



# Why Do 70% of Projects Fail?

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12 November 2009



# Why Projects Fail

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- Incomplete requirements 13%
- Lack of user involvement 12%
- Failure to initiate resources 11%
- Unrealistic user expectations 10%
- Lack of management support 9%
- Changing requirements 9%
- Inadequate planning 8%

Source: Standish Group Survey 1998



# Why Do IT Projects Fail?



Source: KPMG Canada Survey 1997



# Why Do Gov't Projects Fail?#1

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- Lack of clear link between the project and the organisation's key strategic priorities, including agreed measures of success.
- Lack of clear senior management and Ministerial ownership and leadership.
- Lack of effective engagement with stakeholders.
- Lack of skills and proven approach to project management and risk management.

Source: National Audit Office / Office of Government Commerce



# Why Do Gov't Projects Fail?#2

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- Too little attention to breaking development and implementation into manageable steps.
- Evaluation of proposals driven by initial price rather than long-term value for money (especially securing delivery of business benefits).
- Lack of understanding of and contact with the supply industry at senior levels in the organisation.
- Lack of effective project team integration between clients, the supplier team and the supply chain.



# What to do?

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- **B**uild the team
- **L**ead
- **U**se a framework



PLAN

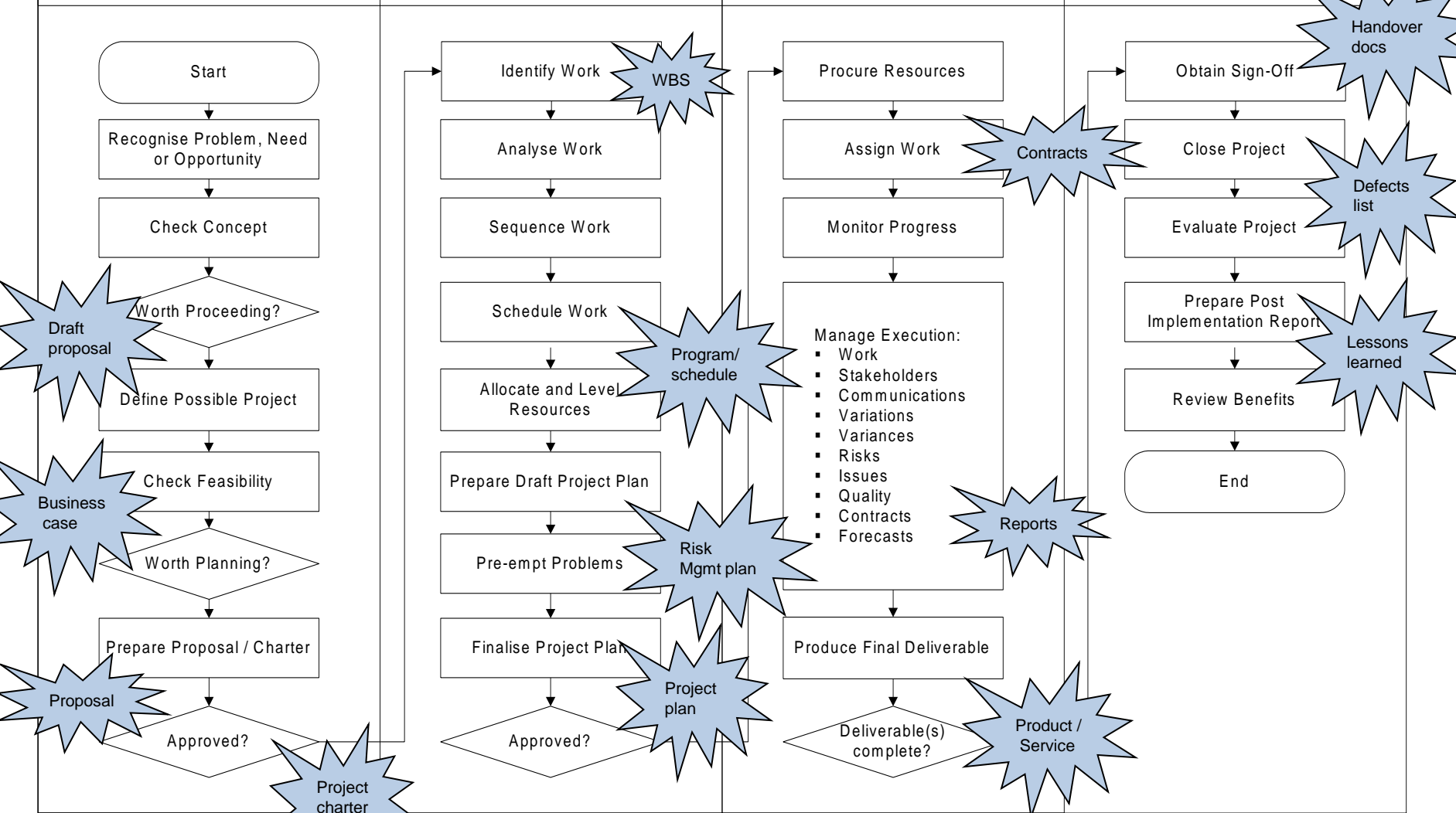
PRODUCE

CONCEIVE

DEVELOP

EXECUTE

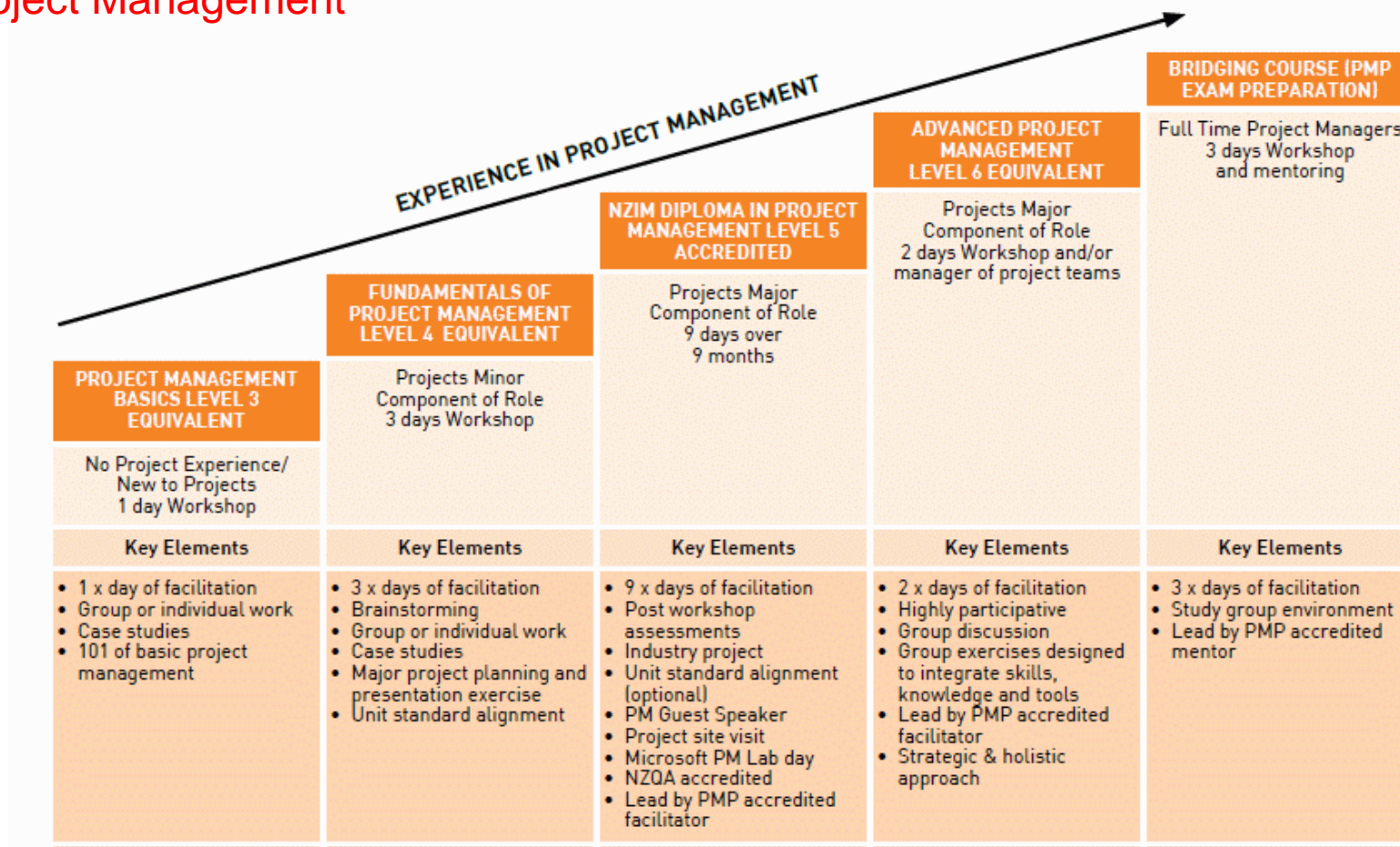
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# PM Development Framework

New in 2010 - National Certificate in Project Management & National Diploma in Project Management







# What to do?

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- **B**uild the team
- **L**ead
- **U**se a framework
- **E**ngage stakeholders
- **T**rust
- **E**ffective planning
- **A**lign strategically
- **M**anage risk
- **S**imple steps

# How Am I Doing?

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- Project health check – external review
- Red team review – invited internal review
- Gateway reviews for public sector
- Mentoring





“To know  
and not to  
do, is not to  
know”

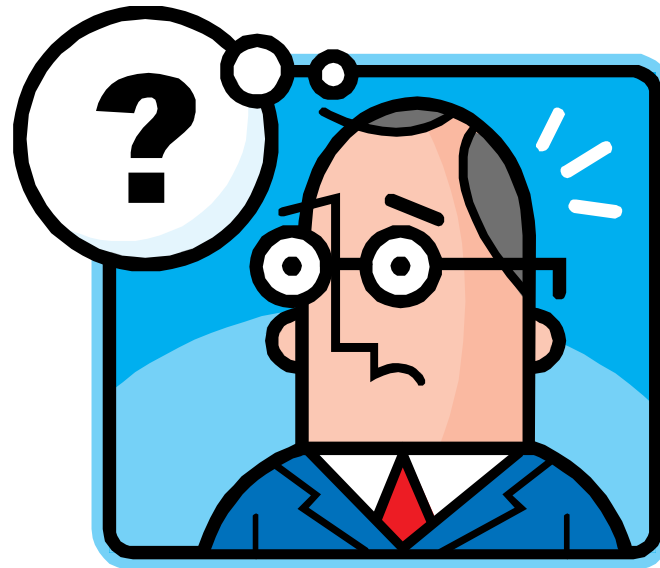
Stephen Covey, 8<sup>th</sup> Habit



# Questions

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Any questions?





# Contact Details

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