

Phase 3

FrameWork:RealizationSM

OVERVIEW

So you've developed your strategy. You've selected the enterprise application that will enable it. Now what? Without the ability to execute an implementation plan, a vision will always be a vision, and you'll come nowhere near realizing the full value of your technology investment.

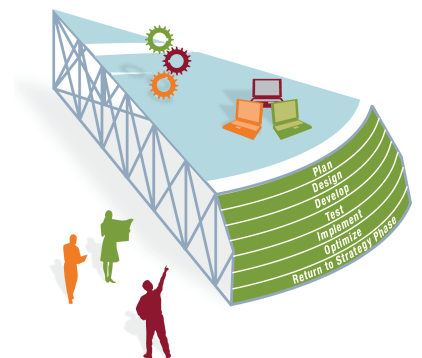
Enter Anteo Group. We are experts at helping organizations achieve the goals they set out to achieve. Not just implementing technology, but using it with the right combinations of people and processes to optimize your operations. The third phase of our FrameWork:SuiteSM implementation and

optimization methodology is the FrameWork:RealizationSM phase. Working through its steps, we ensure your project is a successful one.

REALISTIC, ACHIEVABLE STEPS

Whether we are working directly with your organization's internal resources or as an independent third party providing project oversight, we use FrameWork:RealizationSM to help you define and manage your project in realistic, achievable steps that demonstrate real progress toward your overall business goals. Using tools and templates we have developed from more than 30 years of cumulative project experience, we assemble a

project plan that guides you through the steps of planning, design, development, testing, implementation and optimization. Our project management methodology is based on the principles of the Project Management Institute, a global organization dedicated to improving the performance of business and government.



TWELVE KEY ACTIVITIES

Our project management approach comprises 12 key activities that ensure all your bases are covered for successful implementation. Each activity is actively managed and results measured, so you have a clear picture of how your project is going from every critical perspective. The activities are:

- Definition and management of project scope
- Identification and management of project milestones
- Risk management and mitigation
- Project change control
- Issue tracking, management, controls and reviews
- Development and management of a detailed project work plan
- Project organization and staffing
- Deliverable Quality Assurance
- Change management, training and knowledge transfer
- Project budgeting and financial management
- Stakeholder communication and management
- Technical environment planning and management

We also offer independent validation services, if you want a third-party assessment or evaluation of an ongoing system implementation. In this role, we track the same 12 activities but on a different level, from a quality assurance, oversight perspective rather than as direct project manager.

MOVING THE PROJECT FORWARD

Writing code is one thing, but there are many intangibles involved in an implementation project that are just as important though nowhere near as simple to achieve or benchmark. Things like analyzing your processes to see if they are accomplishing what you want to accomplish, and realigning them if necessary. Another critical factor is change management, looking at the impact of the project on your organization, forecasting how wide-ranging the impact will be, then driving decisions to the right people should business policy change be required. It's all done in the name of mitigating risks and moving the project forward.

THE KEY SUCCESS FACTORS

In our experience, there are four keys to a successful implementation.

- **Stick to the basics** – In projects as complex as application implementation and optimization, it is vital to adhere to the fundamentals of project management.
- **Know the environment** – Your market sector. Your processes. Your structure. A consulting organization can only be as good as its understanding of your organization. We can truly put ourselves in your shoes, quickly assess where you want to go and, just as quickly, get you there.
- **Don't leave anyone hanging** – We're strong advocates of knowledge transfer, enabling your people to be self-sufficient in their new technology and processes once you move from project mode to daily operations. We collaborate side-by-side with your people to ensure they get as much hands-on experience as they need.
- **Focus on what's next** – We keep you mindful of the fact that installing a new application is a loop, not a dead-end road.

For more information about our Consulting practice, visit us on the web at www.anteogroup.com or contact us at marketing@anteogroup.com.