

# IT Architectural Design From NetGain Technologies

How to minimize risk and maximize return on your next IT project

## **Fact: IT projects don't always go as planned.**

- According to Gartner ("Strategy, Architecture and Communications Best Practices"), more than 50% of CEOs at small to mid-size businesses report that they do not achieve the expected value from their IT investments.
- A 2012 study of more than 5,400 IT projects by McKinsey and the University of Oxford reveals that the average overspend can top 45% of the starting budget. In addition, these projects often failed to launch on time – on average, lagging 7% behind schedule.
- CIO.com cites a Dynamic Markets survey of 800 IT managers, showing that 62% of IT projects failed to meet their schedules, 49% suffered budget overruns, and 41% failed to deliver the expected business value and ROI.

The above references call to mind a time when one of our consultants met with a prospective client. The business owner had endured a frustrating and costly experience trying to implement a Cisco Unified Communications system. During the meeting, the prospect led the NetGain Technologies' consultant to a storage closet and opened the door. Piled up in the closet was thousands of dollars of perfectly good communications equipment.

## **Proper Planning Prevents Poor Performance.**

One thing's for sure, no organization ever takes on an IT project planning to fail or fall short of expectations. But, after almost 30 years in the business and close to a thousand projects, we can say this: The lack of a cohesive, well-thought-out plan of action is one key reason many IT projects fail – or fail to deliver their expected payoff.

Findings by the Standish Group, who conducts ongoing research on why IT projects fail or succeed, bear out our experience. A recent edition of the firm's widely read CHAOS Report lists the top five causes for challenged projects (completed, but with cost overruns or other shortcomings) and failed projects.

- "Incomplete Requirements and Specifications" ranks as the second biggest cause of challenged projects.
- "Incomplete Requirements" ranks as the number one reason for failed projects.

Simply stated, a detailed plan of action is crucial to maximizing your IT project's success.

## **Solution: IT architectural design from NetGain Technologies.**

Your NetGain Technologies' architectural design is a written, detailed plan of action for the timely and successful completion of your project.

Requirements and specifications are articulated in your design, minimizing "guesswork" and assumptions. The only unexpected surprises will come at the expense of your competitors as they soon discover the new capabilities your successful project has enabled.

Specifically, your NetGain Technologies' architectural design –

1. Details your existing IT environment and the changes to be implemented and includes network diagrams and other visual representations of your existing and proposed solution.
2. Highlights the benefits and, where applicable, competitive advantages and financial payoff your business can expect to realize as a result of the project.

**Guaranteed fixed-fee quote.**

Importantly, your architectural design includes a comprehensive proposal and a guaranteed, fixed-fee quote for implementing your solution. This addendum outlines the full scope of work, sets a schedule for completing the project, and presents a carefully reasoned estimate of your ROI. If applicable, your proposal will also include measurable, post-completion financial performance milestones at three, six, and twelve-month intervals.

In summary, your proposal and fixed-fee quote includes all man-hours, all materials and all work specified in your architectural design. Your architectural design shows you how to implement your solution, with or without the services of NetGain Technologies. Although, we confess, we much rather prefer "with."

**Three key components of your NetGain Technologies' architectural design.**

1. **Business Analysis** – NetGain Technologies' business consultants will work with your executive team to gain a thorough understanding of your business objectives for the project, and the operational improvements and financial payback you want to achieve. Because at NetGain Technologies we never forget that IT is first and foremost a strategic and tactical tool to be used for gaining or maintaining a competitive advantage in the marketplace.
2. **Operational Analysis** – NetGain Technologies professionals will work closely with your operations team to identify and understand your current business processes. At the same time, they will team with your staff to determine how your new solution can best be used to enhance these processes to more effectively and efficiently serve your customers.
3. **Technical Analysis** – NetGain Technologies' technical consultants and engineers will work with your technical team to analyze and understand your existing technology infrastructure. The team will pay special attention to any interrelated components affected by your new technology and take steps to ensure that no existing capabilities are lost or degraded. When necessary, components of your infrastructure will be reconfigured or repurposed, always with an eye toward enhancing overall infrastructure performance. Technical challenges will be identified and plans for meeting these challenges will be outlined.

You're likely familiar with the old saying: Most people don't plan to fail; they fail to plan. That doesn't have to be the case with your next IT project. Not when you work with NetGain Technologies. By working together with your team and others, we gain a high level of insight and intelligence about your business and your IT. This knowledge and insight, combined with our own expertise and experience, enable us to present you with an IT architectural design that can be executed on time and on budget. And, most importantly, deliver the benefits, competitive advantages and financial payoff your business seeks.

**For more information on how NetGain Technologies can put your next IT project on the sure path to success contact us today for a free consultation: 1.866.367.7243 or [Sales@NetGainIT.com](mailto:Sales@NetGainIT.com).**