



# Deltek

## Analyze. Collaborate. Win.

### Crush Your Project Reviews

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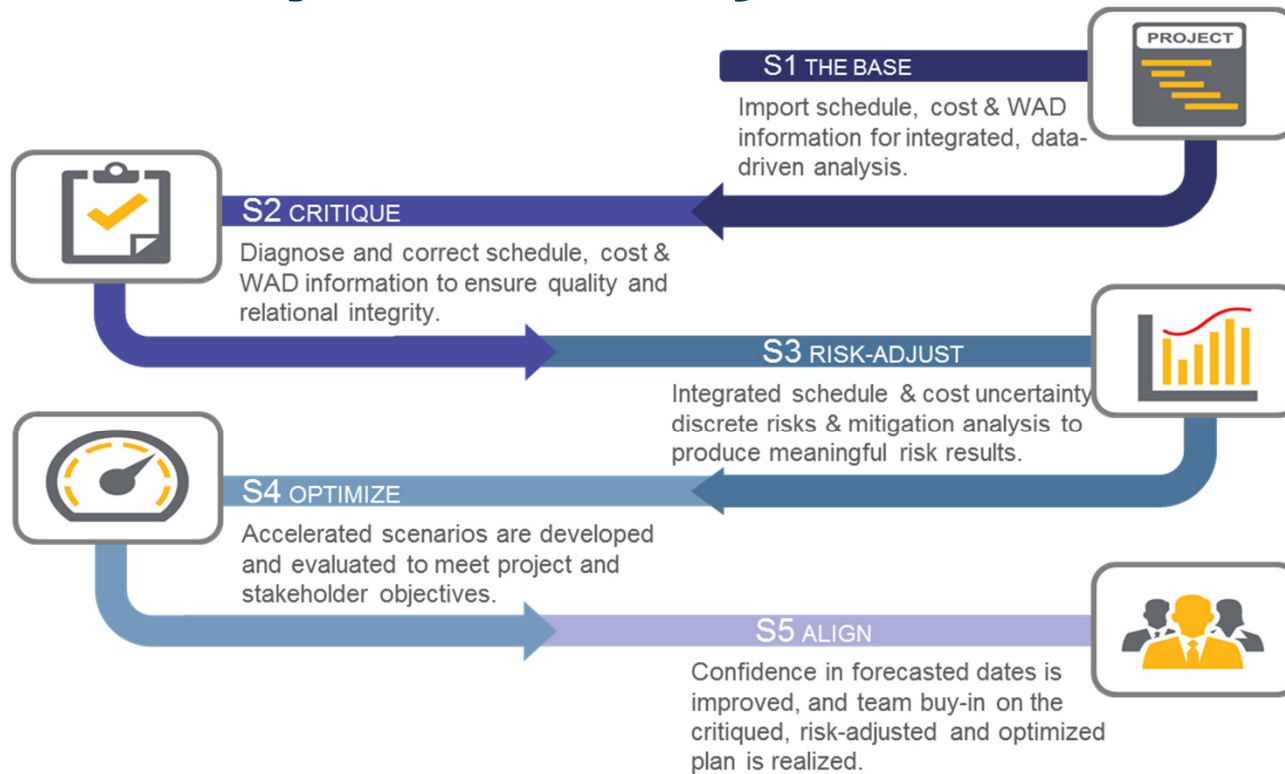


**A Partner Connect Webinar**

# Today

- Pitfalls of past review styles that we have experienced.
- Why analyze? And analyze what?
- Why does non-collaboration fail?
- “Winning” the review... so what?

# S1//S5 – Project Maturity Framework



# Old School Project Reviews

- 30 to 90 days after work begins.
- Focused on orchestrated data drops with clear rules of engagement
- May only occur once
- May be conducted by resources that have a loose affiliation with the project

# Today's Collaborators

## The Supplier: DarrylCo

- ✓ Presently developing a detailed project plan
- ✓ Asked for an early, joint review of the plan before the customer did
- ✓ Uses up to date tools and processes for real-time review
- ✓ Applies the same weekly internal review process, whether or not the customer is looking.



# Today's Collaborators



## The Customer: PolenTek

- ✓ Insists that the project plan will be the actual steps that the supplier follows to complete the work.
- ✓ Does not want data drops. Wants real time access to the plan.
- ✓ Benchmarks plans against past completed projects in their industry
- ✓ Expects that quality is built into the plan from Day 1.

# Darryl's Planning Approach

- ✓ Motto: Always be Analyzing and Optimizing
- ✓ Trains his planning team to avoid use of schedule Lags, eliminate Open Ends, and maintain proper Logic Density.
- ✓ These elements assure proper detail, prevent unrealistic float values, and assure a smooth-flowing, easy to interpret project plan
- ✓ Darryl insists that the entire execution team participate in the planning process.



# Polen's Review Approach

- ✓ Motto: A good plan leads to project success
- ✓ Makes one single request at project reviews  
“Show me how you plan, manage, and execute this project.”
- ✓ Expects the supplier to self-govern, identify and mitigate risk, and communicate before small problems become larger “surprises.”
- ✓ Collaborative, not punitive, even on “rainy days.”





## Both the customer and supplier agree...

- Good planning makes sense
- It's a team effort. If we're not a team, we risk working toward different goals.
- Transparency and collaboration will be unbreakable habits.
- Risk and Confidence Assessment will be frequent

## Both the customer and supplier agree...

- The Project Review will be supplier driven, not “Q&A interrogation.”
- No topic concerning project execution, threats, and opportunity is off-limits.
- The review is not a Pass/Fail event.

# **Project Review with Acumen Demonstration**

# **One More Thing...**

## **Project Confidence Assessment**

# You're Winning When You Are...

- Demonstrating stellar planning to the customer. This is a leading indicator of the supplier's overall capabilities.
- Delivering on promises. This is increasingly rare. Those who can truly deliver are likely to remain busy and profitable.
- Becoming equal parts contractor and trusted adviser.

# Q&A

# Upcoming Events



**2nd Annual AACE  
Region 5 Symposium  
November 3 - 4, 2017  
The Woodlands, TX**



**February 8-11, 2018**  
Hyatt Regency Indian Wells Resort & Spa  
Indian Wells, CA



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