

WHY IT PROJECTS FAIL

Jeff Sample & Matt Lamb



Jeff Sample

Industry Evangelist

Jeff Sample has devoted the past 20+ years to transforming companies. Jeff optimizes companies throughout the construction industry by designing solutions, optimizing strategic advantages, and breaking down information silos. His passion for outdoor adventure and Ironman competitions garnered him the moniker "The Ironman of IT."

As Industry Evangelist for Join, Jeff promotes collaboration and the transformation of preconstruction to help project teams reach their potential. His depth of IT experience in various industries, and his passion for continuous improvement has made Jeff a popular speaker and vocal thought leader in construction, spending much of his time educating on multiple topics to better the industry as a whole.





ROSENDIN

Matt Lamb

CIO - Rosendin

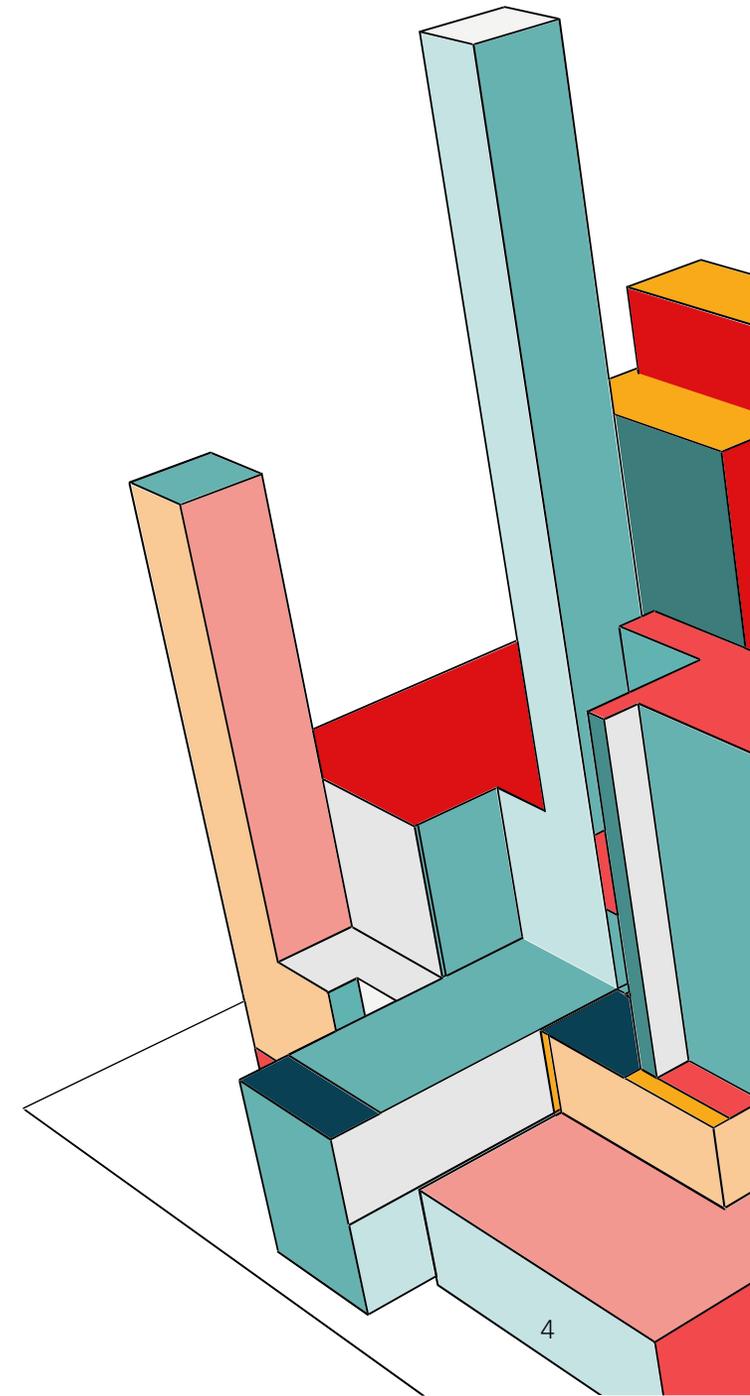


Matt has been working in the construction industry in one capacity or another for the last 20 years. Currently he is the Chief Information Officers at Rosendin and is focused on bringing new technology to the business and the construction industry as a whole. With his experience working for both a General Contractor and a Specialty Contractor he has been able to help mesh construction processes with new technology so that they are usable and functional for all.

PROBLEM

More than half of IT projects are failing!

Why is this happening? What is keeping projects from getting across the finish line?



SOME DATA

75%

Of ERP & CRM Projects
Fail

95%

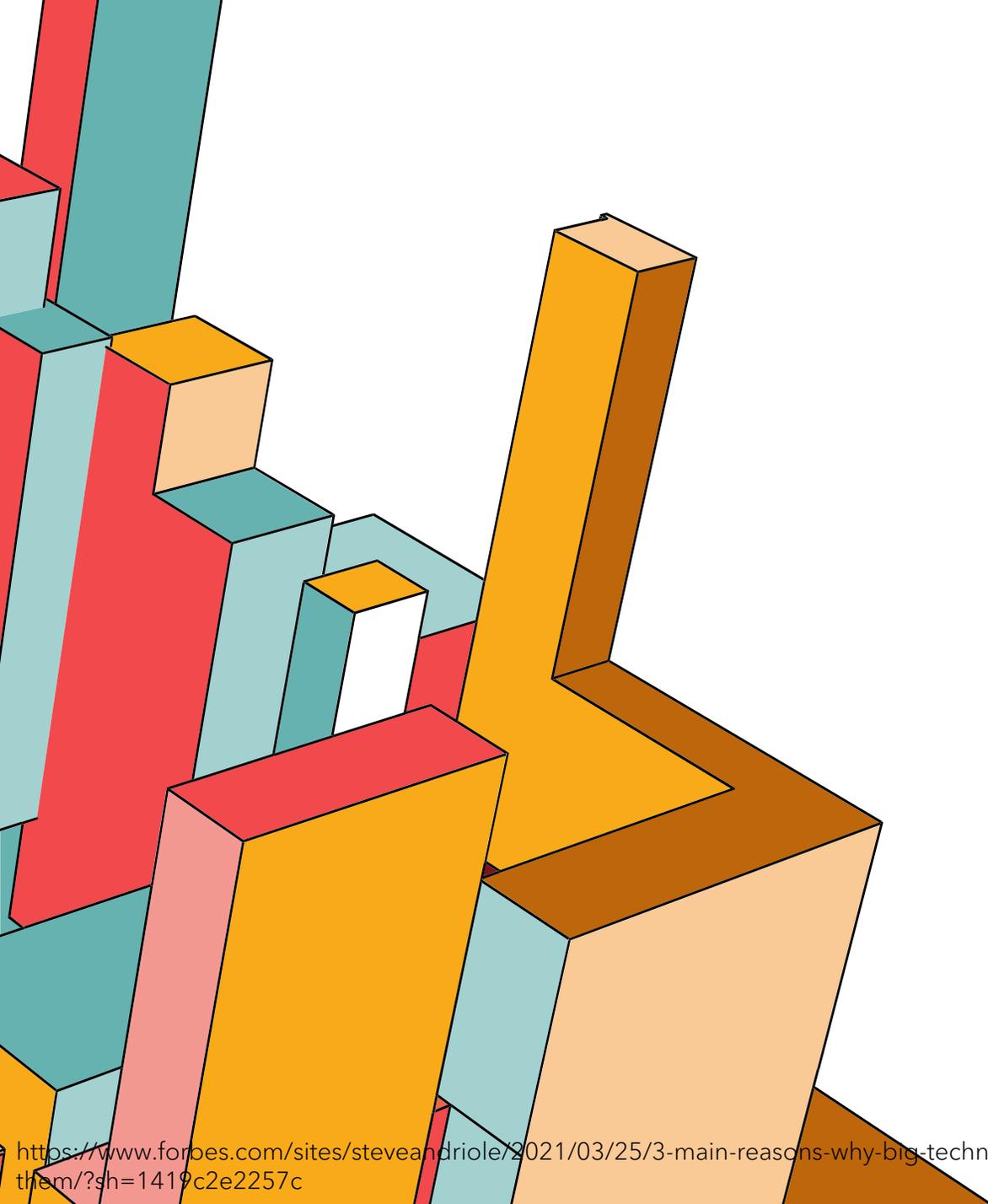
Of Innovation Projects
Fail

30%

Report that they
improved performance

90%

Failed to deliver any
measurable ROI



3 MAIN REASONS WHY

ACCORDING TO FORBES

Why do so many of these big enterprise technology projects fail?

- Companies don't have the necessary talent
- Executives fail to support big technology projects
- Most corporate cultures are anti-technology (despite rhetoric to the contrary)

OUR IDEAS FOR WHAT'S WRONG

Improper Resourcing

Are enough consultants being used? Did you pick the right talent for the project?

Change Management

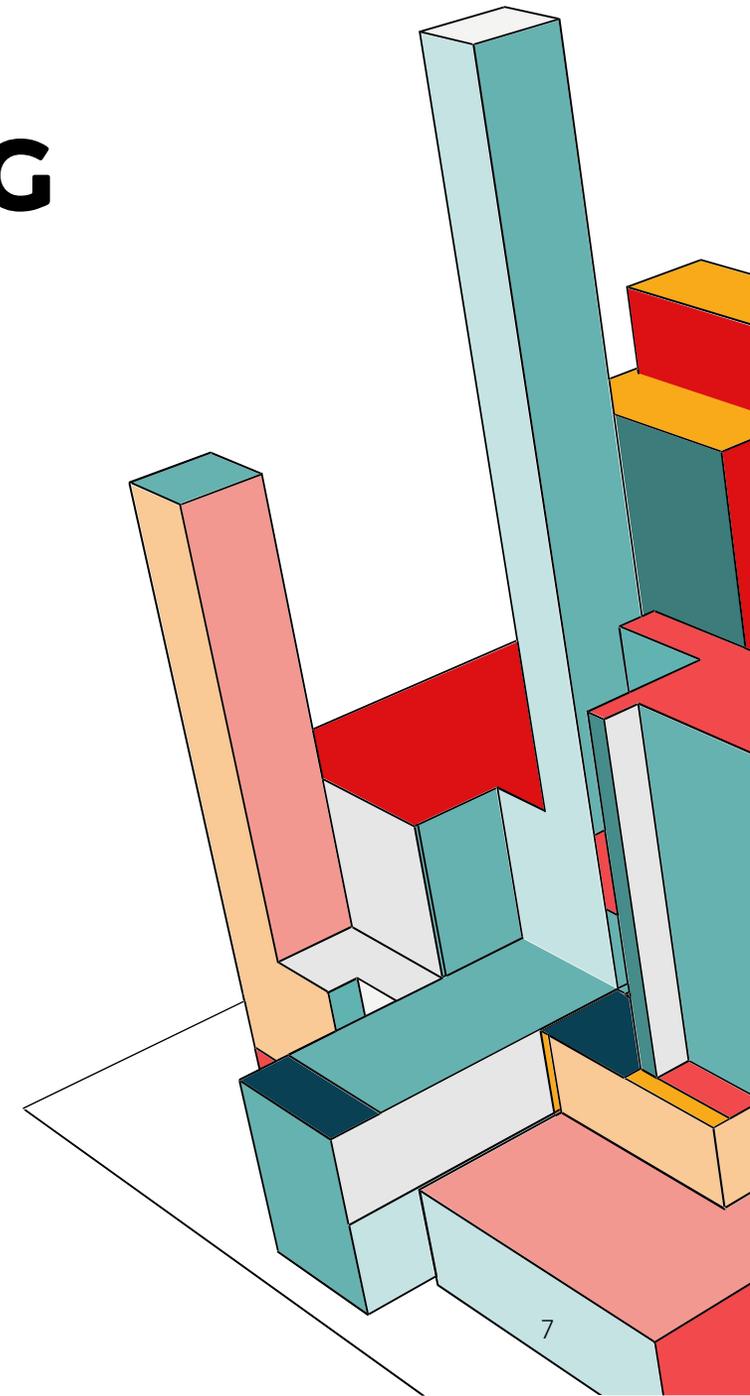
There is IT change management, business change management and human change management...

Operational Tolerance for Failure

Are we speaking the same language as Operations? Did we set expectations correctly?

Implementation

Did you talk to someone outside of IT about the project?



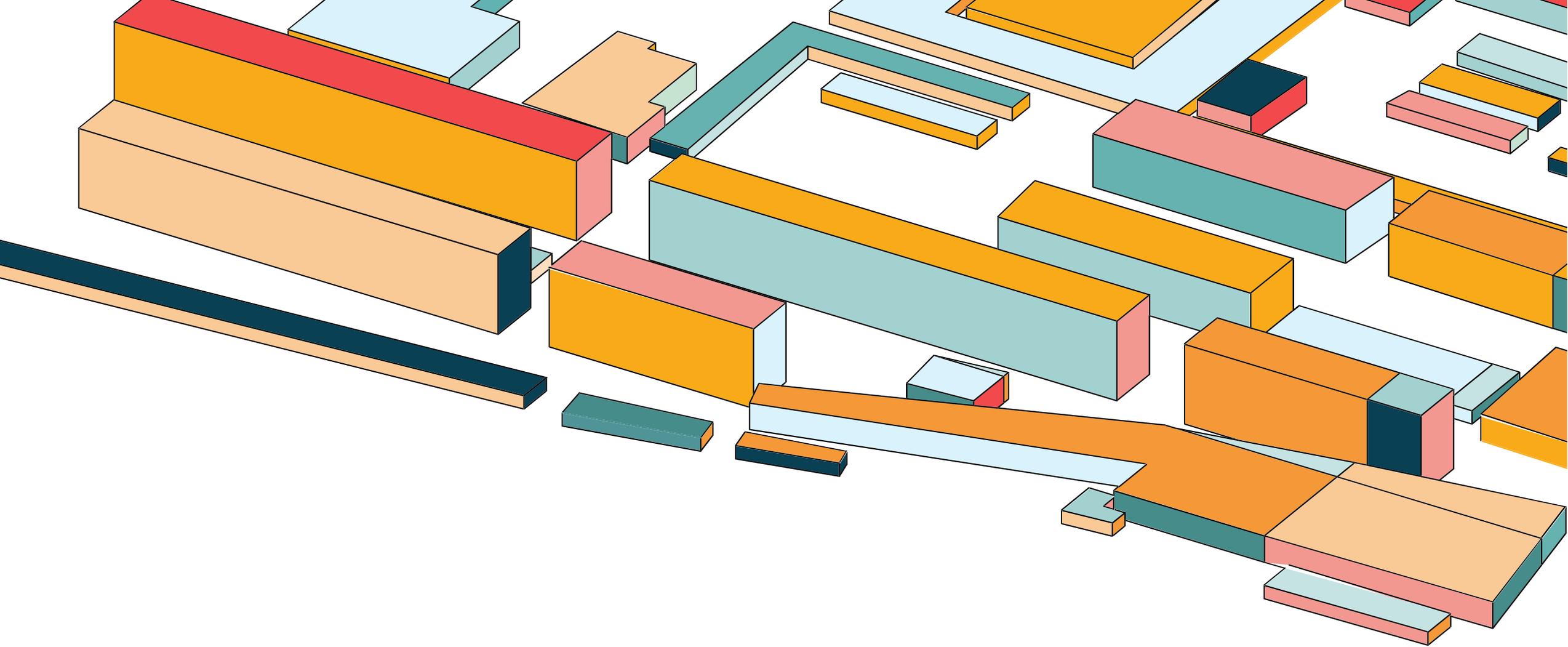
IMPROPER RESOURCING



Project Manager



Business



SO, WHAT SHOULD IT LOOK LIKE?

STAFFING

Technical Resources

Project Management Resources

Product Management

Operational Management





FAILURE

IS ALWAYS

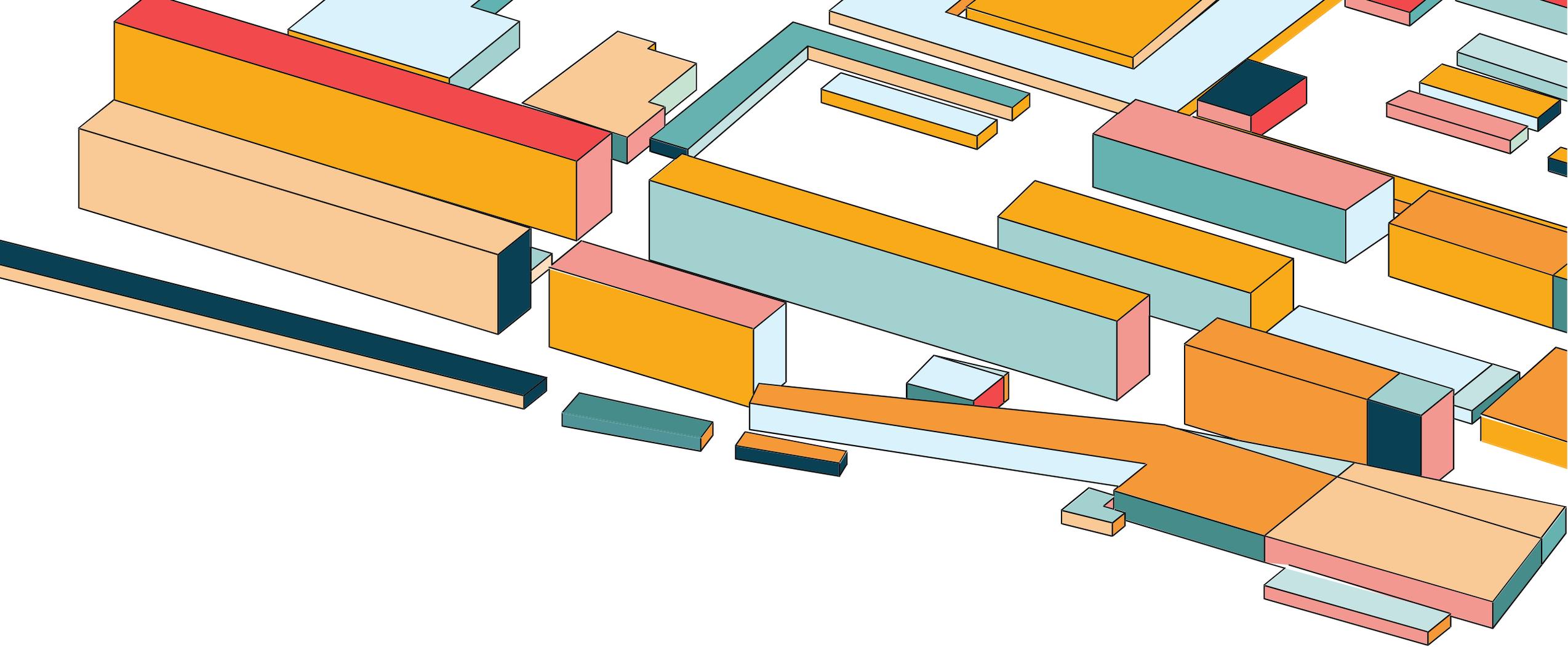
AN OPTION

FAILURE

IS NOT AN

OPTION

**OPERATIONAL TOLERANCE
FOR FAILURE**



SO, WHAT SHOULD IT LOOK LIKE?

TOLERANCE

Business Tolerance

IT Tolerance



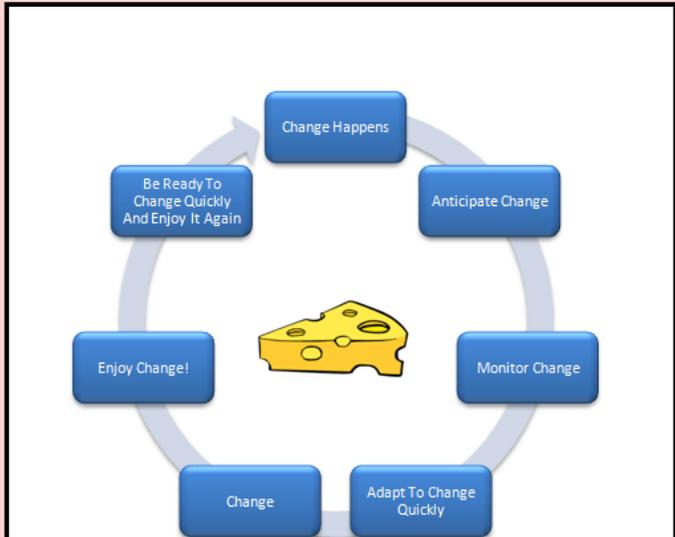
CHANGE MANAGEMENT

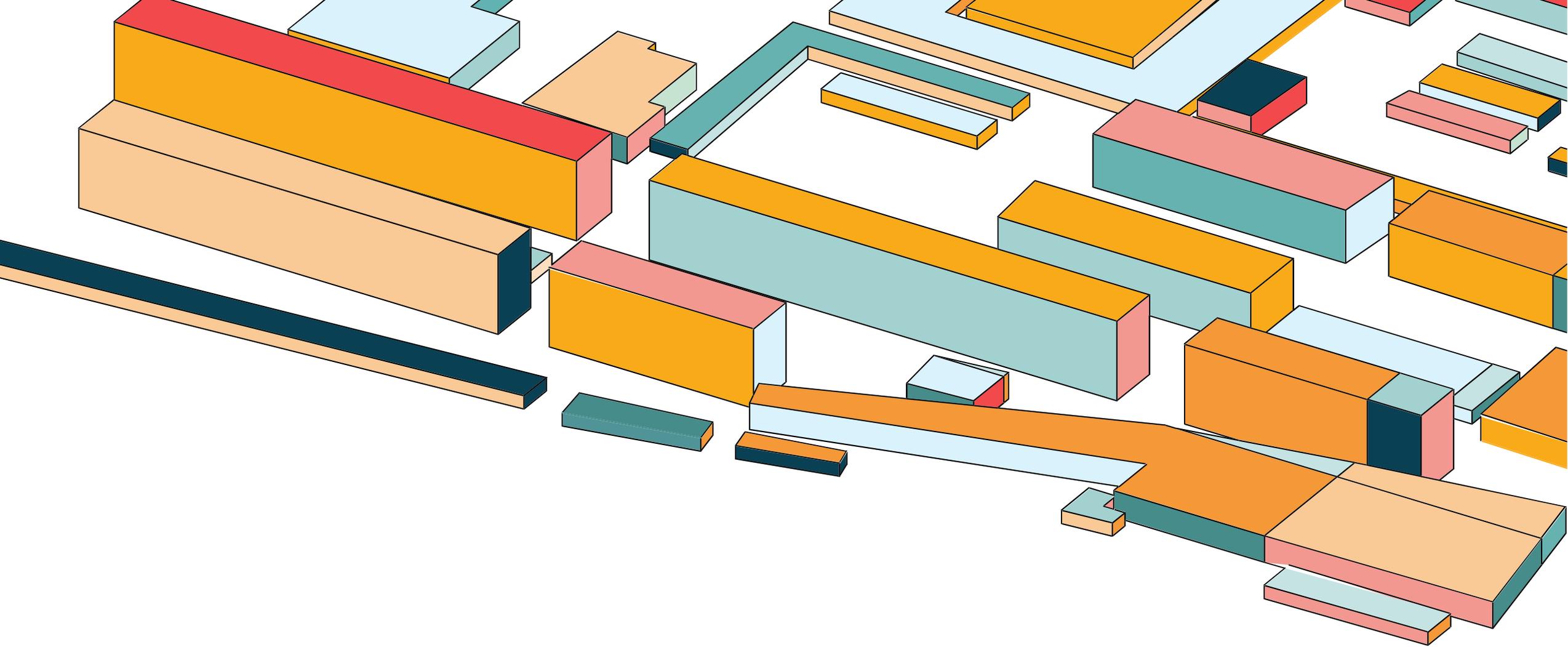
Think about the future



**The 4 Protagonists
Which one are you???**

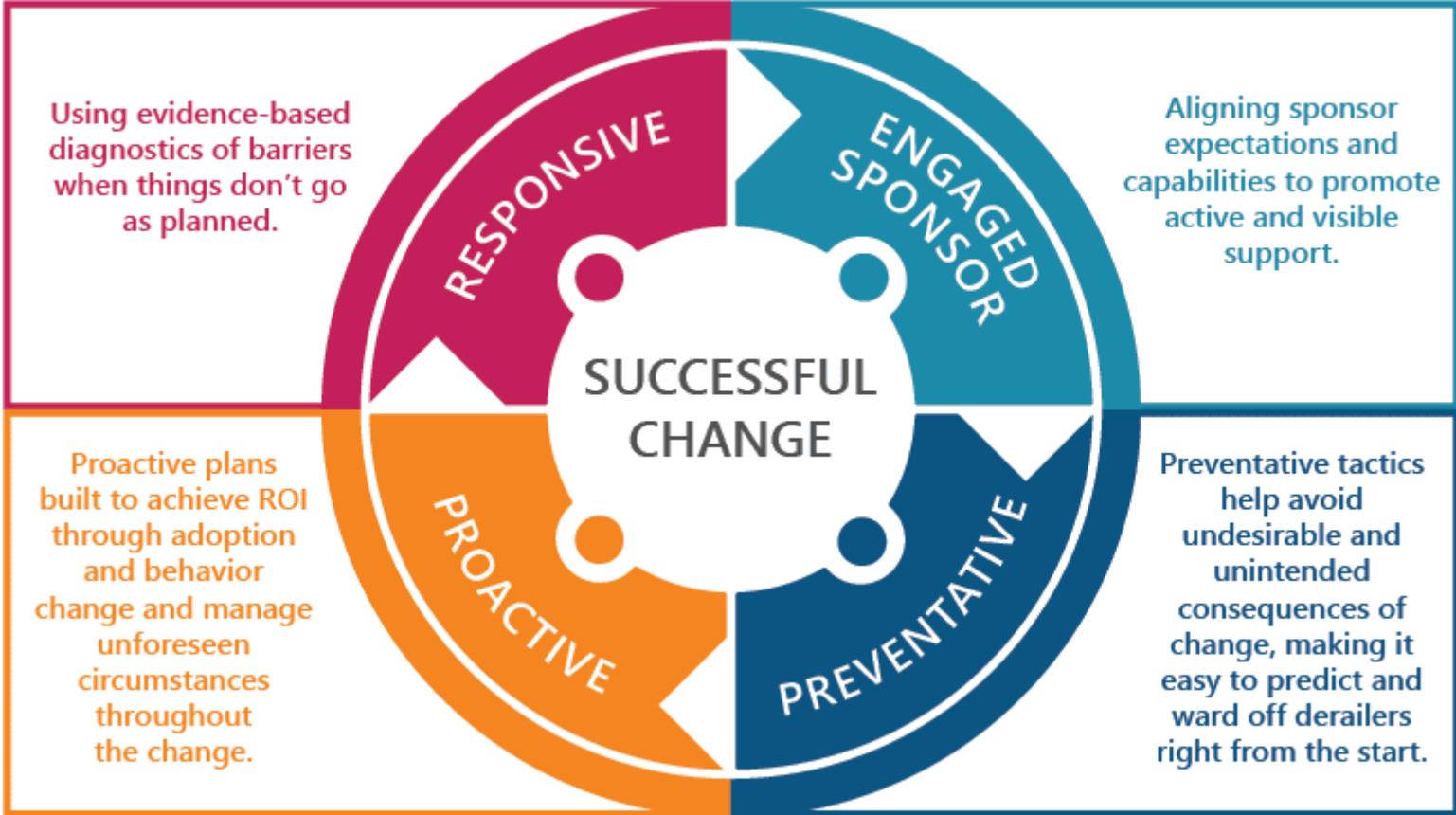
Sniff	Scurry	Hem	Haw
- sniffs/looks ahead; anticipates change	- scurries ahead and bumps into change	"To discuss, deliberate, or contemplate rather than taking action or making up one's mind. (e.g., <i>If you hem and haw long enough, someone else will do it first.</i>)" - Wiktionary	





SO, WHAT SHOULD IT LOOK LIKE?

CHANGE MANAGEMENT

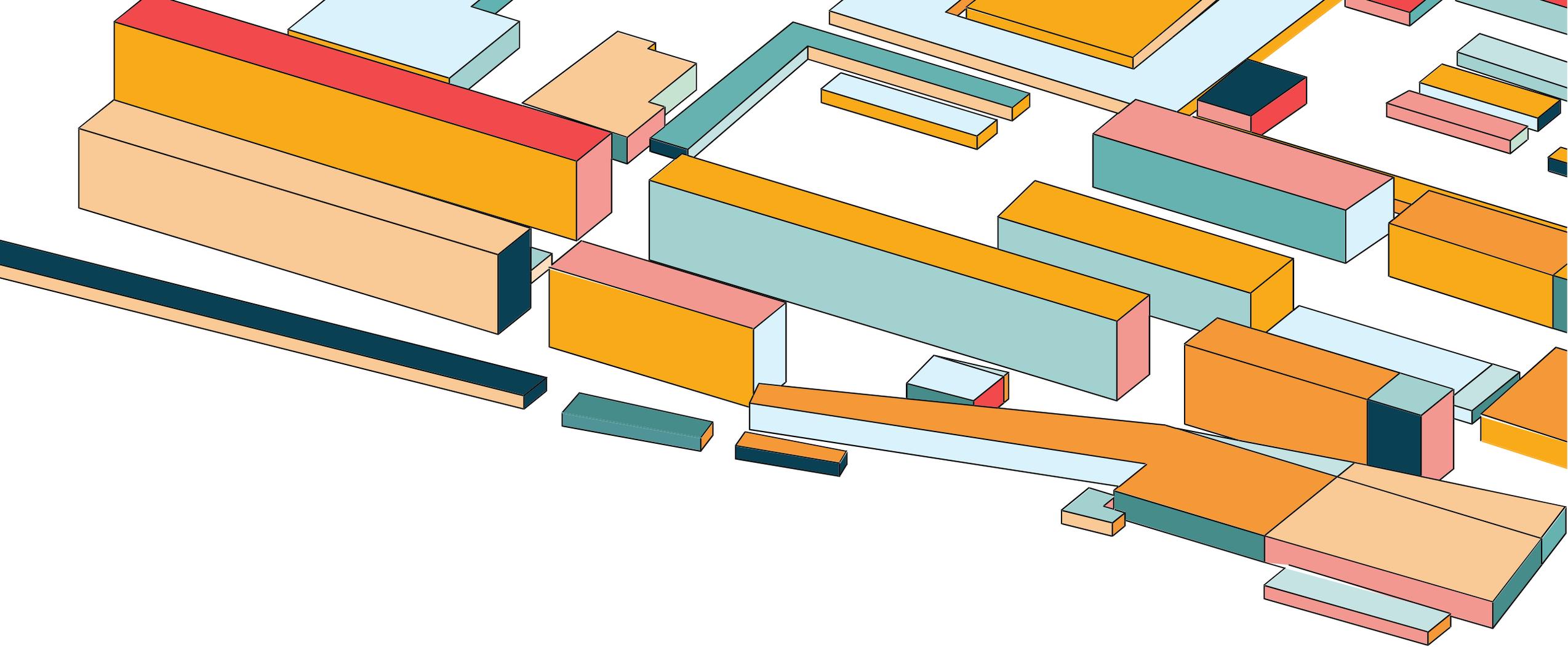


IMPLEMENTATION

Set Expectations

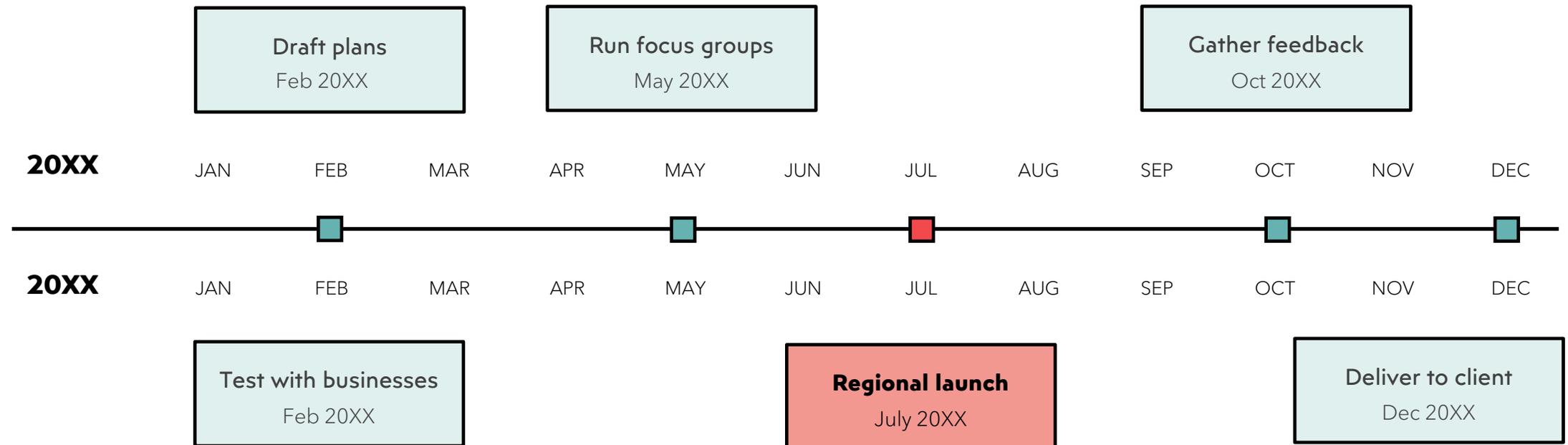


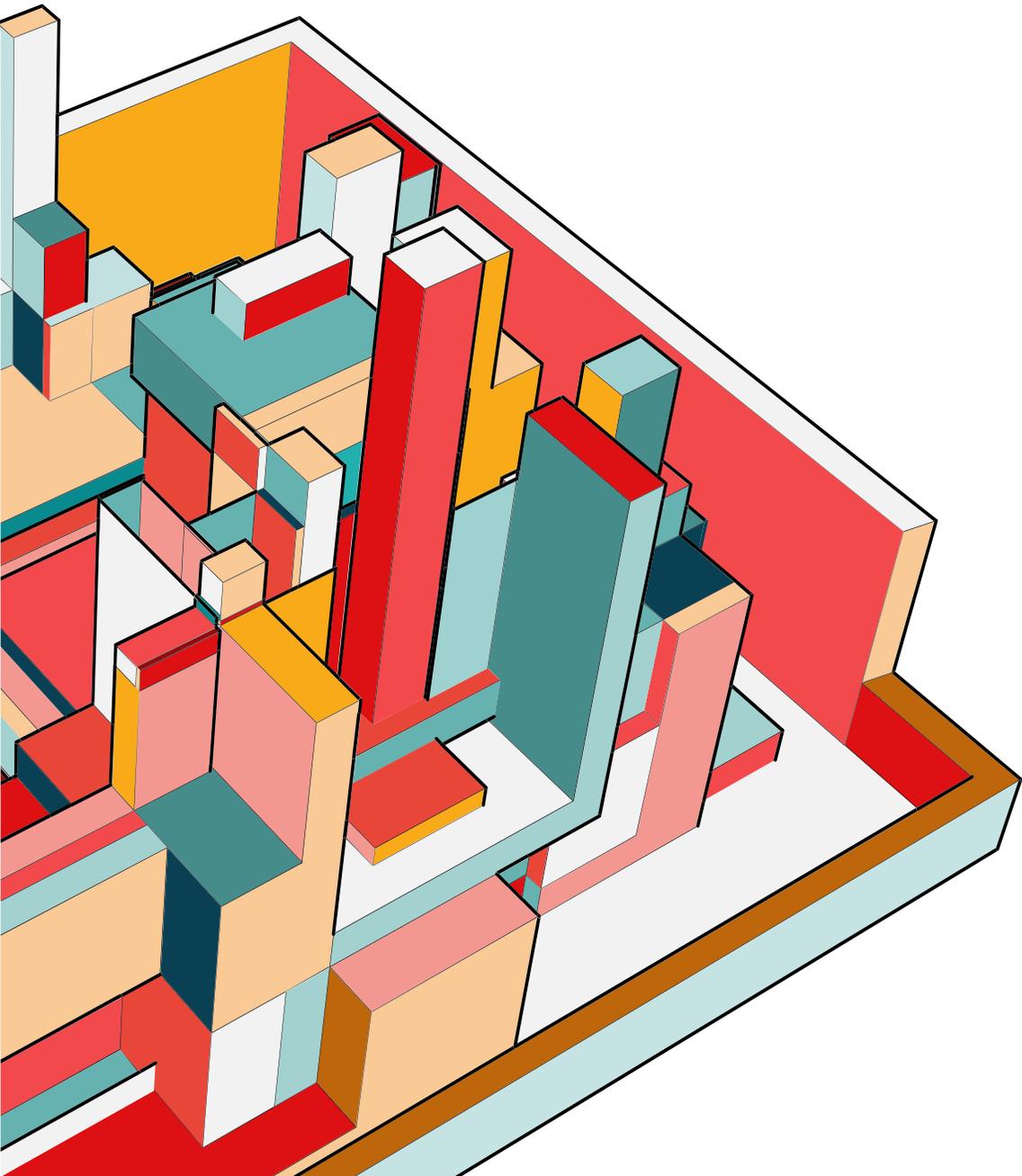
Provide Details



SO, WHAT SHOULD IT LOOK LIKE?

IMPLEMENTATION





THANK YOU

Questions??

Jeff Sample

Matt Lamb