

## Comprehensive Solutions®

Proven expertise and a proven track record of results and success. Standard processes and procedures to provide consistency and quality. Professional Services offerings that really are professional.

We will look at your project from both Business and IT perspectives. We will work with your team to define a reasonable approach that meets the business objectives.

We will leverage our expertise, apply our standards, and do everything possible to help make your project a success. When that happens everybody wins!

Our team offers a full range of capabilities customizable into the exact services that you need. Our goal is to help you achieve your goals.

Let the team that has a track record of success instill confidence in you.

## IN CLOSING

### When a team with this much experience gathers, only one thing can happen: Results.

Working with Comprehensive Solutions is not about how big of a firm you've selected. It's all about how good.

We're large enough, with the resources at hand to advance your project quickly. Yet we're small enough to provide the attention and follow-through often lost with larger firms.



**A world where business and technology coexist peacefully? Managing expectations from both a business and IT perspective fosters common goals and a unified vision.**

Our unique blend of diverse skill-sets and backgrounds gives us the ability to address issues from all sides.

We take a business approach to IT, looking both at what is fiscally prudent and what makes sense from a technical perspective. It's blue-sky thinking tempered by real-world sense. Adding value is how we sleep at night.

Give us a call. You'll sleep well, too. It's that confidence thing. It really works.



**Comprehensive Solutions®**

"Business Savvy. IT Smart."™

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A good project manager  
is like the conductor  
of an orchestra — directing  
and coordinating efforts  
in order to optimize  
the results of the team.



**Only 26% of Information Technology projects succeed in meeting scope, time, and cost goals.**

**Source:** The Standish Group – 1998 Chaos Report

## Something to think about. Seriously.

How many IT projects have you seen over the years that failed to achieve scope, schedule, or cost goals?

How many IT projects have you encountered that were reduced in scope to meet a schedule goal – delivering less at the cost of the original scope?

What is the cost to your company of a project that fails to deliver everything that is expected within the approved budget and schedule? That cost is often more than just monetary; it could include the loss of a competitive advantage or other opportunity costs.

Our experience has shown that far too often projects are implemented without a firm plan, without phased deliverables at regular intervals, or without the support and direction required to be successful. *But it doesn't have to be that way.*

Even the best Business Analysts, Designers, and Developers need clear direction and guidance to operate in harmony, maintain focus, and make continual progress.

Success does not just happen. It is carefully planned and orchestrated, resulting in a better IT product delivered to your customers.

## The reasons projects fail are many. The reasons for success are few.

Not everything is within the control of a project manager. But a good project manager can identify opportunities and mitigate risk – two things that maximize value for your company.

We orchestrate the process and keep everyone on the same page. Our clearly defined objectives and fully documented processes are what keep the project train on track.

At Comprehensive Solutions® we keep people informed, work to maintain management support, control project scope, preserve harmony within various groups, and manage expectations relative to their stated goals and scope.

There are countless reasons for failure.

Success always boils down to just a few reasons: knowledge, professional practices, proven methods, and experience.



**Orchestrating the process keeps everyone on the same page. It's the ultimate foil for unmet expectations — and the perfect way to meet and exceed them.**

**Would your staff or project benefit from expert assistance and direction? We can help.**



## Do You Know Where You're Heading?

Being a Project Manager requires more than being able to *navigate* project planning software. It means understanding what it takes to “build the ship”. That’s the difference between a project’s failure or success. Knowing how to build the ship and the comprehensive planning required to do it.

Project Management is a key component of almost every project, regardless of size. The process clearly defines the scope, goals, and deliverables for a common understanding. The resultant plan *sets the direction to your final destination – success.*

A comprehensive project management effort includes:

- Project Planning and Tracking
- Risk Assessment
- Communication and Reporting
- Quality, Scope, and Cost Control
- Staffing and Resource Management
- Integration and Implementation Planning

## Independent Verification and Validation

Sometimes all you need is the reassurance that your project is really on track. Or maybe you have concerns and want an unbiased opinion. Will it deliver what is expected? Will it finish on time and within budget?

As with software development, the earlier in the process that Independent Verification and Validation is used the better. While it can be implemented anytime, it is generally more cost effective to address and correct problems before they have a chance to compound.