

Best Practices for EPM Implementation

There is no better time than now to get your EPM Solution launched. The economy is taking off, the product has matured, pressure for higher productivity is the norm and your industry peers are already increasing their productivity with the Microsoft Enterprise Project Management Solution.

The Microsoft Solution for Enterprise Project Management is a true enterprise-class solution that aligns people and systems, drawing business operations closer together. The solution provides visibility into all facets of your business by providing the project collaboration and analysis tools you need to make informed, proactive decisions.

Now that you have selected the Microsoft Solution for Enterprise Project Management to fully utilize its value and insure its success, you will need to consider:

- How do I get buy in from all levels?
- How can I demonstrate its business value to the decision makers?
- Is there a way to get a pilot started economically and immediately?
- What are the ramifications if I don't plan this as an enterprise application deployment?
- How can I mitigate the political and cultural impact?
- What are the steps to implement the EPM Solutions?
- Do I need any training?
- Can this help improve my project management best practices?

Getting Buy-In

Getting buy-in from the CxO level to all stakeholders is critical. The EPM Solution provides benefits to all stakeholders but even more so to the top level decision makers who can now make decisions based real time, accurate data. Often opportunities are deferred or resources are overscheduled without accurate data.

An executive CxO sponsor is essential to support the EPM vision amongst their peers and convey the vision to the stakeholders. Stakeholders need be informed that the organization supports EPM and is willing to provide transitioning support so that all stakeholders can be successful. Engage a partner who can present the strategic value of this EPM Solution.

Showing Business Value

How can I reliably show EPM business Value? Independent research reports¹ EPM benefits to include:

- 5-30% project cost savings
- 15-50% decreased time to market

To justify your EPM investment, perform an ROI Analysis and engage a partner who can provide an independent evaluation. One of our customers verified they could achieve over \$4MM in new opportunities over three years for their 400 stakeholders with our ROI Analysis.

Deciding – Instant Piloting

The costs to just evaluate the EPM Solution can easily exceed \$10,000 for software, hardware, training and support - not to mention the time & cost spent in justifying this solution. For less than \$1,000/mo (from GTS) you can immediately evaluate the EPM Solution from a secure hosted site within the next day.

Depending upon the size of your support staff and security policy, you can choose to remain hosted or migrate to your own servers when you rollout to your production phase. For highest reliability and security GTS hosts at Qwest Cybercenters – one of the top three hosting facilities.

QuickStarting Planning

How much planning does the EPM Solution require? Microsoft always recommends working with a Project Solution Partner to guide you through the EPM maze. A significant percentage of EPM Solutions have become stalled as customers find out this is not like other Microsoft products – it's truly an enterprise application.

Achieving maximum value the EPM Solution (like any enterprise class application) requires planning, stakeholder training-mentoring and analysis of the cultural impact. For details on the typical planning recommended for a successful EPM Solution, see the "GTS QuickStart Planning" brochure.

¹ Microsoft customers, Gartner, & Center for Business Practices.



With a qualified partner the “planning” process can be accomplished within a week or two depending upon size of organization.

Risks, Political & Cultural Impact

Implementing this solution begins a project management standardization process that may have been less rigorous due to the labor intensiveness of the project management process. Now, with the EPM Solution you can bring about a tremendous efficiency to management decisions and individual contributors. Without knowing the potential political and cultural issues in advance and knowledge of their mitigation can bring about resistance from management and staff. Potential risks and solutions like these are explored in the “GTS QuickStart Planning” engagement.

Next Steps

What are the steps to implement this solution? The speed of implementation is solely based on the company priority of this solution, size of the implementation, and the knowledge experts you engage.

It’s recommended, you go through the following phases:

- Proof of Concept (evaluation)
- Pilot
- Department Rollout
- Enterprise Rollout

Engaging in the right knowledge experts you can shorten your time to market significantly.

Training

For each stakeholder to be successful the soonest, you will need to provide them training from a knowledge expert. The following training is necessary to get your team up and running and is available at GTS:

- Project Server for Team Members
- Project Server for Project Managers
- Project Server for Resource Managers
- Project Server for Executives
- Project Server for System Administrators (Microsoft MOC 2732)
- Project Server for Project Administrators



Improving PM Best Practices

Now that you have embarked upon the path for the EPM Solution, you have begun formalizing your project management process. For some customers this will support their Project Management Offices (PMO) initiatives and for others it will lead them to consider the beginnings of a PMO. Either way you would be benefited by a partner who can support you with the following services so you can continue to advance in your project management best practices:

- Project Maturity Assessment
- Building a Project Office
- PMI PMP Training
- Project Management Training
- Project 2003 Desktop Training

Choosing a Partner

The advantage of choosing one total solution provider is obvious. GTS is one of the few companies that provides the full spectrum of services that meets your EPM needs. These services include Project Server Hosting, ROI Analysis, Quickstart Planning, Deployment Consulting and Training. We have served customers ranging in size from Small to Large Enterprises.

Need EPM Deployment Assistance or Training?

For more information on EPMS Microsoft EPM Solutions, please contact EPMS Professional Services at www.epmsolutions.net or call 888-822-8246.