

Minimal Cost of Delivery

Cut ▶ Release ▶ Spend

The current backdrop of economic uncertainty is naturally making people look for opportunities to minimise cost. Cost reduction initiatives can take the form of a blanket reduction across the entire business, or a series of targeted reductions taking into account the specific nature of the organisation's cost base and markets.

Projects and programmes are great consumers of money and an obvious target for cost cuts. But what if the threatened projects and programmes could be critical to the business?

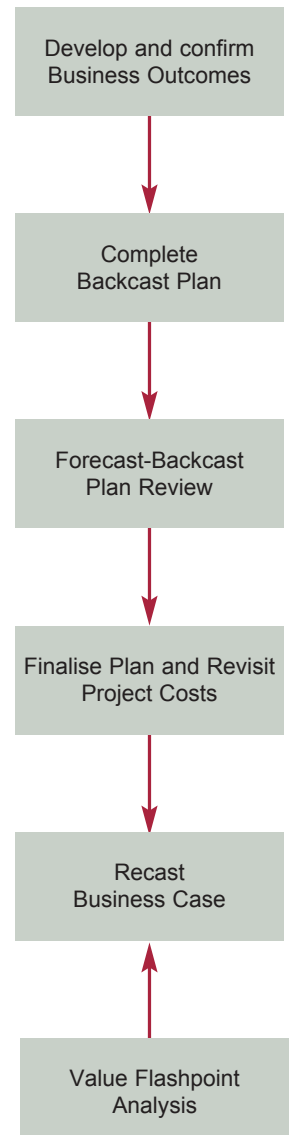
isochron® applies techniques that establish the Minimal Cost of Delivery of business objectives and benefits (see diagram). In so doing they also make it crystal clear which projects and programmes are critical to the business and exactly why, and what they are worth.

The Minimal Cost of Delivery approach allows organisations to:

- Identify which projects are critical to future business outcomes
- Deliver projects within a capped budget
- Optimise the programme portfolio so that business outcomes are delivered within a smaller cost
- Protect the investments which have the greatest cash value to the business
- Speed up the delivery of critical projects and realise benefits sooner

The approach reviews the portfolio of programmes and projects against the corporate objectives, using "Recognition Events" to enable the business to be specific and granular about the outcomes it wants. Working back from these outcomes provides a transparent basis for weeding the total number of projects within the portfolio and reducing duplicated effort.

The approach also ensures that there is true clarity on business outcomes. It has led to identification of up to 40% reduction in project activity not connected to required business outcomes.



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TRANSFORMING PROJECT DELIVERY

As a spin off, a systematic comparison of the granular outcomes with our clients' cost and revenue drivers has identified and helped focus on achievement of cash benefit returns which had previously been overlooked. The Isochron method is a benchmark for such practical Benefit Realisation.

In summary, there are four fundamental questions which need to be answered to safeguard success in hard times:

1. How can I refocus the existing project/programme portfolio?
2. How can I deliver a business critical programme within a limited budget?
3. How can I minimise the costs of a programme whilst improving its likelihood of success?
4. How can I reduce the scale of a project whilst still protecting the cash benefits?

The techniques of our approach are able to address these challenges highly effectively, through the cut Cut - Release - Spend cycle. In simple terms this means identifying the minimum necessary path to the maximum result. It enables you to systematically prune out non-critical deliverables and resources on the basis of hard evidence, and hence costs from your existing portfolio of activity without threatening the viability of the programmes.

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