

> **advance**
BUSINESS GROWTH

WORLD CLASS CAPABILITY IN PROGRAMME AND PROJECT PERFORMANCE

We deliver results on some of the biggest programmes
and projects in the UK



Confederation of British Industry 'Doing more with less' Excerpt: October 2009

“This year has been challenging both for government and for business... Nonetheless, it looks as though the worst of the recession may be behind us... Beyond the recession, the drivers of economic growth will almost certainly be different to the recent past, with consumer and government spending expected to be more constrained. So business investment... will need to make a much greater contribution to economic growth.”

Advance Business Growth

We help you to achieve growth in four key areas:

- Strategy, Brand and Culture
- Work Winning
- Improving Delivery
- Organisational Development

Doing more from less by being better with less

Simply doing more is an assumption that businesses can actually achieve more without being better at what they do.

With less opportunity and greater competition, Advance Business Growth prepares your organisation for new market opportunities and challenges.

And you get?

- Clear direction and improved leadership
- Greater certainty from a growing and higher quality pipeline and order book
- Profit growth by reducing waste
- The hearts and minds of your people and your customers

We deliver results on some of the biggest programmes and projects in the UK

Advance enables the delivery of commercially successful projects, growing your reputation and winning you new business.

What you get from working with Advance:

- 1 Development of programme and project management that is appropriate to your business and your customers
- 2 Focussing your team on being commercially aware, in order to budget and deliver profit outcomes
- 3 Project delivery that meets and exceeds your customers expectations
- 4 Being recognised for consistent project delivery that reinforces your brand
- 5 An integrated development programme with access to accredited development to degree level
- 6 Access to material from other World Class best practice organisations
- 7 An online project management capability assessment tool, capable of assessing your project teams across the world, giving you a firm picture of your resources and level of capability

- 8 Computer based simulation programmes from foundation level to expert, improving decision making through instant feedback in a 'safe' environment
- 9 Extensive learning from 'live' major projects, through our consultants, to help learning 'stick'
- 10 Development of project behaviours and culture that are key to improving profit performance, increasing the motivation of your project community and winning more work

What's your situation?

- Is project management critical to your strategy and reputation?
- Would you benefit from your team being more commercially aware?
- Do you need to develop your project managers into leaders of complex projects?

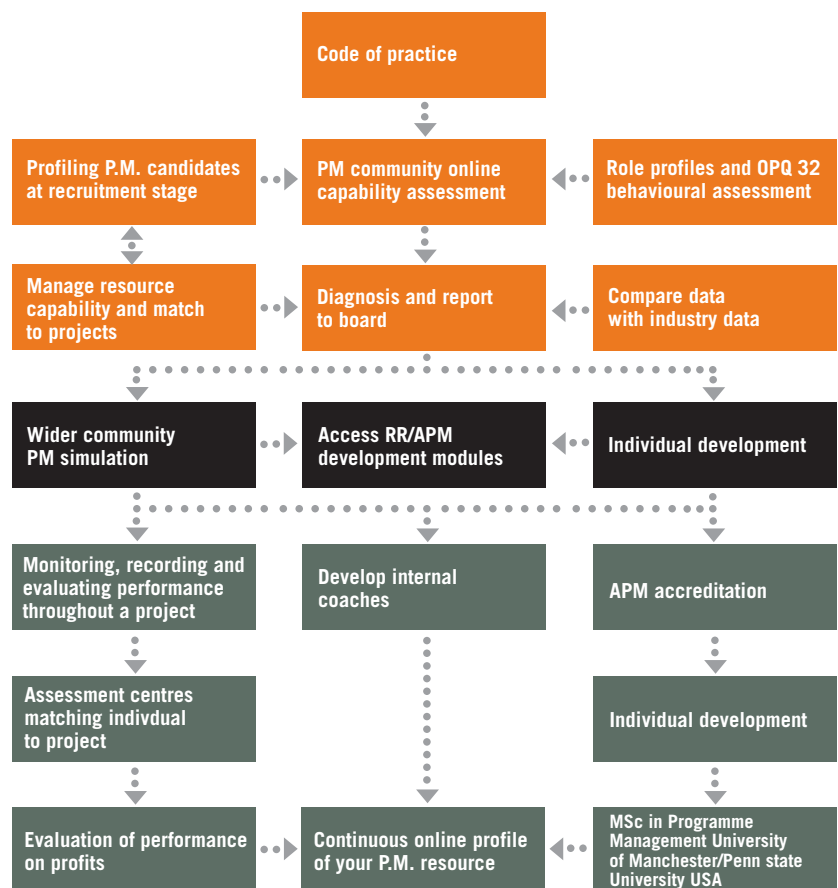
Talk to Advance

The development programme provided computer simulation workshops to test capability in a ‘safe’ environment, plus World Class modular training, developed from our association with Rolls Royce. The programme was supported by individual and group coaching, mentoring and ‘in project’ performance analysis and feedback.

Our client felt that their capability in programme and project management was no longer meeting both their clients and their own high expectations. In addition, a lack of commercial awareness in the project community was reducing forecasted profitability.

The requirement was for an evaluation of the existing project community, supported by a comprehensive development programme. The programme would be attractive to both existing and new staff and capable of being delivered across the world, engaging with Universities to extend the learning and development opportunities.

We included online web based assessment (based on the APM Book of Knowledge) to provide a training needs analysis, a map of the project capability across the world, a recruitment portal and a career/succession planning model.



Project Management development model

When developing your project management capability, how much value would you place on working with an organisation that delivers outcomes on some of the biggest projects in the U.K?

Our customers tell us some of their problems:

- 1 Difficulty in delivering profitable projects due to areas such as:
 - a. Understanding of risk
 - b. Scheduling
 - c. Inconsistency in the operation
 - d. Lack of commercial skills
 - e. Planning
- 2 With Increasing competition and fewer projects currently available, customer expectations have increased. Project based organisations need to stand out and demonstrate thorough capability
- 3 Project based organisations see development as a cost and not an investment for their future. This perpetuates the cycle of disappointed customer and declining reputations, leading to less work and lower margins
- 4 Doing 'just enough' is no longer acceptable. Keeping up with the competition rather than leading the field is a recipe for decline and the initiative is lost
- 5 Organisations approach project training in an ad hoc fashion, rather than developing an integrated programme that is attractive to their team in order to achieve accredited personal development
- 6 Organisations have little information relating to the knowledge and experience of their project resource capability. Imagine being able to match project managers and teams to different levels of complexity in projects through an online system that puts this information at your fingertips worldwide
- 6 Why risk mistakes in projects when you can simulate project conditions and see the impact of decisions in a 'safe' environment
- 7 Why wouldn't you take the learning from people working on 'live' major projects that are leading edge.

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We work with shareholders, directors and operational leaders, at an organisational, team and individual level to bring clarity, direction and focussed programmes for partnering and alliancing.

Talk to us about how we can help you to deliver your project work efficiently.

“ Project Management is crucial in order to help businesses innovate. Organisations need to be certain that the way that they are managing projects is going to give the most benefit to their business.”

Dr Naomi Brookes, Aston Business School