



Schönegger Consult

Project Management

Kamikaze Landing



Soft Landing



versus

Traditional kamikaze landing approach

Many companies invite potential vendors for an RFP (Request for proposal) with

- * poor knowledge of requirements
- * no idea of investment frame and time line
- * incompetent and weak project management and
- * no board commitment and backing

Vendors start selling in to maximize their business delivering 100's of pages with nebulous scopes, inconsistent out of control atomized requirements.

Real requirements are discovered during the blue print phase and often vendors are going to implement what they think the needs are.

Projects getting out of control, costs are exploding and implementation dates are delayed until finally a crash or kamikaze landing occurs as illustrated on next page.



Project Implementation



Request for Proposal RFP **Blue Print** **Kamikaze landing**



The Soft Landing Approach

To make your project a success you need a clear understanding of your aims, requirements, mile stones, time lines, investment frames regarding:

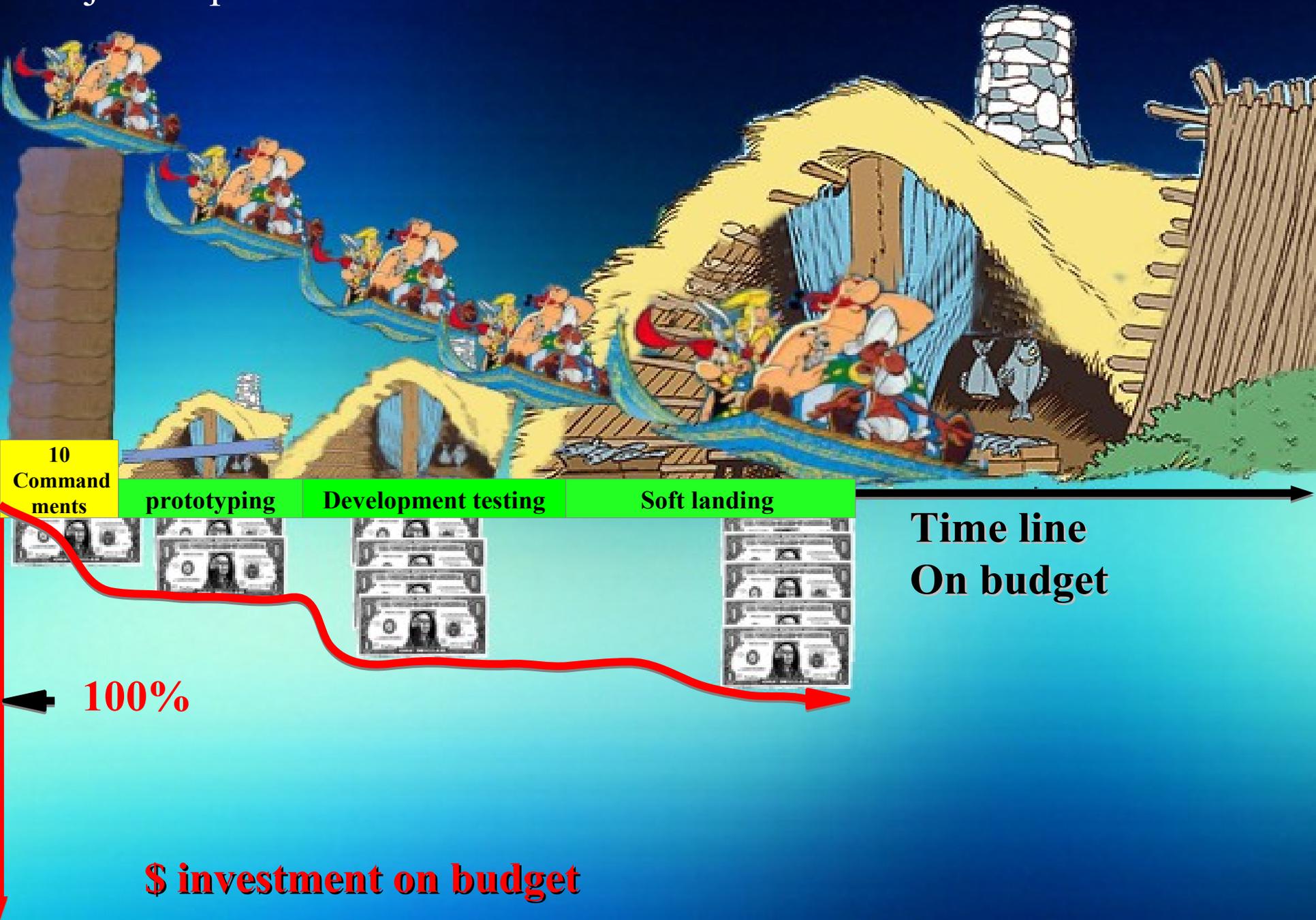
- 1 Project specification
- 2 Implementation strategy
- 3 Mile stone control



Project specification is suggested to be based on the 10 commandments prior any Vendor involvement. Implement a task force and assign a strong and competent project manager who should report to a steering group headed by the CEO.

As an implementation strategy it is advised to follow a sign off approach for each milestone with clear defined deliverable's as demonstrated on the next foil.

Project Implementation



Kamikaze landing



Soft landing



Meet requirements



Meet time-line



Meet Budget

