be met.

The PMC framework creates the 'Environment of Certainty' in which projects and programmes will deliver successfully and ensure certainty of outcome.

## The Benefits of PMC

By delivering your projects and programmes on time, in full and to cost, the PMC framework delivers benefits in two key areas:

- A project running over budget, over time or failing to deliver the full scope it intended costs money. Increasing timescales means the project team are tied in for longer, the full benefits will not be realised if the project fails to deliver the full scope and running over budget affects the bottom line;
- Secondly, projects not delivering on time, in full and to cost delay the benefits that the finalised and completed project will return.

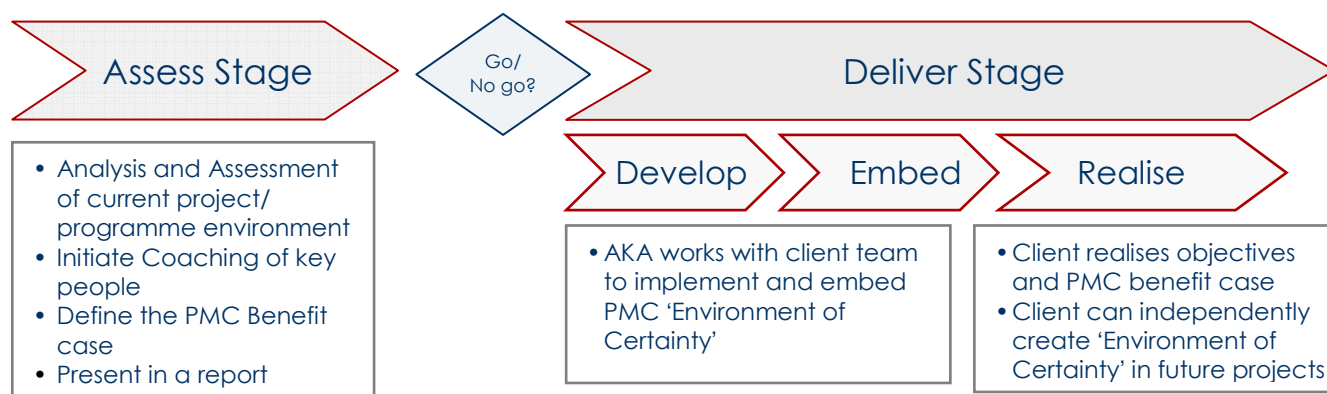
A typical example is below:

Project Profile	1 Month Overrun	3 Month Overrun
<ul style="list-style-type: none"> <li>• £3m over 12 months</li> <li>• Average monthly run rate £250k</li> <li>• Benefit £250k per month for a 12 month payback</li> <li>• PMC investment: £50k</li> </ul> <p style="text-align: center;"><b>Delivered on time, in full, to cost</b></p>	<ul style="list-style-type: none"> <li>• Additional project overrun £250k</li> <li>• Delayed benefit £250k</li> <li>• Total cost of one month overrun £500k</li> </ul> <p style="text-align: center;"><b>1 Month saving provides an ROI case &gt; 10:1</b></p>	<ul style="list-style-type: none"> <li>• Additional project overrun £750k</li> <li>• Delayed benefit £750k</li> <li>• Total cost of three month overrun £1.5m</li> </ul> <p style="text-align: center;"><b>3 Month saving provides an ROI case &gt; 30:1</b></p>
<b>PMC Investment - Breakeven</b>		
If this project was to overrun by any more than two days the PMC investment will deliver ROI		

## Delivering PMC

AKA's unique engagement model ensures that our clients have a clear view of the value PMC brings to their project environment. This is delivered through dedication to a collaborative working style. PMC can be delivered in two ways:

- **PMC People:** Working with project and programme managers, coaching and mentoring them in the tools and techniques required to be able to deliver their projects and programmes on time, in full and to cost;
- **PMC Project:** Working with a project team helping them implement and embed the environments, conditions and behaviours required for project success.



This tried and tested approach will ensure that the required 'Environment of Certainty' is created for people, target projects and programmes and is sustained long after the assignment is finished.

## Contact AKA

For more information on AKA, PMC and partnering with AKA please contact us by:

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Organisations that are now benefiting from the Breakthrough Performance that AKA offers, and that can provide references, include:

- Legal and General
- PA Consulting
- Department of Health
- Canada Life
- Belron Group