

8 Reasons Your Business Strategy Might Just Fail

Rapidly changing market forces are working against you and the stakes have never been higher.

WORK AND RESOURCE MANAGEMENT

8. Resources are multiplying.

It's a capital "R" Resource world. Organizations have to track more and more types of resources.

52% of organizations can't adequately perform scenario planning to optimize work and resources.¹



7. Technology is everywhere.

Customers are more connected, but harder to find. Technology is disrupting every industry. How can you connect technology to your outcomes?

50 billion devices will be connected by 2020.²



6. Teams are virtual and global.

Today's teams don't sit together. The "average" team can be global, multicultural, multigenerational, virtual, remote, or co-located.

79% of knowledge workers reported working always or frequently in dispersed teams.³



5. Plans are even more critical.

In the face of constant change, you still need a plan, but one that is continuously adapted to keep resources aligned and mapped to goals.

85% of IT orgs deviate from the annual plan several times per year.⁴



4. Unstructured work is exploding.

The largest body of work in any organization is the day-to-day, unstructured work that employees do both individually and in teams.

2 out of 3 project leads are "accidental project managers" with no formal training.⁵



3. Work methodologies are proliferating.

There is not one way to work. Organizations use projects, lean, agile, phase-gate, and many more methods and apps in pursuit of business goals.

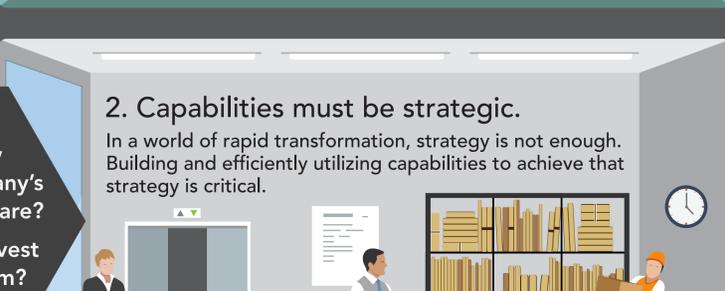
77% of millennial workers want greater mobile connectivity.⁶



2. Capabilities must be strategic.

In a world of rapid transformation, strategy is not enough. Building and efficiently utilizing capabilities to achieve that strategy is critical.

Do you know what your company's core capabilities are? And where to invest to improve them?



1. Outcomes are different.

Your company is much more than a list of projects. The services or products you deliver should drive every decision you make.

By 2018, 20% of businesses and their IT organizations are expected to shift to product-centric planning.⁷



Planview can help you navigate the complexity, increase efficiency, and innovate faster.

PLANVIEW®

We can show you how to unlock your potential with Work and Resource Management Solutions.

Planview.com/WRM

¹Ventana Research, "Next Generation Business Planning Benchmark Research." 2015. <http://www.ventanaresearch.com/NextGenBusinessPlanning/>

²Sun, Leo. "Internet of Things in 2016: 6 Stats Everyone Should Know." Motley Fool. January 18, 2016.

³Ferrazzi, Keith. "Getting Virtual Teams Right." December 2014. Harvard Business Review. <https://hbr.org/2014/12/getting-virtual-teams-right>

⁴Morio, J. (2015). Where is collaboration more chaotic – Europe or the US? – Project Lab. Blog.projectplace.com. Retrieved 28 October 2016, from <https://blog.projectplace.com/where-is-collaboration-more-chaotic-europe-or-the-us/>

⁵Projectplace <https://blog.projectplace.com/everyone-is-a-project-manager-avoid-chaos-and-work-smarter/>

⁶Deloitte. "The 2016 Deloitte Millennial Survey. Winning over the next generation of leaders." 2016. www.deloitte.com/MillennialSurvey

⁷Hanford, Michael; Light, Matt; Apfel, Audrey L.; Mieritz, Lars; Stang, Daniel B.; Handler, Robert A.; Schoen, Mbula; Fitzgerald, Donna; Jones, Teresa. "Predicts 2016: PPM Capabilities and Solutions Are Not Keeping Pace With Digital Transformation," Gartner Research. Dec. 3, 2015