

Project Management Expertise



Taking Control of IT-Enabled Investments

Client Challenges

Delivering results on time and within budget requires a rare blend of leadership, task visualization, and attention to detail. The best managers apply their instincts and experience to predict and control the future. Finding such managers can be difficult, particularly in an environment where rapidly evolving technologies and fierce competition are forcing businesses to react quickly. Critical projects require immediate results.

Sometimes even having the right manager is not enough. Saddled with the wrong work structure, the best of managers can find a project spinning rapidly out of control. For each type of project, success depends on a balanced mix of experience, skill, leadership, and structure. Project managers from Fujitsu Consulting combine all of these elements. They know how to:

- Identify and manage risks right from the start;
- Define and manage project scope;
- Deliver project results on time and within budget;
- Ensure deliverables meet or exceed user needs;
- Deliver products of high quality; and
- Deliver the benefits that justified your investment.

Fujitsu Consulting project managers employ proven work structures that give you control over IT investments, whether your project is tactical and local or global and strategic.

Built-in Project Management Solutions from Fujitsu Consulting

The same consistent project management discipline is part of every Fujitsu Consulting service. Whether you require pure IT work, such as systems development, enterprise application integration and business intelligence, or a more business-related solution, such as customer relationship management or e-business, our project management expertise delivers results. We specialize in the design, management, and delivery of mission-critical systems where quality and performance are vital—and deadlines must be met.

Fujitsu Consulting regards project management as a scarce competence, to be nurtured carefully and developed professionally. Within Fujitsu Consulting, we invest heavily in results-oriented management methods and tools, giving our project managers a unique advantage.

Project Management Certification

Fujitsu Consulting managers undertake a full project management certification program. Certification ensures that Fujitsu Consulting practitioners implement project management principles consistently and effectively, using industry-standard best practices. You are assured of effective delivery of the unique services that Fujitsu Consulting can provide. Certification is provided through the Project Management Institute (PMI) and Fujitsu Consulting's own certification program, designed specifically for IT-based project managers.

Fujitsu Consulting has almost 30 years of experience in managing large-scale systems development and integration projects, combined with expertise in management consulting, a unique ability to engineer solutions, and a suite of proven methods. These methods combine industry-standard, proven approaches with proprietary Fujitsu Consulting management tools and methods.

Experience the “Fujitsu Consulting Way” of managing projects—and experience results.

Fundamentals of Our Approach

The four pillars of Fujitsu Consulting's project management approach are:

- A focus on business benefits—to deliver expected value
- Balanced sharing of roles and responsibilities—to meet the goals of key project participants
- A deliverable-based structure—to create superior products and services
- A delivery management function—to minimize risks.

Focus on Business Benefits

Fujitsu Consulting employs an innovative and unique Benefits Realization™ approach to delivering business benefits. Based on ResultStation™—an integrated suite of methods, techniques, and tools developed by DMR Consulting, which is now part of Fujitsu Consulting—the Benefits Realization approach develops an accurate picture of the potential benefits of business and IT investments. It also identifies all the initiatives and changes needed to achieve these benefits. You gain a practical framework for planning and implementing initiatives for business improvement, whether they are driven by technology, processes, or strategic business considerations.

Balanced Sharing of Roles and Responsibilities

A balanced sharing of roles and responsibilities by the project manager, the business system manager, and the information systems architect, as illustrated in Figure 1, enables project success by focusing equally on:

- Needs—definition of needs, ensuring their satisfaction, transition to the solution, and reaping of the benefits
- Resources—planning, organizing, leading, and control of human and financial resources allocated to the project, and monitoring of delivery dates
- Solution—design, construction, and maintenance of the quality solution.

Fujitsu Consulting projects are structured to assign specific responsibilities to key participants and address each of these three interrelated management perspectives.

A Deliverable-based Structure

Work groups are assembled around the deliverables that need to be produced—not in silos, based on their specialty. Everyone is driven by the common purpose of doing a good job producing a specific product. Many advantages result from this structure: each development team member has a broader work view, users can be integrated directly into the development groups, accountability is increased, and the structure aligns well with the release concept of development.

Delivery Management Function

Fujitsu Consulting's Delivery Management function is how we manage and support our project managers. Delivery Management involves a system of checks and balances, which allows Fujitsu Consulting to minimize the size and risk of decisions during projects and includes Fujitsu Consulting resourcing, coaching, financial management, and quality management for each project. Regularly scheduled, mandatory project review meetings ensure that the project remains productive and focused, budgets are well managed, a high quality of work is delivered, schedules are followed, and project results are produced as planned.

Project Management Process

Fujitsu Consulting applies a suite of methods and tools, originally developed by DMR Consulting, known collectively as MacroScope®. MacroScope enables Fujitsu Consulting project managers to approach each assignment in a consistent, results-oriented manner with a toolkit of best practices in hand. The uniform application of a consistent method of project management favors the identification and control of deliverables. Uniformity also facilitates the assignment and rapid integration of participants in the project. Inspired project leadership—a quality Fujitsu Consulting strives constantly to nurture in our project managers—is a key ingredient for motivating project participants to give their very best.

Every Fujitsu Consulting service contains our built-in project management process—based on the *Guide to the Project Management Body of Knowledge (PMBOK)* published by the Project Management Institute (PMI), and adapted to meet the specific needs of our initiatives. As illustrated in Figure 2, the Fujitsu Consulting project management process supports the complete project life cycle.

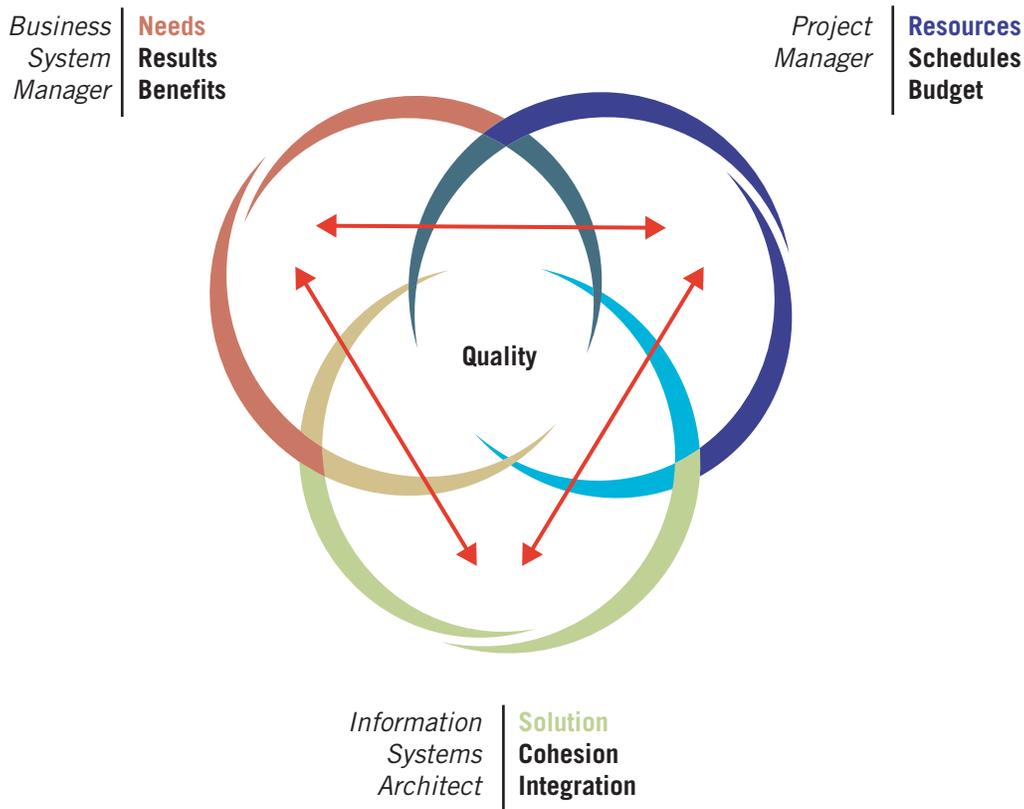


Figure 1. Perspectives in Managing a Project

Project Initiation and Planning—establishes standards, expectations, and project structure. Proposed work plans and budgets evolve into the baseline from which the Fujitsu Consulting project manager and you—the business system manager—can control the project.

Project Execution—ensures that all work is being performed properly and efficiently. Our approach to project execution stresses proactive, hands-on involvement by personnel who are experienced in the tasks performed.

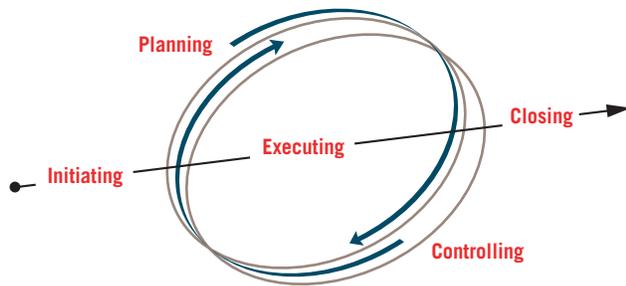


Figure 2. Fujitsu Consulting Project Management Process

Project Control—enables the project to stay focused and be productive by ensuring that scope, issues, quality, and progress are properly managed throughout the project life cycle. Issues that affect the budget, schedule, and quality of the deliverables are identified, surfaced, and resolved as quickly as possible. Active reporting keeps management continually aware of issues as they arise and of solutions recommended or applied. The Fujitsu Consulting project manager uses proven project tools and techniques to perform this function, promoting project efficiencies and lowering risk.

Project Closing—ensures that the project is completed in an orderly fashion that includes final delivered products, a smooth transition to the following phase, and decommissioning of the project environment.

Standalone Project Management Services

In addition to the built-in project management services associated with every project undertaken by Fujitsu Consulting, we also offer a variety of standalone project management services:

- Program Management Office Services
- Value Management™ Office Services
- Project Assessment Services

Program Management Office Services

Fujitsu Consulting helps you organize and operate your Program Management Office (PMO) so that projects deliver value and fully support business strategic initiatives.

Three types of services are available:

- **PMO Establishment**—creates an effective PMO structure tailored to your unique environment. We help you define roles and responsibilities and reporting relationships, and provide you with a start-up plan.
- **PMO Assessment**—confirms the readiness and capabilities of your PMO to reach your goals. We examine your existing program organization, along with the plans and activities conducted to date, and provide recommendations to reduce risk and increase the potential for success.
- **PMO Operation**—lets Fujitsu Consulting professionals assume total responsibility for your PMO. Outsourcing the PMO for a particular project or program allows you to concentrate on other areas more suitable for internal resources.

Through its PMO services, Fujitsu Consulting can help you with confirmation of objectives and scope; assessment of project management capabilities; planning, customization, and installation of methods; and selection, execution, and evaluation of projects. Experienced Fujitsu Consulting project management resources address your specific project needs.

Value Management Office Services

Organizations that depend heavily on IT face a practical challenge: managing complex investment programs and portfolios that can number over 100 projects. Based on principles similar to PMOs, a Value Management Office (VMO) can be created to help you organize effectively to meet the program and portfolio management challenges. A VMO helps you build the Benefits Realization approach into your existing systems for capital budgeting, cost control, and project management. This approach helps track, measure, and deliver the business values that were anticipated when the initiative was started. The VMO helps you to group, organize, and sequence projects into high-value investment programs and to select those programs that compose your optimal portfolio of business and IT investments.

Project Assessment Services

The elimination of avoidable risks through careful and thorough project planning is our foremost objective; however, Fujitsu Consulting recognizes that large-scale systems integration projects necessitate a degree of exposure to events that may impede progress or jeopardize the success of the project. Fujitsu Consulting's Project Assessment Services evaluate your ongoing project initiatives, measure the levels of risk, and objectively document your current progress. Project assessment and risk management techniques are strategically incorporated into our approach and include: Risk Identification, Risk Assessment, Risk Mitigation Planning, and continual Project Monitoring. Fujitsu Consulting can also formulate pragmatic recommendations that, if implemented, will be cost-effective in reducing risk.

Bottom Line

Fujitsu Consulting project managers allow you to take control of IT-enabled investments in ways that minimize risk, improve quality, and make sure maximum value is delivered to the organization.

Fujitsu Consulting specializes in the design and successful on-time delivery of mission-critical systems. We thrive on challenges where quality and performance are vital—and deadlines must be met. We regard project management as a scarce competence to be prized and nurtured carefully. For each of our services, we create the precise mix of experience and skills required to manage your project and deliver the results you expect.

Fujitsu Consulting project managers help you take control of your future.



Experience the Fujitsu Consulting Difference

As the management- and technology-consulting arm of the US\$45-billion Fujitsu group, Fujitsu Consulting integrates the core expertise of Fujitsu companies and its partners to deliver complete solutions to businesses and government in the areas of Information Management, Legacy Modernization and Managed Services. The scope of these offerings extends from strategic management consulting to the tiniest detail of infrastructure operations. Through its industry-recognized strategic methodology, Macroscopic®, Fujitsu Consulting assists clients in incorporating more value into their investments and driving their leadership in the marketplace.

We work with you to create solutions and produce results that drive your business.

Headquarters & United States

FUJITSU CONSULTING
333 Thornall Street
Edison, NJ 08837
United States
Tel: +1 732 549 4100
Fax: +1 732 549 2375

Canada

FUJITSU CONSULTING
200 Front Street West
Simcoe Place Suite 2300
Toronto, Ontario
Canada M5V 3K2
Tel: +1 416 363 8661
Fax: +1 416 363 4739

Quebec

DMR CONSEIL
1000 Sherbrooke Street West
Suite 1600
Montreal, Quebec
Canada H3A 3R2
Tel: +1 514 877 3301
Fax: +1 514 877 3351

