

Project Management

Getting projects to benefit your business up and running successfully.

Project Management is a way of doing business, not a separate activity. But effective project management requires additional skills and time many businesses may not possess. Without this specialist support, projects that could help your business develop, compete and innovate simply aren't getting off the ground, or fail to meet your goals. The key issues that prevent projects from succeeding are:

- Lack of structure – Projects should have a start, middle and an end. But lacking proper Project Management, they never seem to complete.
- Lack of skills – It's often assumed that professional people know what to do, when to do it and how to deliver it. But this is not the case. People working as a team on a specific project (particularly if it's not their core function) need high direction. There needs to be a strong team focus or priorities can change.
- Under resourced – Insufficiently resourced projects will fail.
- Lack of/poor communication – A key reason why projects don't succeed. Effective

communications is a skill that is often underestimated yet very powerful and absolutely essential.

Impact of failure to act

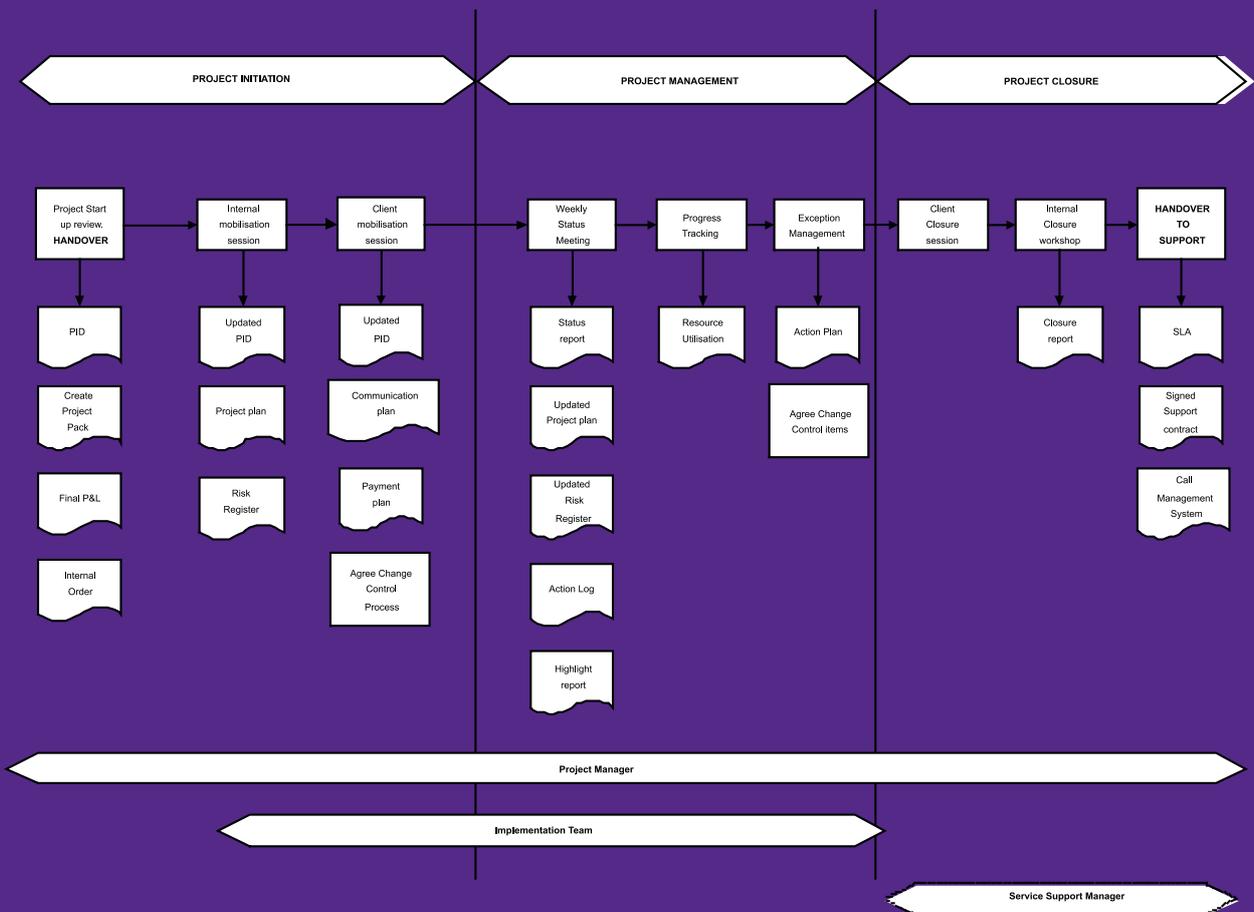
If focus, skills or structure are missing, projects either do not come to fruition, or never achieve the desired results. Either way, valuable time and resources is wasted.

- Projects are not delivered to meet intended outcomes and/or bring benefits.
- Ventures overrun in terms of costs and/or budget.
- Plans undertaken consistently fail, reflecting badly on your management.

The Northgate Project Management Solution

As illustrated below, Northgate adopts a three phase approach, working in partnership with your management and project team. This diagram shows the key steps and deliverables.

- **Initiation:** Get clarity up front – exactly what will be delivered, to whom and by when.
- **Management:** Day to day management to ensure every element is achieved on time and on budget to the satisfaction of our customers.
- **Closure:** Ensure the project is completely and cleanly concluded, with no loose ends.



Northgate developed this approach so that it can be tailored to suit individualised needs across a wide range of sectors. Because obtaining the highest standards is foremost, we adhere to best practice guidelines such as PRINCE2. In this way we can assure we consistently deliver results to the complete satisfaction of our customers.

Northgate's extensive experience in the field has proven time and time again that expert project management support is vital to the success of any project. Our approach will:

- Get you, our customer, engaged. At the start of each project, our Project Manager ensures all parties agree what must be delivered, by whom, by when. A Project Initiation Document (PID) records this agreement.
- Keep you engaged. We keep you up to date via a short, focused weekly status meeting supported by a Status Report highlighting progress against milestones and key actions required to manage the top 3-5 risks.
- Manage the bad as well as the good. Because things don't always go according to plan, we have developed an approach to exception management which gets to the core of any issue quickly and uses brainstorming techniques to agree the most appropriate course of action.

- Disengage cleanly on project completion. We insist on a formal Closure meeting at the end of each project to ensure you are completely satisfied with all aspects. This meeting refers to the PID to check that all your original requirements have been met and that ongoing support services will kick in as needed.

At Northgate, the process and the approach is only part of our formula for delivering success and satisfied clients. The key factor is our people – our expert, committed team of PRINCE2 accredited project managers with an outstanding track record for on-time delivery and effective results.



Benefits of the Northgate Project Management Solution

When projects actually happen and, even better, are effective, your business reaps the rewards. Whatever your strategic aims; innovation, efficiency, boosting productivity, growth – successful project management is the route to achieving them.

As your project partner, we bring these advantages crucial to success:

- Our Project Managers work closely with your people so that we truly understand your business strategy and the impact of the outcomes. These highly skilled individuals can act as change agents within your business, as they become trusted, respected members of your team.
- We give you confidence that projects will be delivered on time, on budget and in line with your business expectations.
- Our Project Managers will bring discipline and PRINCE2 ‘best practice’ to your operations– the dedicated resource you need to bring projects to successful conclusions.

Testimonial

“Northgate has worked in partnership with us to successfully deliver many ICT projects. The provision of a consistent Project Management resource has been invaluable in assisting us to achieve our ICT strategic goals. Additionally, it has guaranteed that every project is managed using the same controlled, structured approach, underpinned by the PRINCE 2 methodology”.

Recreational Environment Body, Ireland.



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making **IT** work