EVALUATING IT PROJECTS

Bruce Hohne

Run the Business

Grow the Business

Transform the Business

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Project Characteristics
Balance Cost, Quality, Risk

Vocabulary Used
Cost Reduction
Price-to-Performance
Risk Reduction

Project Metrics
Cash-to-Cash Cycle Time
Asset Utilization
Price / Performance Ratio
Cost of Compliance
Sales and Administrative Costs

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Project Characteristics
>Top-line Revenue Growth
>Enhanced Product, Services, Experiences

Vocabulary Used
>New Products, Customers
>Increased Revenue

Project Metrics
>Market Share or Market Coverage
>Customer Acquisition and Retention
>Sales Cycle Time or Close Rations
>Time to Market
>Quality of Goods or Service
>Revenue

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Project Characteristics

    Major New Markets, New Products

    New Business Models

    Charter for a Business

    Originate at Highest Level

    Rare

Vocabulary Used

    Execute Vision

Project Metrics

    Irrelevant

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