

Project Management Overview



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improved efficiency



ARE YOU SET UP TO WIN OR LOSE?

When businesses have a make-or-break project that **must** succeed, the first thing they need to know is if they are set up for success or doomed to fail. Knowing this information up front can save both time and money as well as create space to adjust the approach if needed. Having the right approach requires a system that is focused on the right outcomes.

At Greencastle we provide solutions that support the implementation of these systems and enable projects to meet and exceed their strategic intent.

THE SIX RIGHTS OF IMPLEMENTATION

Greencastle has developed the 'Six Rights of Implementation' philosophy based upon the critical outcomes businesses seek for improved effectiveness and increased performance. Underpinning these Six Rights is a focus on end state benefits and customer needs. This requires us to prioritize client engagement, value realization and successful adoption above the introduction of new tools and tactics.



1. The Right Focus

In order to achieve the project objective, it is important to begin with the end in mind. Defining goals that are based upon success requirements for the project and the organization ensures the structure is solution focused. It all begins with an organized, integrated project plan that is designed to keep these success factors foremost in the minds of project sponsors, participants and end users.

At Greencastle, we also place a big emphasis on our client's individual definition of success. In developing a deeper understanding of personal motivations and intent we can align on the desired end state for both the organization and the individual.

2. The Right Team

People and processes are more important than technology and the way individuals work with each other can make or break a project. Laying a foundation for inclusive teamwork and establishing an effective information flow is critical for ensuring stakeholders are aligned on the project strategy.

3. The Right Energy

Creating a “buzz” throughout the organization and establishing early momentum can be done with quick wins and a consistent pace of activity. Setting expectations up front and taking the time to ensure optimal allocation of resources will help to maintain energy levels throughout the project.

4. The Right Workflow

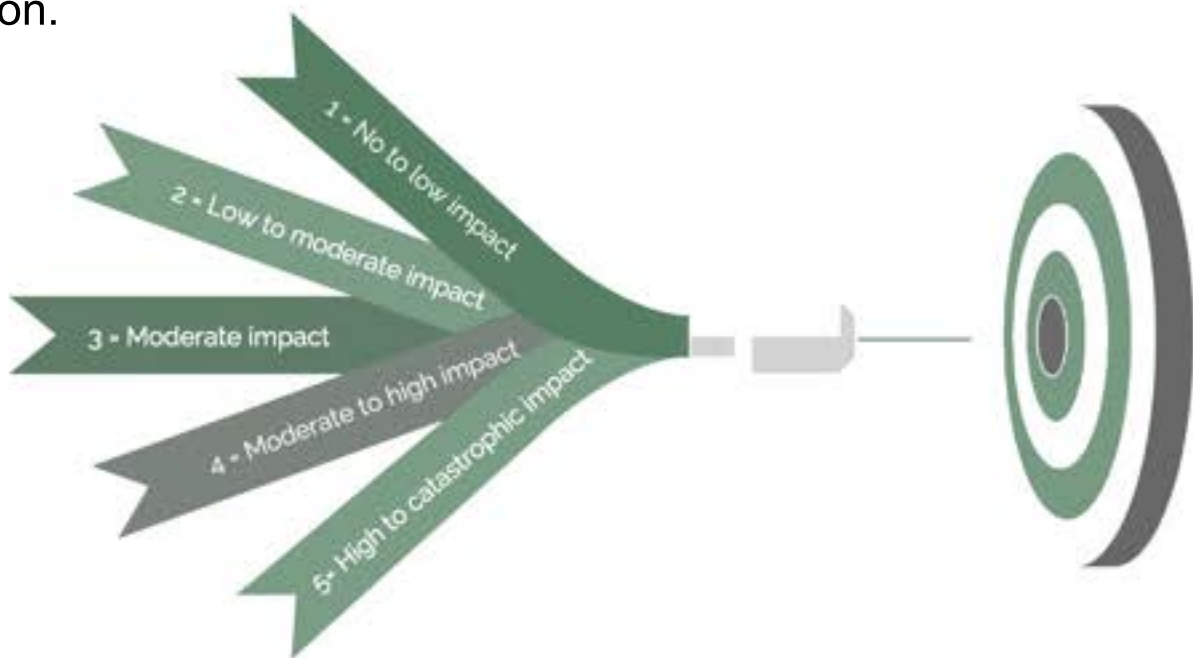
Designing a workflow that ultimately creates functional and practical solutions will inevitably add value to any organization. Every project should improve upon existing processes, that's why it is important to be diligent in evaluating current operations and the associated workflows that may require optimization.

5. The Right Data

Knowing what your data is telling you and leveraging it in the right way is essential for the success of any implementation. Teams need the skills and awareness to leverage technology, processes, and people in order to generate timely and relevant information. This will empower leadership to make intelligent business decisions that drive the appropriate actions required for success.

6. The Right Impact

A project is not a success unless it delivers tangible value to the organization, and this cannot be known without a system of measuring the rate of adoption. At each critical point in the project lifecycle, we must ask the question; “are we on the path that maximizes the value of change?” We cannot answer this question without a deliberate change management strategy that will ensure adoption metrics are established. In this way we can guarantee there is evidence to support a tangible return on investment and ultimate value realization.



IMPLEMENTATION TRUTHS

Implementations can be replicated but not mass produced and competent implementation specialists cannot be created after emergencies occur. It is therefore critical to start with a team that understands the importance of these Six Rights and knows how to execute on them. Doing so will ultimately increase the likelihood of a successful handover to operations and the completion of requisite actions required for sustainment. At the end of the project, business users must ultimately own the process that has been created.

The experts at Greencastle always seek to initiate measures that are targeted to support these outcomes. We integrate with your team and collaborate with the right stakeholders to help you win. We focus on people and process, not tools and templates and our approach will enable you to effect large-scale change with lasting results.



WHO WE ARE

Greencastle is recognized as the ‘go-to’ firm for implementing complex, mission-critical initiatives. As a veteran owned and operated company, we have a reputation for being professional problem solvers. We continue to serve by using a data driven approach to provide customized IT and Business solutions for Utilities, Communications, and Life Science industries. When organizations have problems with their process our team of highly qualified project managers have the skills and experience to bring order to chaos and create lasting value.

Although our customized implementation management approach uses the PMI standard as a source discipline, it also enables us to be adaptable and execute using Agile, Traditional and Hybrid methodologies as the situation demands. Decades of experience have taught us how to adapt our approach so that we can deliver meaningful results in any environment.



Greencastle Associates Consulting is a 100% veteran-owned and operated implementation consulting firm that tackles critical projects with a unique, military-precision approach. Founded by veterans in 1997, Greencastle provides metric-driven results to businesses looking to maximize growth. We are experts in change management, process improvement and project management. Using Implementation Management as the foundational approach to every project—we help our clients meet and exceed their definition of success. Our team is mission-focused, adaptable, and ready to get stuff done—all while saving you time and driving operational efficiencies.