



Deltek

Baseline. Risk. Win.

A Taste of Realism for Your Project Forecast

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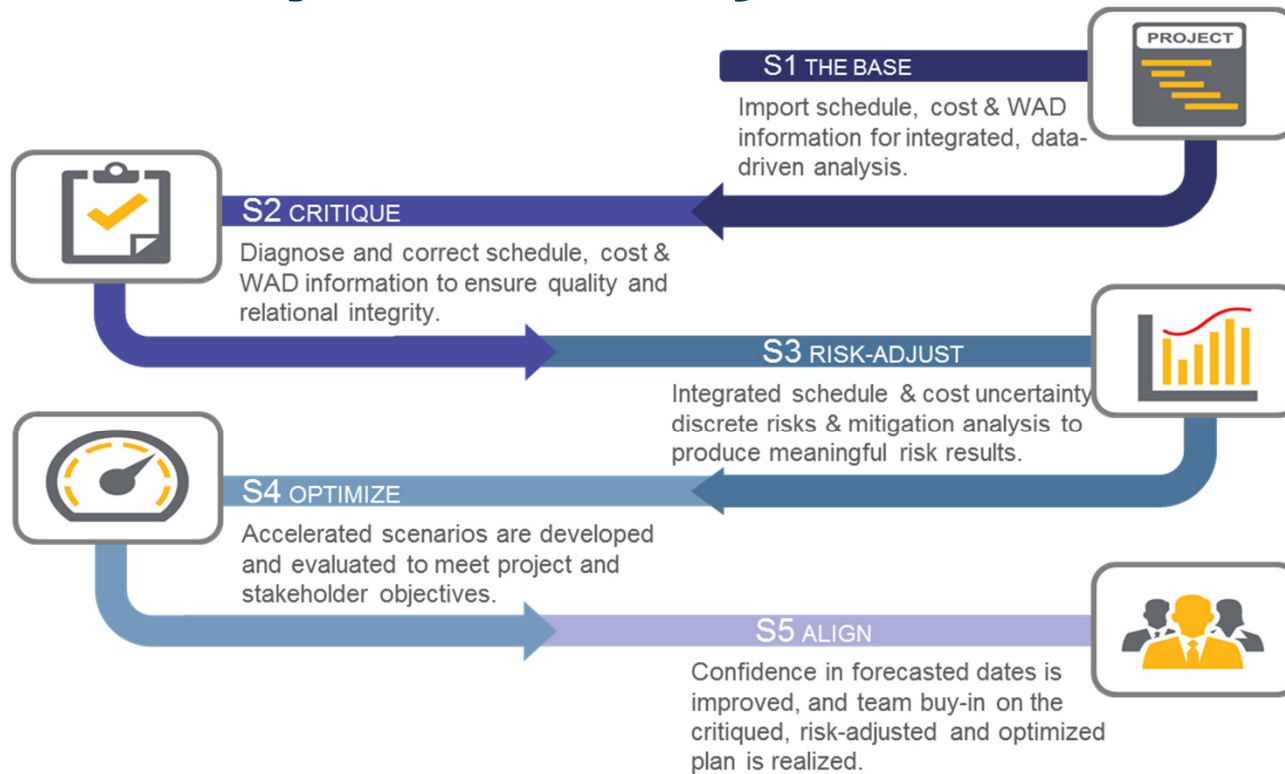


A Partner Connect Webinar

Today

- Pitfalls of not performing proper risk analysis.
- Why run Risk? And Risk what?
- Why does non-collaboration fail?
- A risk-adjusted forecast... so what?

S1//S5 – Project Maturity Framework



Old School Project Risk Reviews

- Create Risk Register. Multiple Probability x Impact. Go home.
- One time exercise
 - » Checking the box
- Not performed with respect to what is actually in the plan.
- May only occur once
- Results may not be incorporated back into base plan
- May be conducted by resources that have a loose affiliation with the project.

Today's Collaborators

The Program Manager: Darryl

- ✓ Presently developing a detailed project plan w intent to Risk
- ✓ Uses up to date tools and processes for real-time review
- ✓ Wants to perform Risk Analysis, whether or not the customer is looking.



Today's Collaborators



The Program Analyst: Tom

- ✓ Insists that the Risk Adjusted plan will be developed using the baseline plan and the engineers who will be performing the work.
- ✓ Understands that the initial Risk Adjusted Scenario may not be the final answer.
- ✓ Expects that quality is built into the plan from Day 1. Also, Risk Adjusted from Day 1, and frequently revisited.

Both the Program Manager and Program Analyst Agree

- A plan that is not risk adjusted is not a plan.
- It's a team effort. If we're not a team, there's not consensus. If there's not consensus, accuracy is lost.
- Collaboration on Risk is an unbreakable habit.
- Risk and Confidence Assessment will be frequent

Both the Program Manager and Program Analyst Agree

- When the customer calls with questions about Risk, the answers are easy.
- No Project Threat and opportunity is off-limits.
- Great opportunity to develop an achievable plan. We will know the delays before they happen and correct them.

Risk Workshop with Deltek Acumen Risk Demonstration

One More Thing...

Project Acceleration

You're Doing it Right When You Are...

- Demonstrating stellar planning to the customer. This is a leading indicator of the supplier's overall capabilities.
- Delivering on promises. Risk Analysis prevents you from making promises that you can't keep.
- Becoming equal parts contractor and trusted adviser.
- Demonstrating end-to-end control of your Forecast.

Q&A

Upcoming Events

Preparing for the Next Generation of PPM

April 10, 2018 | 11:00 AM - 5:00 PM ET

Back by popular demand, Deltek is pleased to present our 2nd annual virtual seminar on Project & Portfolio Management, **Tuesday, April 10 from 11:00 a.m. to 5:00 p.m. ET**. This year's theme? [Preparing for the next generation of PPM.](#)

- » DRMcNatty presenting at the Deltek Virtual Live seminar
- » Google Deltek Seminars, go to Deltek page and register

Upcoming Events



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