

Value-added Proposition

Value-added

- Of or relating to the estimated value that is added to a product or service at each stage of its development
- The process through which a company acquires a service and enhances it in some way before offering it to its customers
- Being or pertaining to something added to a product to increase its value or price
- Software supplied by a value-added distributor

Proposition

- A plan suggested for acceptance; a proposal.
- A matter to be dealt with; a task

Value Proposition

Value - Added Activities	Non-value Add Activities
Strategy and planning	Re-tracing agreements, rationale
Decision making	Meetings where 60% of the conversation is a repeat
Requirements analysis / design	Trying to agree on clear responsibilities
Budgeting and resource planning	Wasted time due to poor communication and collaboration
Recruiting / Retention	Wasted time due to lack of clear priorities, purpose and roles

Project Obstacles

- Ensuring that a diverse group of individuals (clients, developers, content providers, and other support organizations) has a common view of the project purpose and remains focused on key priorities while maintaining project momentum.
- To ensure the goals and charter of the project are clearly communicated and understood by the project team and that the team is committed to the outcomes.
- To make sure that the will of the leadership team is clearly communicated to the project team and the leadership teams expectations are managed.

- Working across organizational boundaries to gain consensus, communicating agreements and rational and then ensuring that agreements and decisions are not lost in translation.
- Managing clear roles and responsibilities throughout the life-cycle of the project.
- Managing the conversations and decision criteria regarding the development or acquisition of key technology components.
- Managing external dependencies for important infrastructure components (server, network and database).
- Making sure that priorities are clear and assumptions are surfaced and clearly communicated.
- Ensuring that individual agendas are serviced and that they do not overburden the project.
- Organizing cross-functional meetings with all key players, contractors, partners and alliances and to adopt a common view of consensus.
- Providing a clear view of progress towards key milestones and status of project metrics

Methodology Model for Success

Integrated Solutions:

- Facilitate value-added results in the most advanced business and technology environments by identifying and implementing the most effective strategy to achieve the greatest results

Recommendations:

Institute a systematic approach to:

- Charter / launch the project
- Employ a consistent approach to facilitating critical project workshops
- Manage a repository of informal knowledge (agreements, decisions, requirements and open issues)
- Publish informal and formal knowledge in a way that is meaningful to project participants
- Manage the instruments, processes and schedules for virtual and co-located meetings, workshops and problem solving techniques
- Train all integral staff on a proven communication and problem solving methodology