

How embracing **Business Transformation** enables Project Organizations to Deliver Greatness

Ivan Lloyd
CEO, edison365

Key Takeaways

Understand the difference between Project /Portfolio Management and Business Transformation.

What's needed to be a Business Transformation success

The benefits of bringing PMOs into the business transformation process

How your Project Organization can be more important than ever

Let me introduce myself...



- ✓ edison365 Founder and CEO
- ✓ Over 30 years of consulting experience in Business Transformation

Question

Who are you?

- A** PMO
- B** IT Management
- C** Business Analyst
- D** Project Management
- E** Head of Projects
- F** Innovation Management
- G** Other

What is Business Transformation?



Business transformation is the process of *fundamentally* changing how a company operates to achieve *significant* improvements in performance, efficiency, and competitiveness.



*"If you are unwilling to disrupt your business,
there will always be someone willing to do it for
you."*

- Marc Randolph

Organizations excel at Business Transformation– Surely?

Only **34%** of organizations surveyed reported that they successfully executed their strategic initiatives in the past three years.

Harvard Business Review

70% of organizations failed to achieve their strategic objectives due to lack of execution.

KPMG

Only **16%** of executives felt their organization's strategic planning process was effective.

McKinsey & Company

Only **29%** of projects were successful in meeting their budget, schedule, and quality goals.

Standish Group

Companies that fail to execute their strategy experience a **50%** decline in shareholder value.

McKinsey & Company

37% of executives cited lack of alignment and poor communication as the top barriers to successful strategy execution.

PWC

Only **10%** of organizations felt they had the necessary skills, resources, and leadership to execute their strategy effectively.

IBM

What's the lost opportunity?

Business Transformation spend is forecast to reach almost \$4 trillion in 2027

70% of Business Transformation fails to deliver

\$2.8 trillion of wasted investment and a failure by organizations to capitalize on their vision

Source: IDC 2024

Where are organizations failing?

- ✓ End-to-end visibility is unavailable
- ✓ Strategy is not disseminated or understood
- ✓ Objectives & change are not aligned to the strategy
- ✓ Failing projects are not stopped
- ✓ Benefits are rarely tracked to realization
- ✓ Decision-making is slow and fails to have the right information
- ✓ Innovation & delivery are not aligned
- ✓ Business cases are not standardized or revisited
- ✓ Lessons learned are not noted or adopted

Fundamentally

'organizations fail to track business transformation initiatives, which can total in the hundreds, if not thousands, for a Fortune 500 company. What's the process and the structure by which you're going to track things, from an idea all the way to when it hits the balance sheet'

- McKinsey

Where to focus...

- ✓ Sponsorship
- ✓ Budget
- ✓ Process
- ✓ Organization
- ✓ Communication
- ✓ Culture
- ✓ Technology



Sponsorship

Challenge

In most organizations, the end-to-end process spans business units and ownership. Many organizations have different PMO executives, Innovation Leaders, and Heads of Strategy. This is compounded by these roles often being in different business units

Solution

An executive sponsor with ownership for the end-to-end Business Transformation delivery

Budget

Challenge

PMO's and Innovation Teams are often poorly funded; viewed as an administrative, QA and reporting function rather than a critical business function

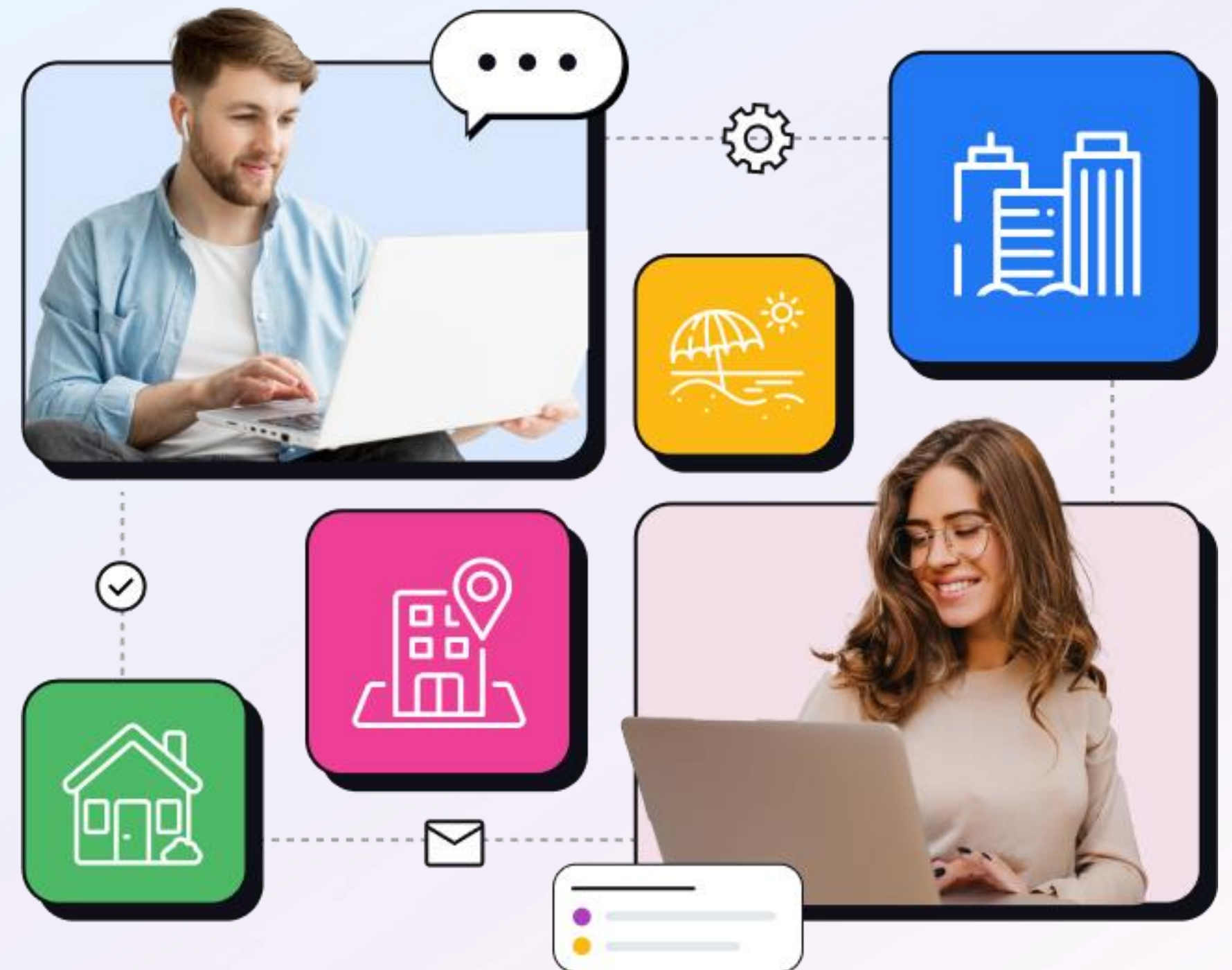
Solution

The business needs to hear and understand the value and the success the Business Transformation team delivers.

Process

Challenge

Organizations lack the clarity of single end to end process that is communicated and understood across the organization



From Idea to Balance Sheet



Organization

Challenge

PMO's and Innovation Teams are often poorly funded; viewed as an administrative QA and reporting function rather than a critical business function

Solution

A single organizational unit responsible for the end-to-end Business Transformation Process.

The Business Transformation Office

Vision

Mission

Strategy

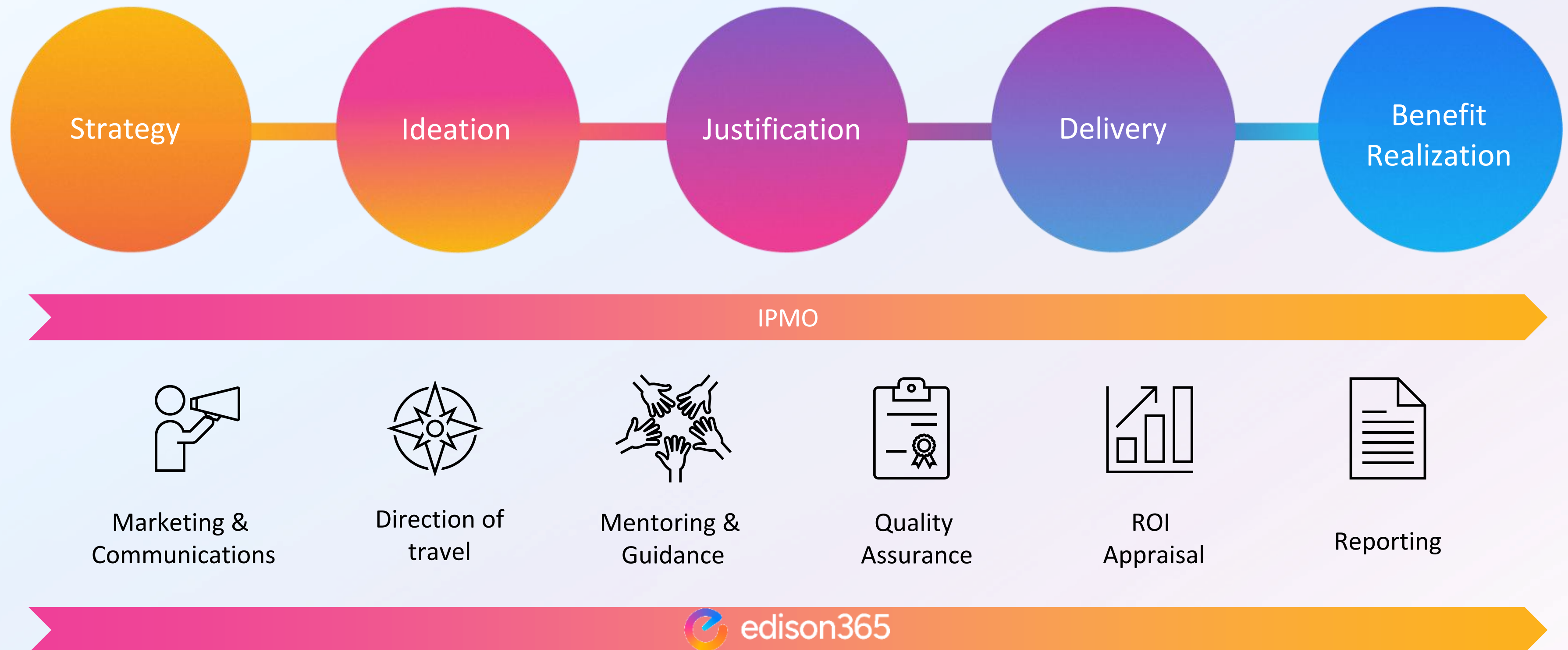
Innovation Management
Office

Portfolio Management
Office

Benefit Realization

Business Transformation Management Office

The Business Transformation Office



Benefits of a Business Transformation Office

- ✓ Single source of truth
- ✓ End-to-end business transformation
- ✓ Vision, processes, and standards aligned
- ✓ Benefits tracked and realized
- ✓ Lessons learned from idea to benefit
- ✓ Combines the best of two cultures
- ✓ One reporting entity



Communication

Challenge

Project Organizations rarely excel at communications. To gain sponsorship, engagement and to excel, stakeholders and colleagues need to understand the strategy, buy in to the importance of the process and hear the successes



Communication

S o l u t i o n

Create a safe place to be transparent and come forward with concerns or suggestions

Strategy needs to be disseminated and understood

Build awareness of project portfolio performance
Be a salesperson for your PMO

The whole organization needs to be engaged in Innovation.

Culture & Skills

Challenge

Culture is central to success and encompasses the culture of the Business Transformation Office and setting and driving the culture of the organization



Culture & Skills

S o l u t i o n



A willingness to challenge ideas and projects that cannot be supported



The drive to engage and communicate with all levels of the organization



An ability to understand ~~failure~~ learning



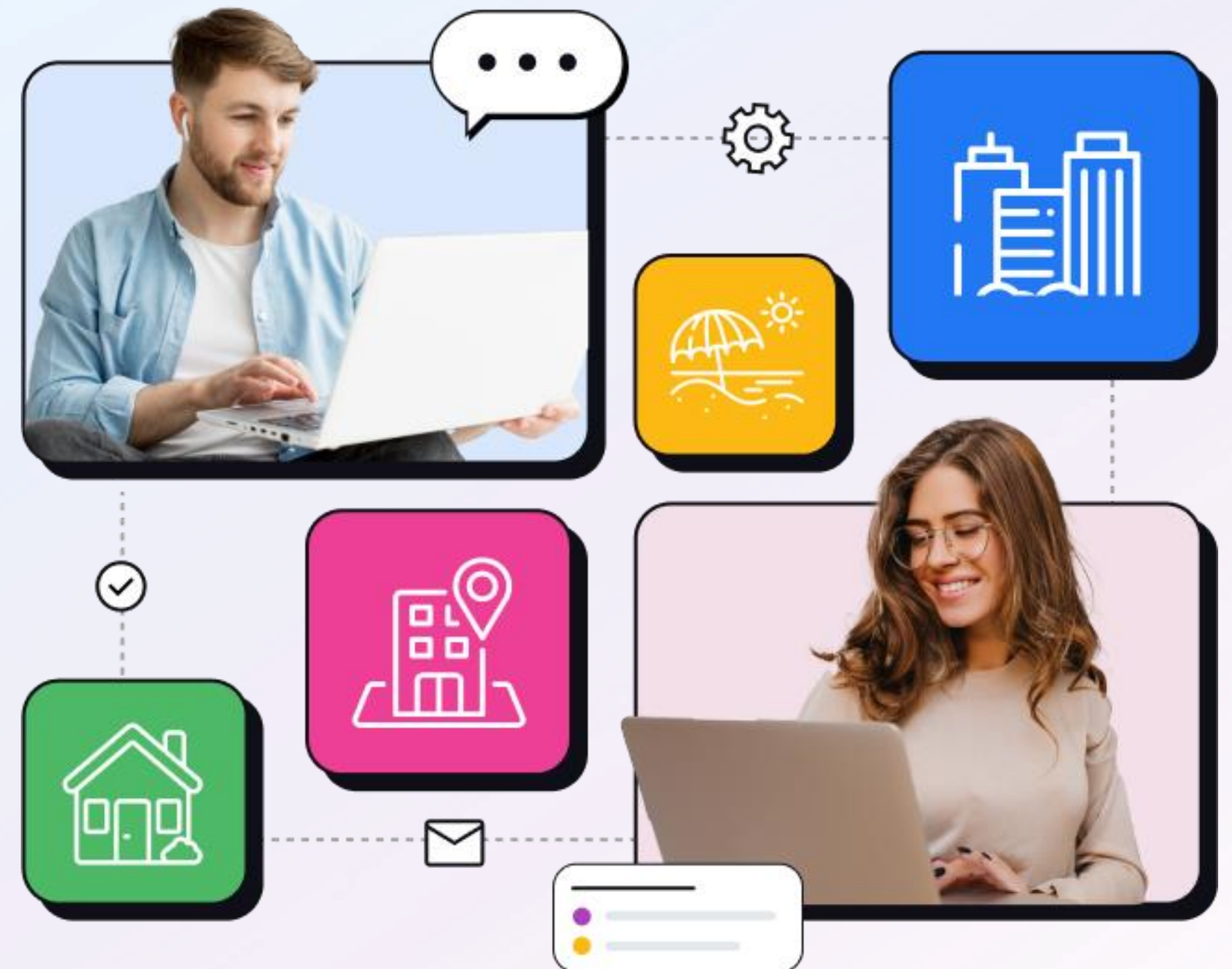
Expect a combination of high influence and strong compliance personalities

Technology

Challenge

Organizations lack a single solution to manage the process from Idea to Balance Sheet.

How do you know where the value is, what to prioritize and what is needed if you only have a small part of the picture?





A single solution for end-to-end Business Transformation

Projects

Ideas

Powered by Microsoft

Name	Calendar	Role	Department	Sun 06 Jan 2022	Sun 06 Jan 2022	Sun 06 Jan 2022	Sun 06 Jan 2022
William Denn	Standard	Designer	Produc...	★	★	★	★
Paloma Armada Gamboa	Standard	Sales...	Sales	★	★	★	★
Poppy Barber	Standard	Deliver...	Delivery	★	★	★	★
Ivan Lloyd	7 Day	CEO		★	★	★	★
Paul Mather	Standard	CTO	Produc...	★	★	★	★
Jack Selman	Standard	Deliver...	Delivery	★	★	★	★

Product

Server

Apache

Firewall

Load Balancer

Install Stage 1

Install Stage 2

Pre Checks

Install Stage 3

Front-End Sprint

Back-End Sprint

Install Stage 2

Supply Chain...

Challenges

Portfolio

Align Goals

Capture Ideas

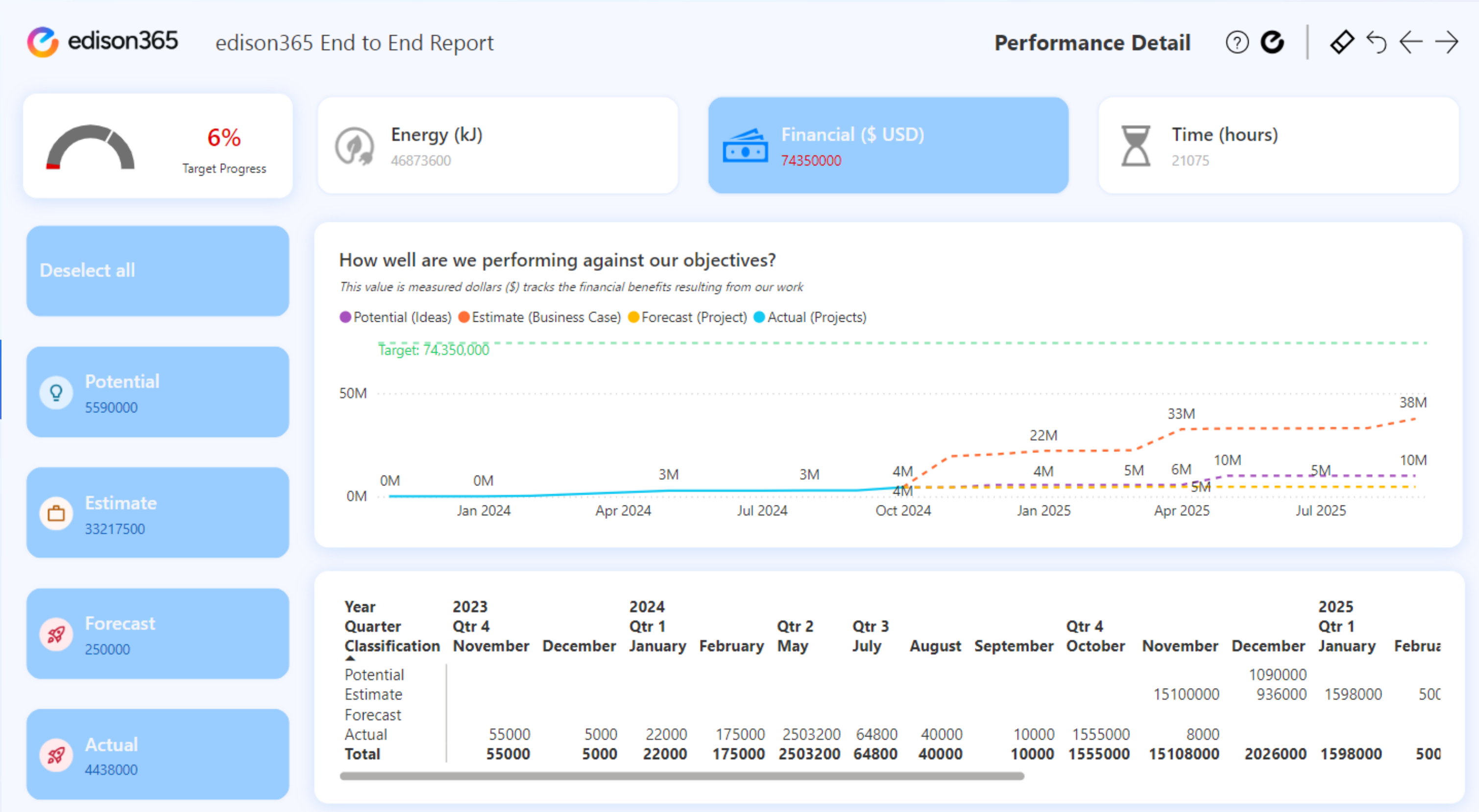
Evaluate & Prioritize

Validate the ROI

Manage Projects & Portfolios

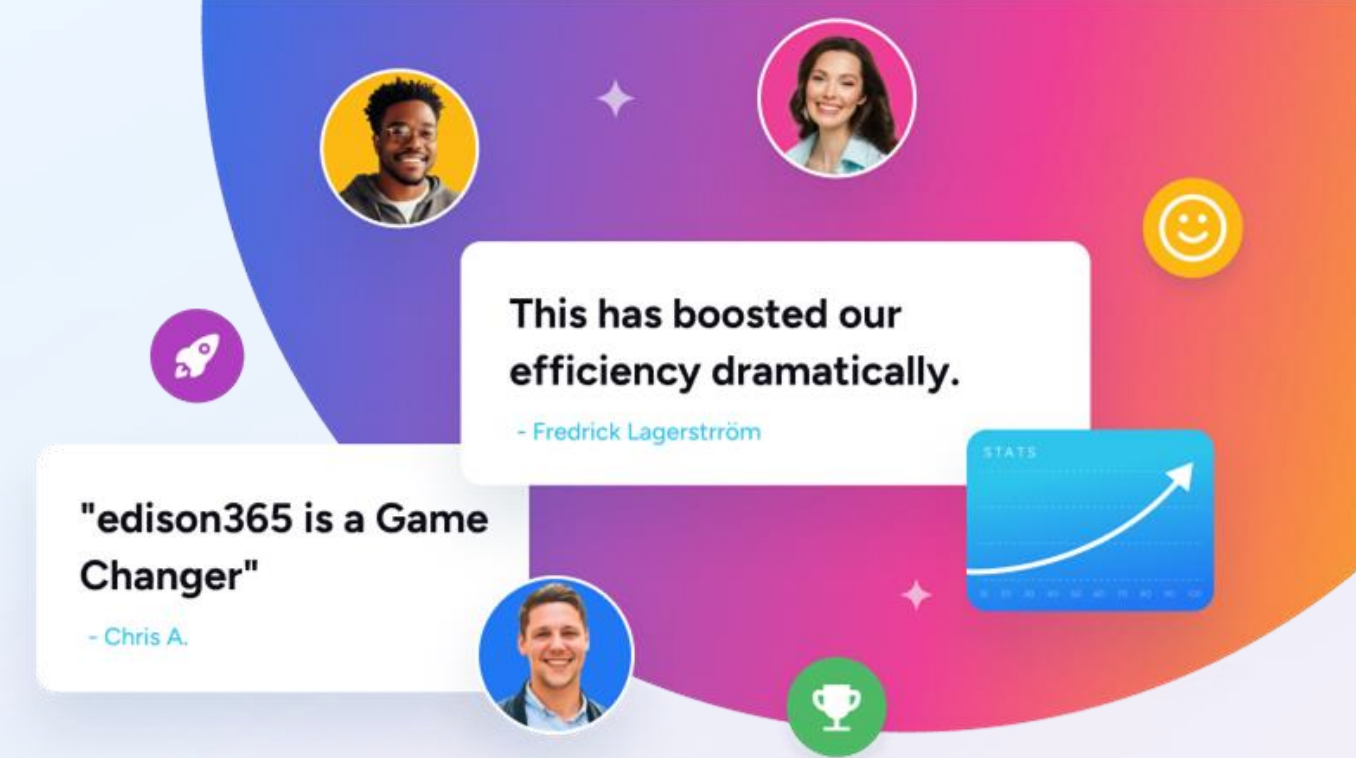
Get Results

A single end to end picture



What Users Really Love

- ✓ Say goodbye to complex software
- ✓ Powered by Microsoft
- ✓ Scalable to your needs
- ✓ Superb flexibility and customization
- ✓ Zero expensive consultants
- ✓ Stunning interface
- ✓ Minimize your tech stack
- ✓ Affordable licensing
- ✓ No more disconnected teams
- ✓ Real-time collaboration





"Easy to use and a great user experience!"

Straightforward and really effective way to manage ideas, business cases and projects across an organization and extremely easy to use for all employees. Quick to set up, and onboarding users is very easy, helped by an intuitive interface.



— **Chris A.** Business Development Consultant



"End-to-End Solution Set"

"The entire suite is great. Ideas streamlines our innovation process with a minimum of IT support. Business case helps further clarify what ideas should get approved. Projects helps us manage the work. Datastore is great for aggregating and reporting project information to improve decision making."



— **Mike T.** Chairman



"Great Platform"

"We identified \$1 Million of lost revenue per annum through the collection of ideas submitted through edison365ideas. That was within the first few months of turning the system live and so we're excited for what other impactful ideas are put forward in the future."



— **Ben Chandler.** Chief Innovation Officer

Read more reviews



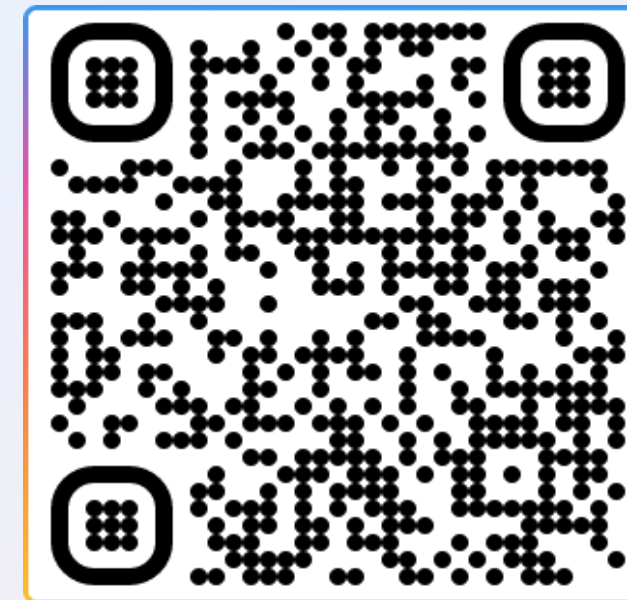
Any Questions?



Continue the conversation!

Ivan.Lloyd@edison365.com

Connect with me
on LinkedIn:



Visit our Booth

Upcoming Webinar

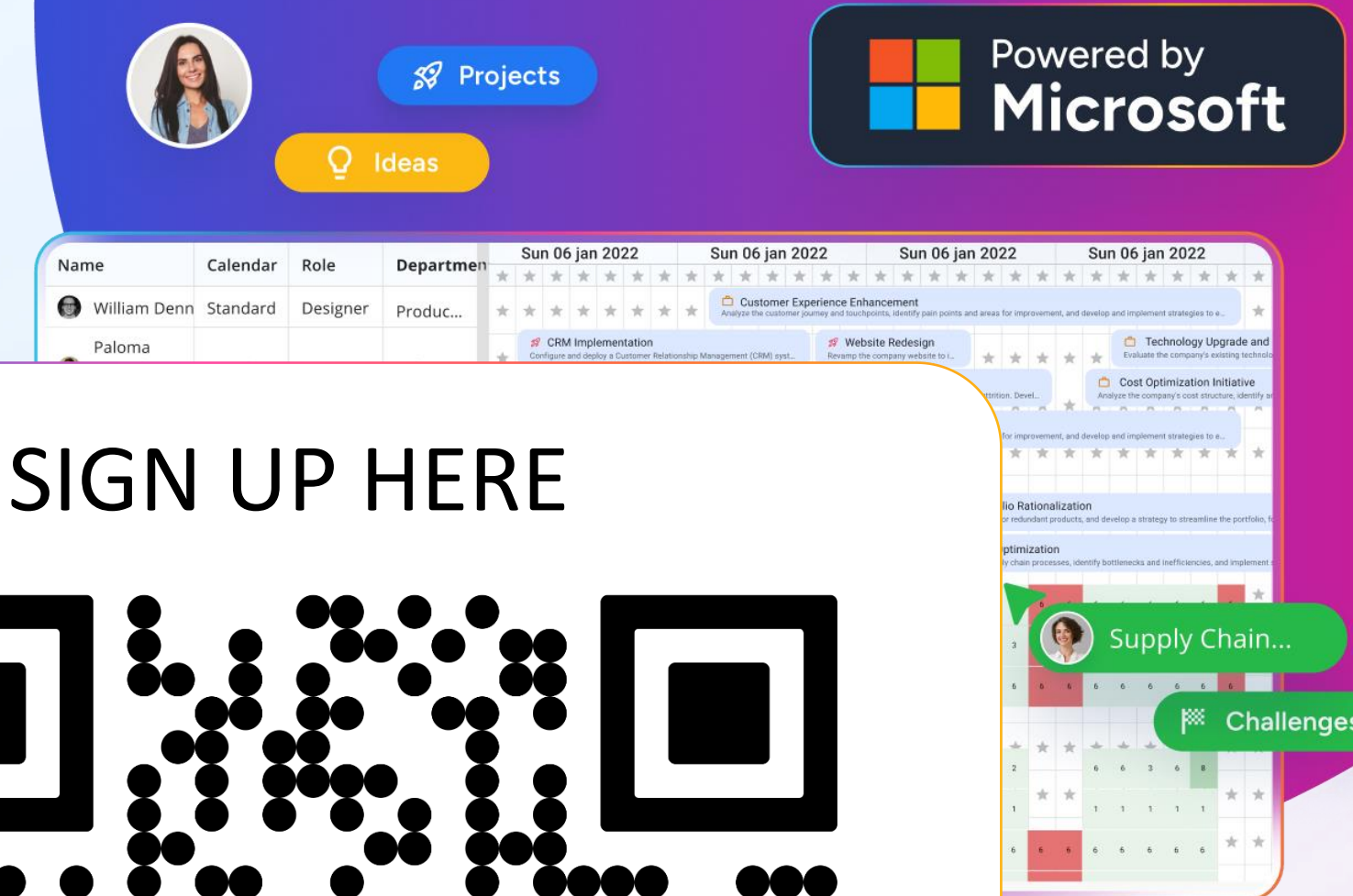
PLATFORM DEMO

Simplify Projects, Customize Your Process, and See Real Results!

 December 12th, 2024

 13:00 SAST / 12:00 CET

SIGN UP HERE



Business Transformation Starts Here!

How edison365 supports your end-to-end journey



Strategy

Ideation

Justification

Delivery

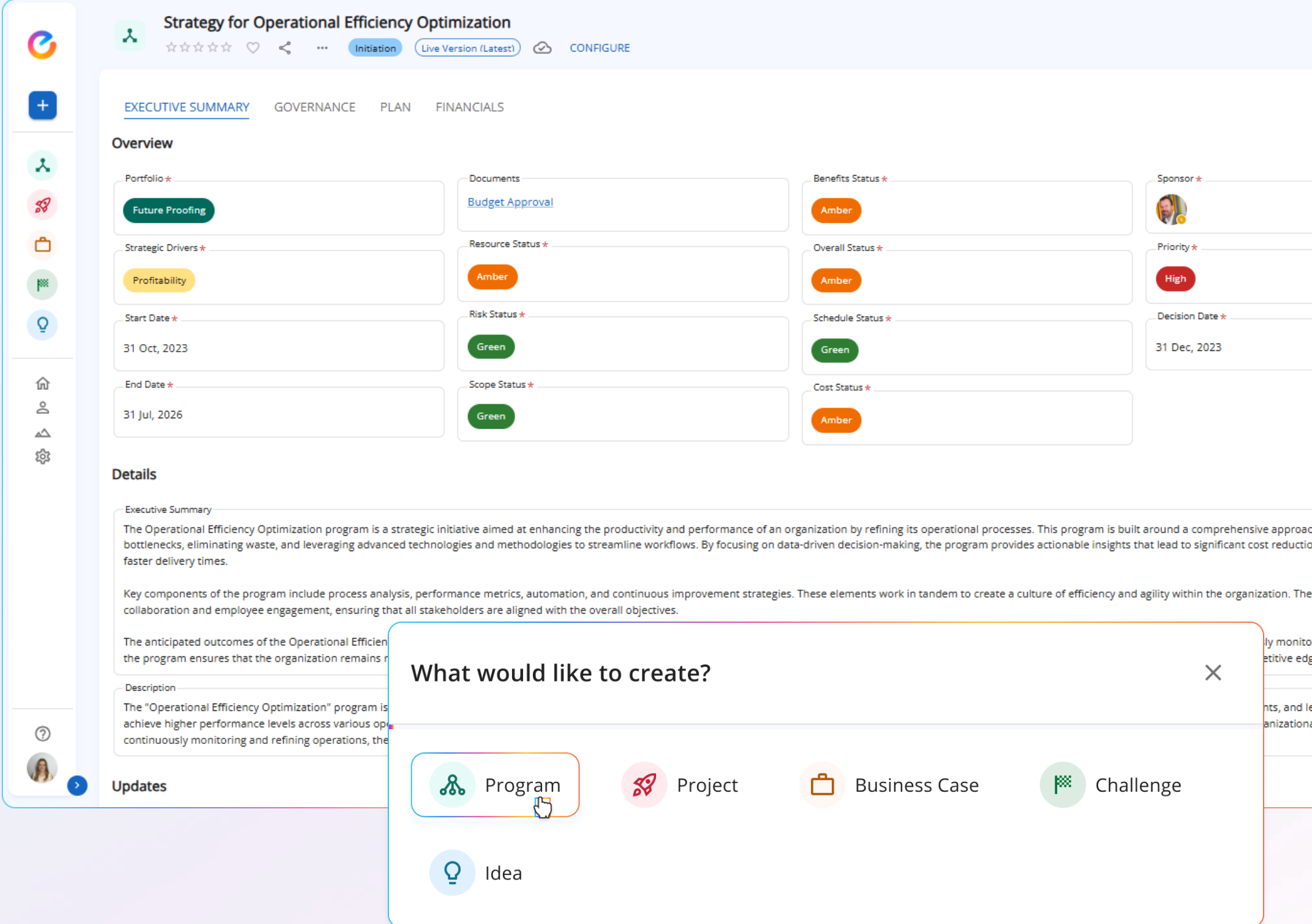
Benefit Realization

Strategize Effortlessly

Align every project, idea, and opportunity to value-driven business objectives and steer your organization to greatness.

Create **programs** that align with your strategic objectives and unlock a clear sense of direction.

Use default **templates** or build your own to suit your needs.



The screenshot displays the Edison365 interface for a strategy program. The main dashboard is titled "Strategy for Operational Efficiency Optimization" and includes tabs for EXECUTIVE SUMMARY, GOVERNANCE, PLAN, and FINANCIALS. The Overview section shows a Portfolio with "Future Proofing", Strategic Drivers with "Profitability", and various status indicators (Amber, Green) for documents, resource, risk, scope, and cost. A modal window titled "What would like to create?" is open, showing options: Program, Project, Business Case, Challenge, and Idea.

Portfolio	Documents	Benefits Status	Sponsor
Future Proofing	Budget Approval	Amber	[User Avatar]

Strategic Drivers	Resource Status	Overall Status	Priority
Profitability	Amber	Amber	High

Start Date	Risk Status	Schedule Status	Decision Date
31 Oct, 2023	Green	Green	31 Dec, 2023

End Date	Scope Status	Cost Status
31 Jul, 2026	Green	Amber

Details

Executive Summary

The Operational Efficiency Optimization program is a strategic initiative aimed at enhancing the productivity and performance of an organization by refining its operational processes. This program is built around a comprehensive approach to identifying and addressing bottlenecks, eliminating waste, and leveraging advanced technologies and methodologies to streamline workflows. By focusing on data-driven decision-making, the program provides actionable insights that lead to significant cost reduction and faster delivery times.

Key components of the program include process analysis, performance metrics, automation, and continuous improvement strategies. These elements work in tandem to create a culture of efficiency and agility within the organization. The program also emphasizes collaboration and employee engagement, ensuring that all stakeholders are aligned with the overall objectives.

The anticipated outcomes of the Operational Efficiency Optimization program include improved operational efficiency, reduced costs, and enhanced customer satisfaction. The program ensures that the organization remains competitive in the market by continuously monitoring and refining operations, the

Description

The "Operational Efficiency Optimization" program is designed to achieve higher performance levels across various operational areas. It involves a comprehensive analysis of current processes, identifying inefficiencies, and implementing targeted improvements. The program also includes a robust framework for continuously monitoring and refining operations, ensuring that the organization remains agile and responsive to market changes.

What would like to create?

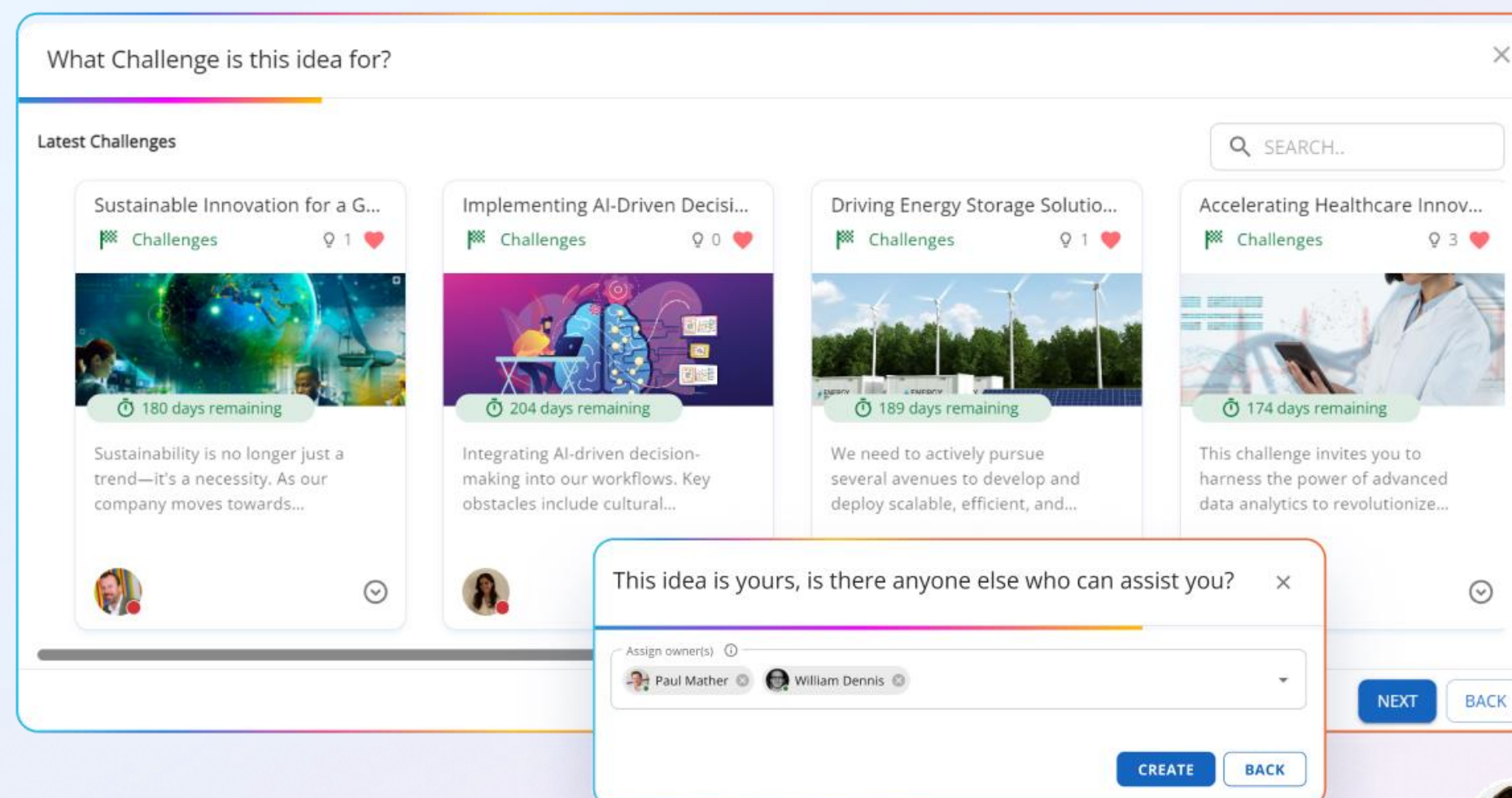
- Program
- Project
- Business Case
- Challenge
- Idea

STRATEGY

Complete Transparency Across Your Organization

Make your mission clear and improve team collaboration, ensuring everyone is aligned and working towards the same objectives.

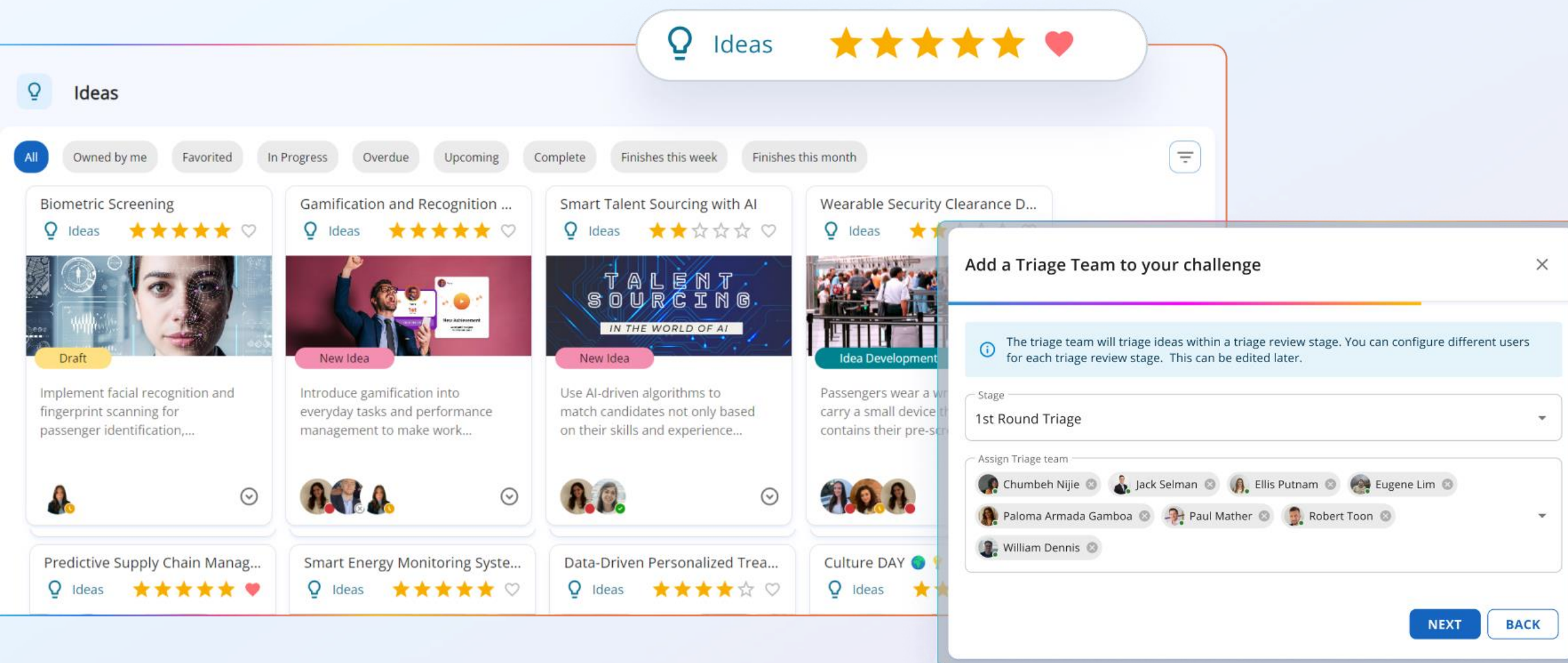
Create **challenges** to respond to your program objectives. Capture ideas and project requests in one place.



IDEATION

Ready. Set. Innovate.

Tap into the creativity of your team and uncover hundreds of transformative ideas in a collaborative environment.



Rapid **idea** creation with a user-friendly interface.

Monitor **demand** and identify key areas for prioritizing resources.

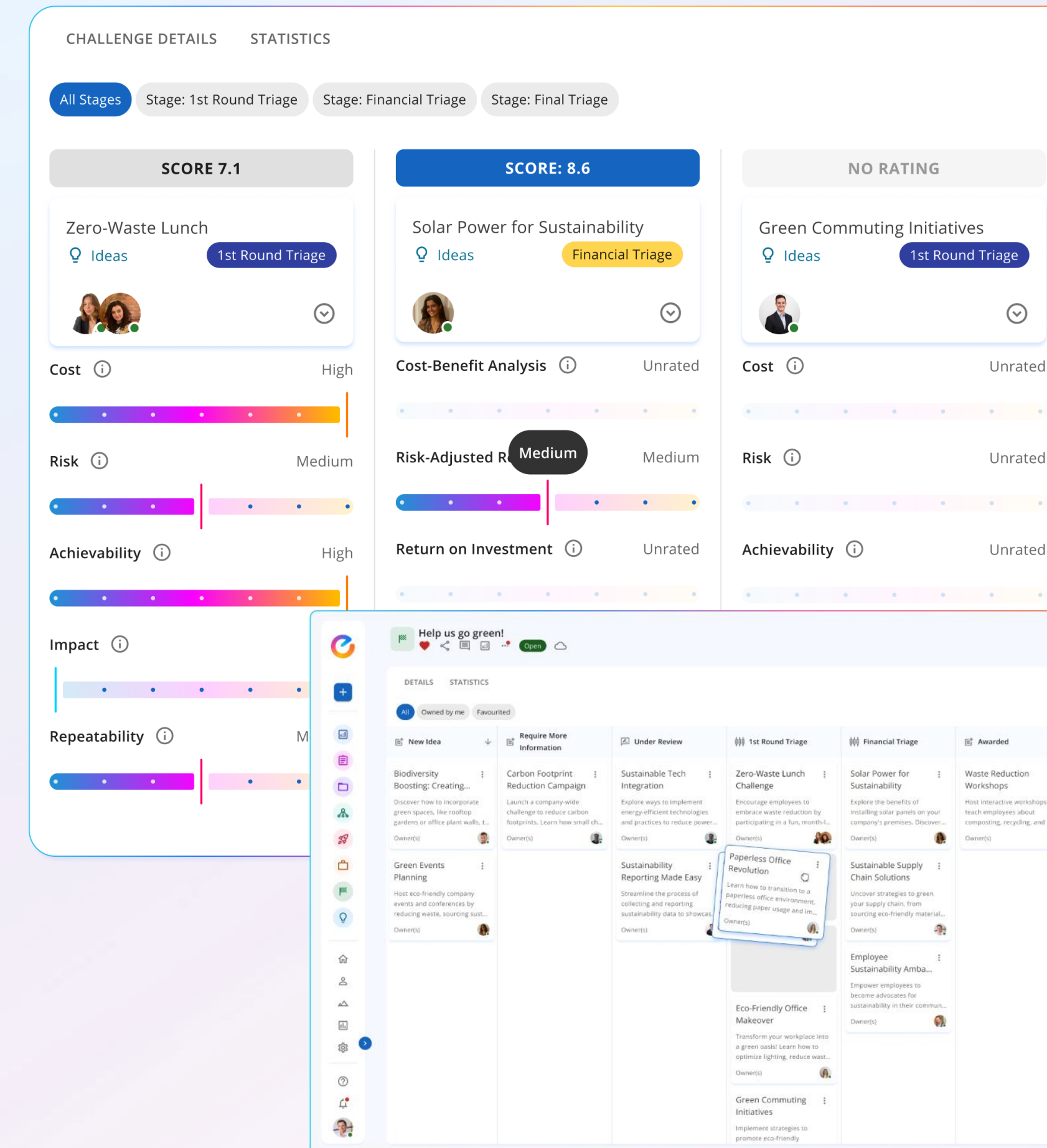


Develop a Standardized Process

Make exceptional innovation repeatable with streamlined processes in edison365. You determine what works best and how to measure your results.

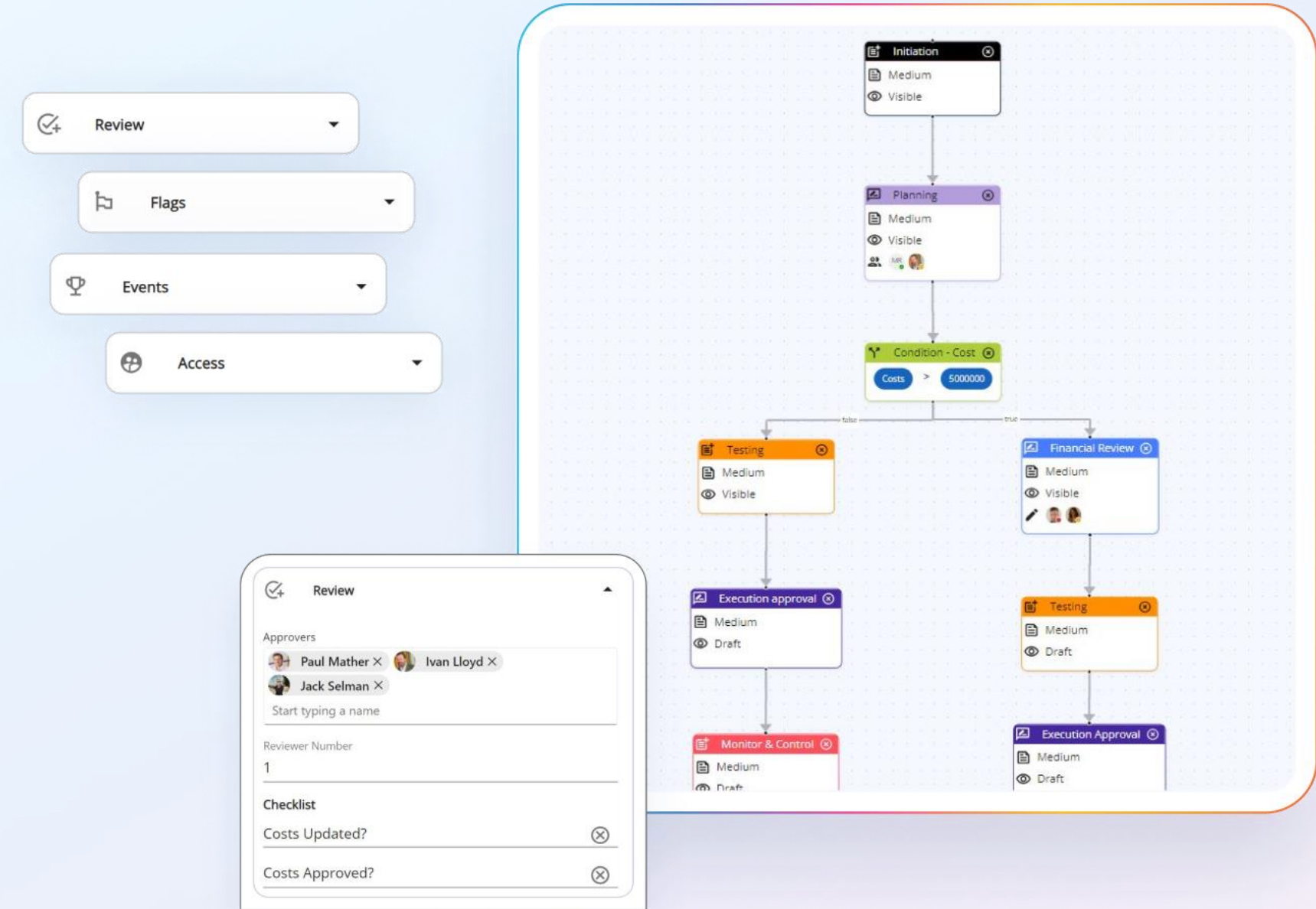
edison365's **Triage** sliders give your reviewers a simple, objective way to evaluate.

Use the **Board View** to drag and drop ideas through your business process.



Give Your Opportunities the Greenlight

Rapidly evaluate and scale the best proposals, backed by detailed research, reports, and insights uncovered in one streamlined platform.



Build out the business case and include a **schedule**. Easily carry this data over to the project.



Workflow your business cases through a review process and get approval from the right people.



JUSTIFICATION

Seamless Approval Tools

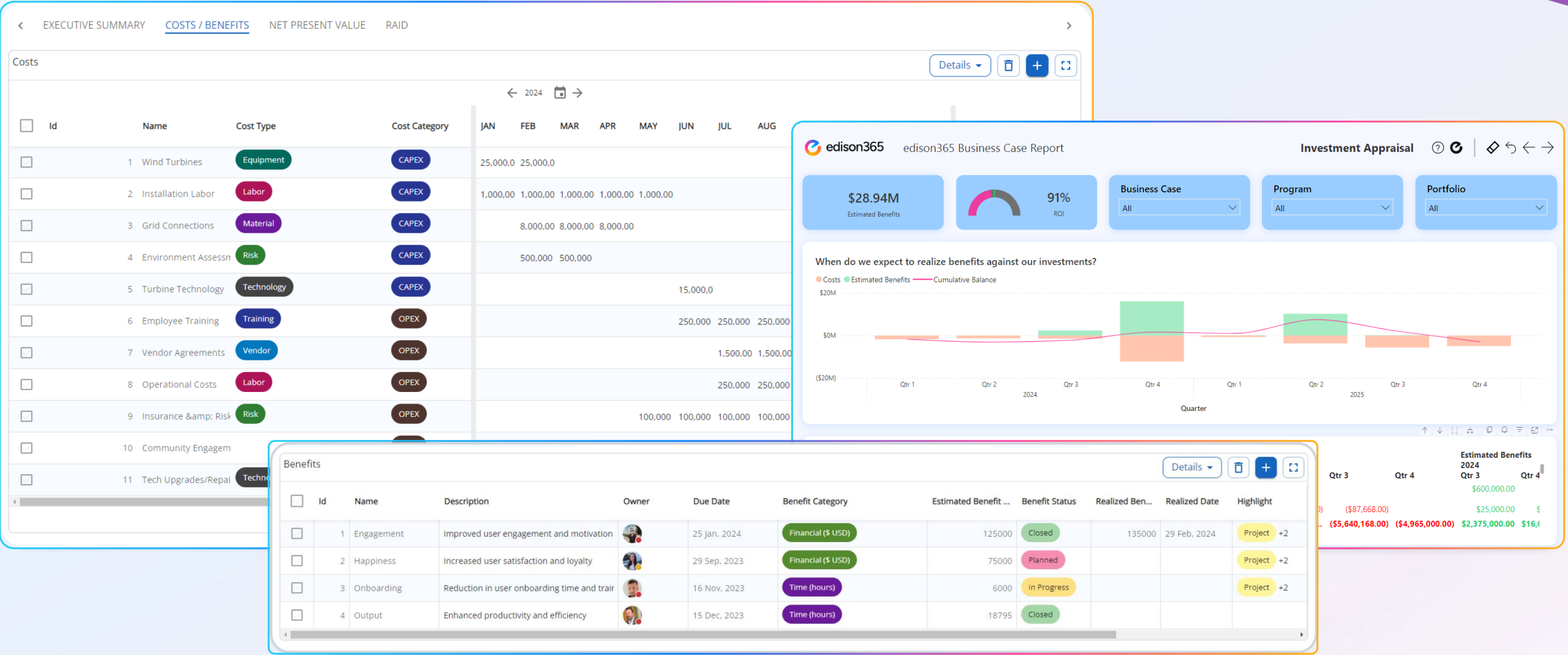
Create a streamlined approval process and be confident your decisions are supported by key stakeholders.



Use **RAID** and **cost/benefit** tables to understand the expected ROI of your investment.



Ready-to-use **reports** enable you to make decisions with confidence.



DELIVERY

Delivery Success Every Day

edison365 isn't built simply to plan for success, but to help your business implement, execute, and accomplish more, day-to-day.

Build a **project** from the business case and carry over your data, saving you time.



Copy your data

Optional: Please select the fields you would like to copy data from into the new record. Only the selected fields will be transferred. Ensure all necessary fields are checked to avoid missing important data.

SEARCH..

<input type="checkbox"/> Copy Data	Name	Type
<input type="checkbox"/>	Start Date	<div>Date</div>
		<div>Date</div>
		<div>MultiChoice</div>
		<div>MultiChoice</div>


CREATE

BACK

Select a template for your Project


Templates

Default Project Template




Contains all default fields and tables. Aligned to PMI best practice, includes KPI's, RAID logs, Schedule and other standard components

Lite Project




This template is designed for managing smaller-scale projects with a duration of less than 3 months. It includes essential sections such as the executive summary, project scope, k...

Research Project




Standard Research Template. Contains standard fields & data and stages gates for research projects of all scales

Marketing Project



Simple marketing template for running campaigns. Should include various sections, like planning, overall marketing strategy, milestones, results, and any applicable marketing...

Tran



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SEARCH..

NEXT

BACK

Give your Project a Name

Please Enter A Title

AI for the Enterprise

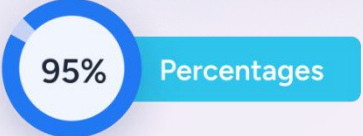
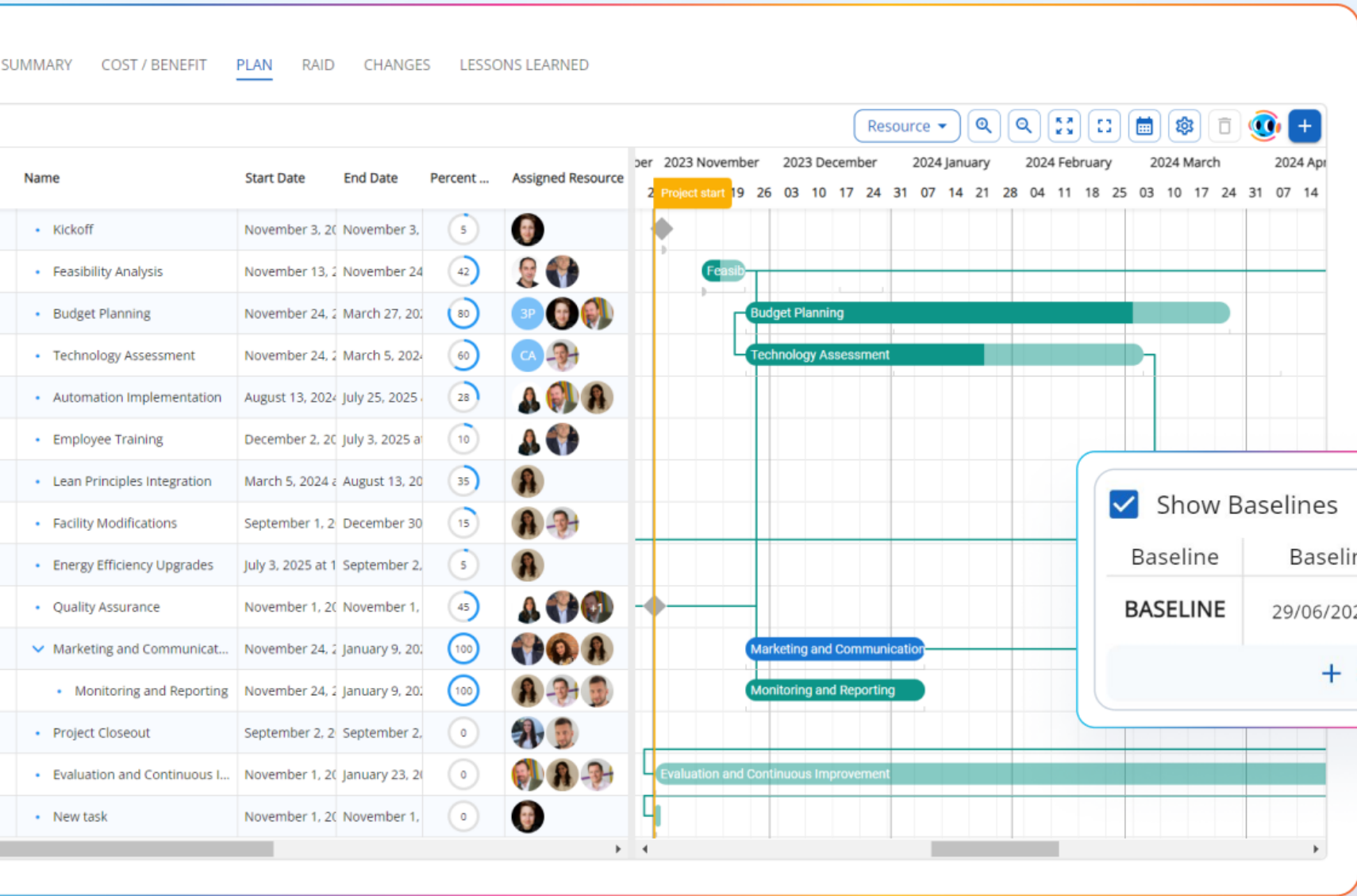
NEXT

BACK

DELIVERY

Cross-functional Collaboration

Improve communication and gain insights and updates from your project teams with a suite of holistic tools your entire workforce can collaborate on.



From dependencies to progress tracking, prepare for anything with **Gantt Charts**, and stay accountable with task and key item ownership.

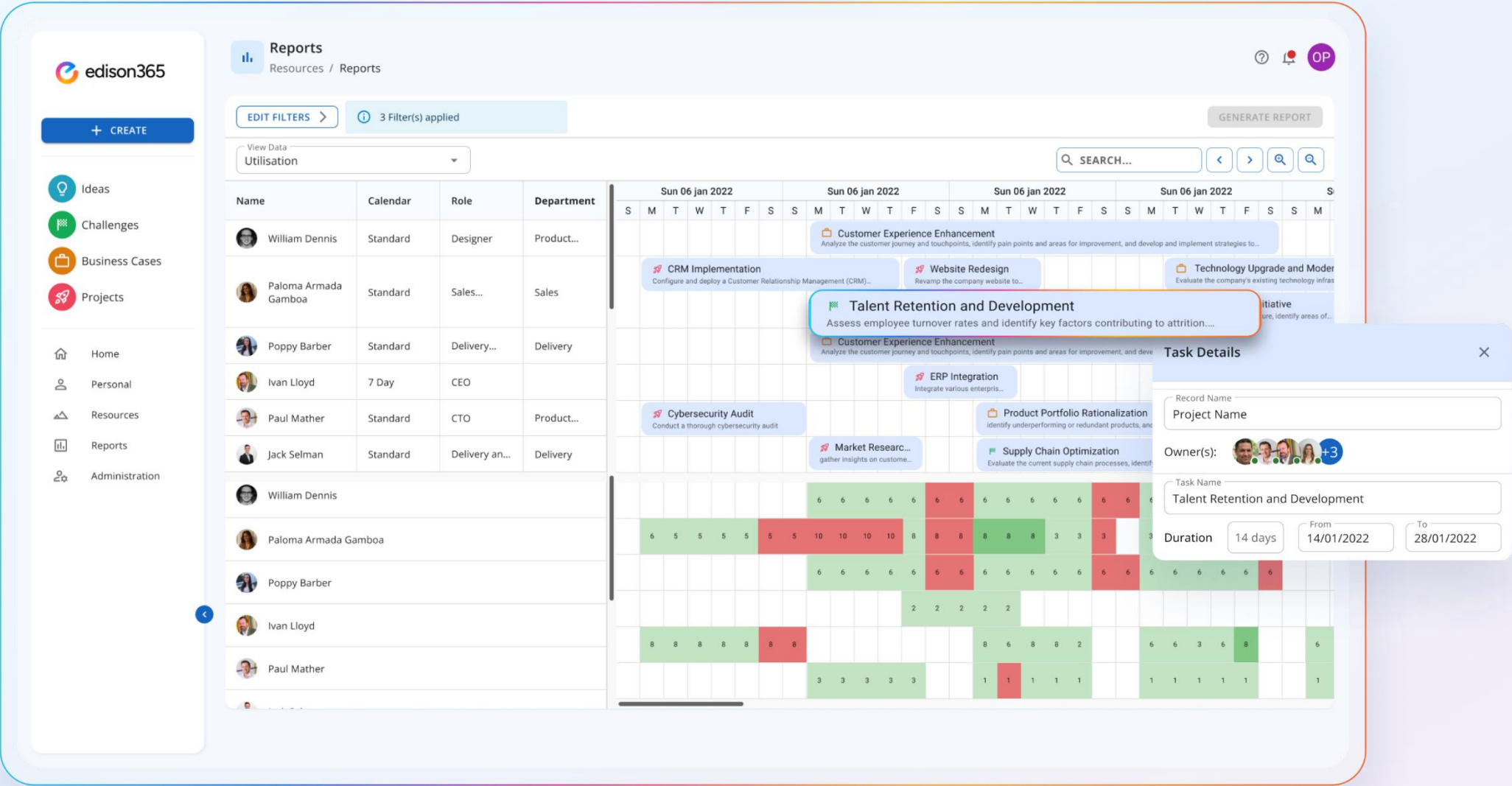


Plan tasks quicker with edi. Your **AI** assistant powered by Microsoft Azure AI.

DELIVERY

Stay Accountable, Always

Assign owners to key tasks, items, and more to ensure every team member is working towards the same business objectives efficiently.



Allocate **resources** efficiently. From your workforce to state-of-the-art equipment. Know where everything is and where it should be to achieve your goals.



Identify and evaluate every **risk** with customizable tables and develop mitigation strategies with confidence.

DELIVERY

Keep on top of everything on your **Personal page**. Gain insights and updates from your project team.

Review progress at a **program level**.

Stage Approval Review

Campus Expan

05/04/2023

Stage Approval

→

Risk 2

Website rebrand

10/04/2023

StandardTable

→

edison365

+ CREATE

Strategy

Objectives

Portfolios

Programs

Projects

Business Cases

Challenges

Ideas

Home

Personal

DASHBOARD

RECORDS

REVIEWS

ITEMS

TASKS

Not seeing the expected results? Make sure you are assigned as the owner for table items.

Name	Due Date	Record Name	Table Na
Rename to #	10/05/2024	Adult and Community Learning Service	Rename
Rename to #	10/05/2024	Adult and Community Learning Service	Rename
Cost 1	31/01/2024	Self serve checkouts	Costs
Staff industrial action	10/05/2024	Self serve checkouts	Risks
Scanning technology	10/05/2024	Self serve checkouts	Risks
Cost 2	10/05/2024	Self serve checkouts	Costs

History

(itemName)

11/04/2023

Submitted 16/05 11:31

No Comment

Alex Bloggs 16/05 11:41 Rejected

Paul, thank you for your submission. I have reviewed your proposal, and while the overall strategy looks solid, I have a few concerns:
1. The budget allocation seems overly optimistic. Could you provide a more detailed breakdown of expected costs?
2. The timeline for implementation is quite aggressive. Have you accounted for potential delays?
Please address these points and resubmit.

Submitted 16/05 13:45

Thanks for the feedback. I have adjusted the budget allocation and provided a more detailed breakdown in section 3. I've also extended the timeline to account for potential delays. Please review the updated proposal.

Chumbeh Njie 17/05 13:45 Rejected

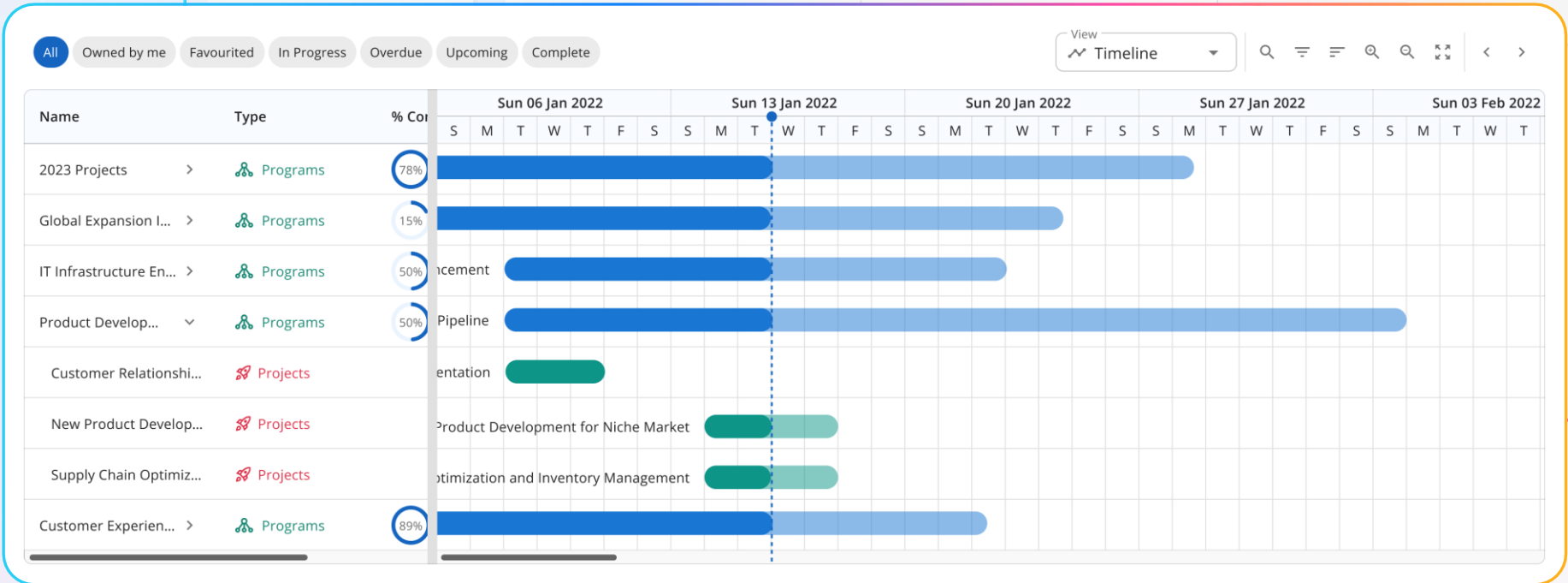
Paul, I appreciate the changes made based on Jane's feedback. However, I believe there are still some issues:
1. The new timeline, while better, still seems a bit tight. Could you extend it by another two weeks to provide a buffer?
2. The cost breakdown is improved, but I noticed that the marketing channel costs don't include digital marketing specifics. Can you add that detail?

Submitted 25/05 13:45

Chumbeh, thank you for your suggestions. I've extended the timeline by an additional two weeks and included the digital marketing specifics in the cost breakdown. Please review the revised proposal.

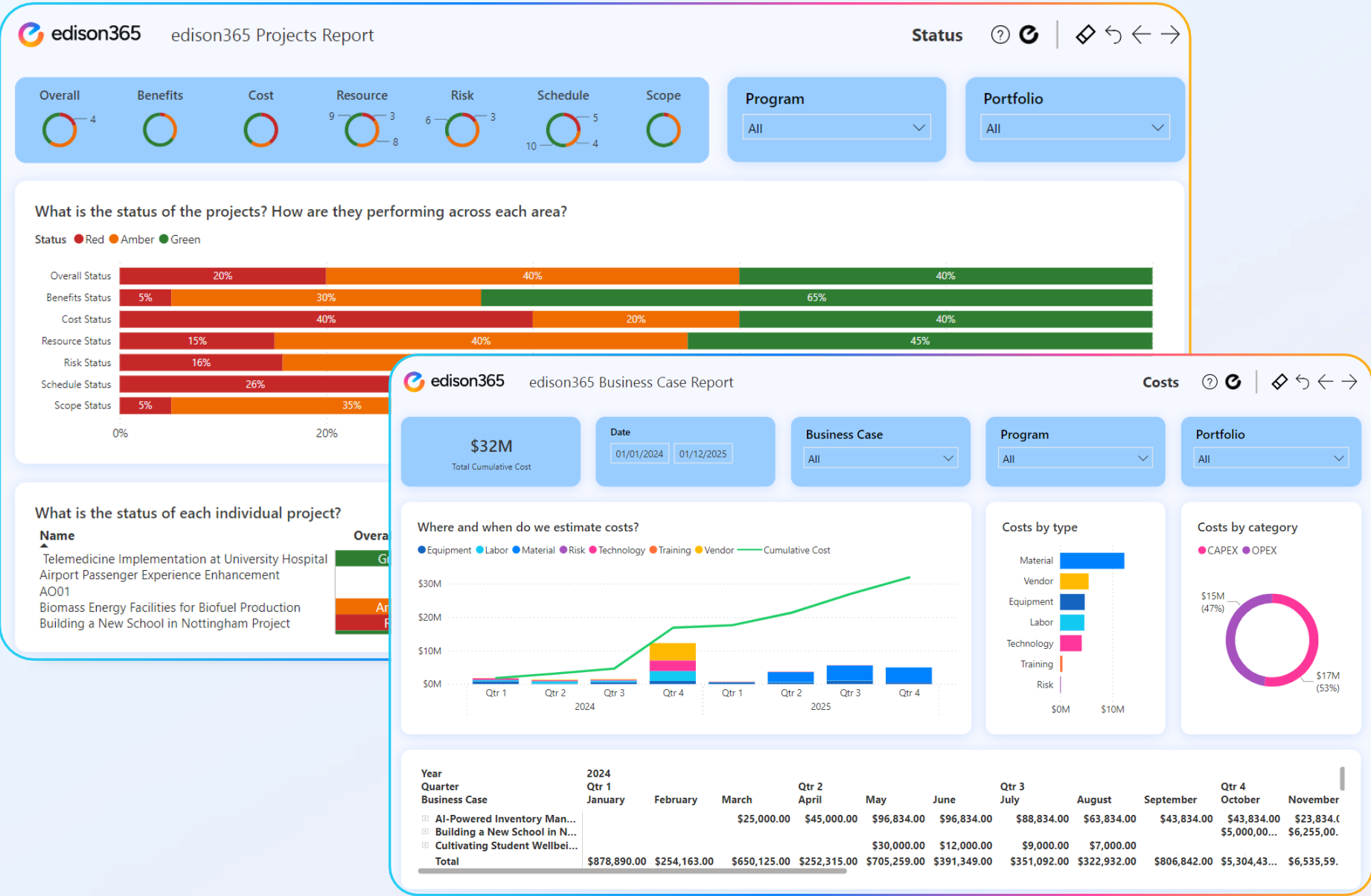
Alex Bloggs 25/05 17:17 Approved

Paul, the proposal looks solid now. Thank you for addressing all the feedback. I approve the submission.



Benefits, Managed. Goals, Achieved.

See the fruits of your hard work through in-depth tracking and monitoring of benefits. Discover what’s been achieved and how it positively impacts your wider business goals!



Users can update the **benefits** assigned to them on their personal page, ensuring none are neglected.

Manage the Lifecycle of Your Benefits

Stay on top of every benefit at each stage, and ensure they are managed with precision.

The **benefits table** can remain editable after the project wraps up.

Report across the end-to-end process.

Benefits										Details ▾				+
<input type="checkbox"/>	Name	Description	Owner	Due Date	Benefit Category	Estimated Benefit Value	Benefit Status	Realized Benefit Value	Realized Date	Highlight				
<input type="checkbox"/>	Cost Reduction:	By eliminating waste and inefficiencies, companies can significantly reduce their production costs, leading to improved profitability.		20 Dec, 2023	Financial (\$ USD)	50,000	Planned	4,800	7 Jul, 2024	Project				
<input type="checkbox"/>	Increased Productivity	Streamlined processes and automation result in higher production output and quicker time-to-market for products.		22 Nov, 2023	Quality (# defects)	50	Planned	68	30 Jul, 2024	Program				
<input type="checkbox"/>	Enhanced Product Quality	Lean manufacturing principles ensure consistent quality, reducing defects and improving customer satisfaction.		17 Jan, 2024	Quality (# defects)	32	In Progress	14	4 Jul, 2024	Portfolio				
<input type="checkbox"/>	Competitive Advantage	Companies that adopt LeanLine gain a competitive edge by being able to respond quickly to market demands and changing customer preferences.		14 May, 2024	Financial (\$ USD)	5,400	Planned	2,300	20 May, 2024	Project				
<input type="checkbox"/>	Sustainability	Energy-efficient practices contribute to a reduced environmental impact, positioning organizations as responsible corporate citizens.		29 Apr, 2024	W									

