

CALM SureStart

Select the Right Team, plan the Right Project, engage the Right Parties to deliver the Right Outcome.

CALM SureStart will radically increase the success rate of new infrastructure and commercial projects. SureStart will assist organisations to mobilise projects so that they succeed in delivering the best solutions on or under time and budget.

The Goal of CALM SureStart: Save clients significant time and money by ensuring the right project is selected, clearly defined, all stakeholders are engaged and the framework for delivery is in place.

The role of a typical CALM SureStart engagement is to work with the leadership group to facilitate the critical Initiation and Planning Phases¹ of the project, setting the framework for successful Delivery.

SureStart specialises in systematically working through the key questions that *must* be addressed during the Initiation and Planning Phases of a project. Has the right initiative been selected? Is the vision clear? Has feasibility been explored? Is the scope well defined? What are the Critical Success Factors? Are the key stakeholders engaged and supportive? Are the optimal plans and procedures in place to govern Delivery?

*SureStart brings the unique mix of **creativity, rigorous planning and stakeholder engagement** to facilitate transition from a concept to a project that is truly ready to begin!*

The Common Problem: Many projects run over time and budget and important stakeholders are not properly engaged. While the reasons for this may be complex and often specific to the project, it is generally true that **projects fail to achieve the expected outcome, time or budget parameters because:**

- 1) there is a **lack of clarity** at the outset about the scope of the project;
- 2) project **leaders fail to appreciate the importance of 'bringing along' people outside the project team** that are key to project success; and
- 3) **insufficient upfront planning.**

The SureStart Solution: CALM SureStart will ensure **clarity of scope, engage all stakeholders appropriately** and **provide a framework to deliver the project.** At the appropriate time, SureStart will hand over to the internal project team a solid foundation to build on as they near the commencement of Delivery.



If required, the SureStart team can be engaged during the Delivery Phase of the project to provide ongoing coaching and support or simply to bolster the team during peak activity periods. Organisations can also engage CALM to facilitate a *ClearFinish* by drawing out and documenting the lessons learnt in the Finalisation Phase of the project to build on the things that worked well, and improve on shortfalls.

Let CALM facilitate the optimal start to your next project!

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¹ Participants in the benchmarking body, Prosci’s exhaustive study of project improvement in 327 companies across 51 countries **overwhelmingly indicated that the planning stage is the most important phase in the project.**