

Major Projects - competitiveness and profitability



Increase competitiveness, increase profitability, improve risk profiles, and increase safety by rapidly optimizing the use and re-use of information, experience, knowledge and wisdom.

These benefits can be achieved by improving the efficiency of the key business assets of People/knowledge, Information, and Infrastructure (IT). It is the interface where these 'assets' combine which forms the focus point for significant performance improvement and where major benefits can be gained rapidly. The issue for many companies is that they do not have the ability to enable employees to access and use expertise and information quickly or intuitively. As a result their risk profile increases and they are less competitive and profitable than they could be.

The key differentiators in major projects with regard to competitiveness and profitability are usually: People/knowledge; Information; Infrastructure (IT).

Bringing these factors together in the optimum manner offers significant potential for improvement within the major projects arena, including improvements in:

- Bid efficiency (or speed of business case analysis for internal projects)
- Win rates - only bidding on 'viable' projects (financial, technical, resource, capability, time, and risk viability). Identify non-viable projects earlier in the bid process to free up bid resources to work on more viable opportunities
- Risk profile - for bids, project delivery, the organisation, and the customer, through more effective understanding and management of risks. Increased capital efficiency during the project through more effective contingency allocation and management.
- Use of staff resources - through faster location of 'best person for the job', more rapid compilation of the bid and delivery teams, and more effective use of 'virtual teams' for specialist aspects of project delivery
- Project safety and efficiency - through reduction in the number of:
 - errors made through using inaccurate, outdated or conflicting information sources
 - 'repeated mistakes'

- Insight - into options, capability, previous lessons learnt and previous experience – providing faster time to performance and improved decision making
- Retention - of usable information from an aging workforce. More rapid time-to-performance for new starters and reduced training costs.
- Responsiveness - to customer needs, resulting in competitive advantage, higher win rates, better customer satisfaction and increased chance of project extension and ongoing engagements

Currently some of the common key issues are:

- Not locating information that would have been useful/pertinent because it resides somewhere else in the organisation and could not be found
- Having to search multiple repositories/stores/locations to find all the relevant information and then not being sure that you actually have all the relevant information
- Receiving too much non-valuable information
- Lack of visibility of what insights are being gained in other parts of the company or other projects (even within the limits of security)
- Using wrong or out-of-date information
- Not knowing what to search for, or not being able to form the query in a way the technology can understand and process
- Not being able to find/locate a subject-matter expert

- Not knowing if the organisation/consortium has a subject-matter expert
- Spending long periods assessing information to see if it is relevant, pertinent and can be reused
- Progressing far into a bid and committing significant bid resources, only to discover the project is not viable (practically or financially)
- Entering into the project delivery phase, only to find the project becoming unprofitable due to unforeseen risks impacting the project

There are a number of key areas where barriers and inefficiency arise and most of them relate to:

- the way information is created
- the way it is stored
- the limitations of IT to deliver a usable and intuitive interface
- the volume of information available
- the lack of effective index(s)/metadata
- the variety of formats (it is commonly accepted that somewhere between 60% and 80% of corporate information is not in a 'structured data' format)
- the dynamic nature of project teams.

Diegesis can work with you to deliver an intuitive, cross-system, cross-platform search capability supported by enterprise scalability, security and reliability. **Diegesis** can provide a platform for significant improvements in information re-use, people productivity, knowledge maximisation, cost reduction, project profitability and competitive advantage.

You can maximise the speed with which you locate and bring to action the most effective and appropriate people, skills, knowledge and experience. You can provide those people with fast and intuitive access to the appropriate and relevant data, reports, documents and information that they need to perform to their greatest potential on behalf of your major project(s) and your company.

By providing a simple search capability (which can be embedded into an existing application or project/company portal), from which staff can access all relevant, pertinent, and appropriate information, you enable massive productivity and efficiency gains.


We enable a single search to run across all repositories to which the individual has security rights e.g. project management system, database(s), SCM/logistics, design document, intranet, e-mail, risk management system, file system, document management system, project accounting, health and safety policies and records... We also enable search *within* documents and their content - not just on file structure, title or meta-tags.

Add to this the ability to search beyond just 'key words' and phrases to search for 'concepts' as well - such as 'vehicle', 'telephone number', 'people', 'accident' or 'date' i.e. if you search for 'telephone numbers' it will return a list of documents/items containing telephone numbers whether or not the actual words 'telephone' and/or 'number' appear in the document.

By using sophisticated behind-the-scenes linguistic and text analysis tools the search results 'hit list' is not the usual web-style list incorporating all hits on 'key words' but rather a contextualised, pertinent list relating to the search requested and with the ability to refine the search further based on key categorisations.

When you apply this powerful capability to the project world you enable far more effective decision making, greater re-use of previous intellectual property and knowledge, and a more comprehensive assessment of risks associated with the proposed project.

Contact us for more detail on federated search, contextual search, knowledge management, information management, document management or systems integration and how we can help you to be ever more competitive and your major projects to be more efficient and profitable: sales@diegesis.co.uk

 **DIEGESIS** provides IT services, systems-integration and software to deliver 'business performance improvements'. Key areas of expertise include: enterprise search & knowledge discovery solutions, systems integration, business insight/intelligence.

Diegesis can work with you on strategic objectives such as the 'information architecture' required to enable flexible and dynamic business improvements today and for the future, or provide you with niche solutions to specific challenges.

The **Diegesis** team has significant experience in 'business technology' and information technology; from needs analysis to cost/benefit analysis; from solution framework architectures to solution design; from software development to software package implementation; from systems integration to user training and support. We have particular experience in information management (including data and document/content management), data & document archiving, enterprise search & knowledge management, portals, systems integration, and risk management systems.

Diegesis takes a phased approach to projects of significant customer value so that you are able to assess performance and value-for-money along the way. **Diegesis** focus on the business objectives and balance this with your Return on Investment (RoI) & Total Cost of Ownership (TCO) requirements as well as your overall appetite for risk.

For more information contact Nick or David at sales@diegesis.co.uk Tel: +44 (0) 208 286 7587