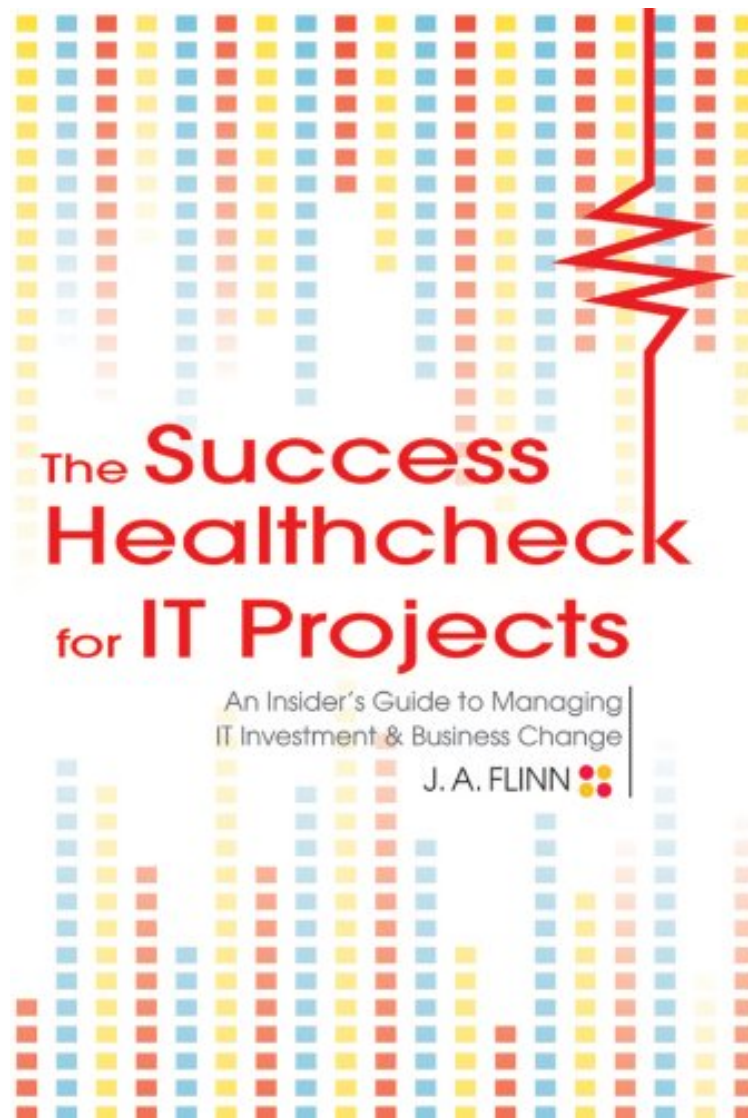


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The Success Healthcheck for IT Projects: An Insider's Guide to Managing IT Investment and Business Change

J. A. Flinn

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Downsizing, outsourcing and the accelerating pace of change have led to project management becoming one of today's hottest disciplines. Project management is about managing ad hoc, one-off projects instead of ongoing operations. Effective project management delivers better ROI, better benefits realization. Focusing on diagnostics, tangible outcomes and solutions, The Success Healthcheck for IT Projects identifies 8 leading indicators of success, ranging from how the project is set-up, to it's ability to deliver results within the business. The book covers how to assess the likely success of the project using the current IT project portfolio track record and provides diagnostics for a specific project. It shares over 35 real life stories from projects in a direct, pacy conversational style. On the \$10,000 project, these methods provide focus. In very large IT based transformation projects, these methods have saved up to \$30,000,000 and improved benefits between 20-80%. This is for project team, project manager, portfolio managers, CIOs and the business executives who want business benefits to be realized. This books helps project sponsors and project managers deliver Predictable Accountable Results (PAR) from projects.

From the Inside Flap Research from Oxford University shows that 93 percent of projects fail at some level; 60 percent by a little and 33 percent by a lot. IT projects are critical to business survival, yet we tolerate failure in project delivery and results. We invest in IT projects to deliver business strategy. What must you, the senior executive or project manager, do to turn that statistic around? Do some of your projects disappoint or fail? Would you like to lift your success rates? How would it benefit you and your business if you could identify those projects that are likely to fail early? Are you curious why even with all the hard work, projects so rarely succeed? Any improvement in the 93 percent failure rate directly improves your reputation and your company's bottom line. In The Success Healthcheck's 8-Fold Path to Success, J. A. Flinn provides you, the busy executive and project manager, simple diagnostics processes and methods to help you spot potential failure before it becomes the type of problem that costs big money. It helps you focus what it takes to get passed simply not failing, into truly succeeding. On the US\$10,000 project, this practical book provides focus. On US\$100 million dollar projects, these methods have saved US\$30,000,000 and improved results by up to 20 percent. Combining practitioner reality with the disciplines of university research, J. A. Flinn is the pre-eminent advisor to leaders on how to improve results from IT investment and business change. Be warned! This book is written in plain English, contains humor and requires courage. If you want to save time, money and resources on your projects or improve the results from your IT projects and portfolio, then this book is essential. From the Back Cover "This book is of great benefit to those who manage, sponsor, own or deliver IT projects." — Alan Harpham, Chairman, Association of Project Managers, UK "An insightful and motivating collection of practical strategies and functional considerations for every CIO and Functional Manager who has IT responsibilities." — Professor Brian To, HEC Paris "Brilliant. A compendium of good sense, practical wisdom and useful techniques — it comes in bite-size chunks that enable the harassed project manager to chase down ideas for a specific problem or dip in for inspiration." — Chris Sauer, Fellow in Information Management, Saïd Business School, University of Oxford "Only 7 percent of all IT projects are delivered within time, budget and with the expected business value. The implications of this are huge! The Success Healthcheck's 8-Fold Path to Project Success provides a recipe to diagnose and lift project results. It is a must for anyone planning to start any type of project. Read it and your success rate will increase!" — Margareta Barchan, Founder and Director, Celemi International and Senior Partner New Angles "This book will prove invaluable both to CIOs wishing to improve the returns on their IT project investment portfolio and to business executives who want to engage with IT to improve returns on capital." — Steve Ingram, CIO DBS and recipient of 2005 Technology in Banking Achievement Award (Asian Banker) "J. A. Flinn addresses a highly relevant issue at a time when capital expenditures receive extraordinary scrutiny. A must-have for any business sponsor — no project manager should be without it." — Peter Seidel, CFO, EAC Industrial Ingredients "J. A. Flinn's publication is timely, given the importance and overall share of capital investment currently that IT constitutes for

most companies. Getting it right, or wrong, is a key determinant of companies' overall competitiveness.

—Darryl Dickens, Head of Marketing, Hewlett-Packard Software and Solutions Asia Pacific and Japan

About the AuthorA successful project manager and founder of the Shelton Methods, J. A. FLINN has pioneered results risk management as the heart of delivering business transformation and benefits for domestic and international businesses. Her research at Oxford and HEC using global projects, many from Asia, provides key factors that leaders must address to reverse their staggering failure to deliver on project and thus strategic promises. J. A. Flinn has lived in 15 countries on four continents, worked with organizations as diverse as Citibank, Celemi, Neptune Orient Lines and IBM. Currently living in Europe and Asia, she travels, meditates, and enjoys exploring the worlds we create and mentoring women in IT.