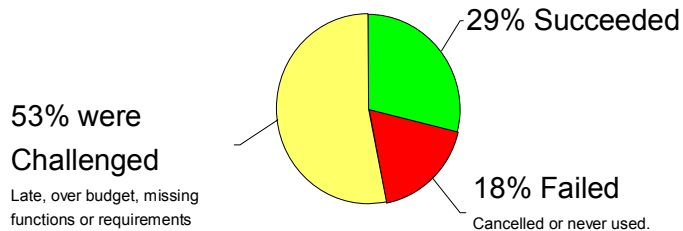


# ONLY 29% OF 'IT' PROJECTS SUCCEED. WHY?



The Standish Group; 2004

According to the Standish Group, in 2004 only 29% of over 9,000 surveyed IT projects were completed on-time/on-budget and with the required functionality. The 'good news' - this ratio is up from 26% in 2000!

This means over 70% of projects failed to meet expectations, budgets and/or timeframes! Even worse...18% were cancelled or never used at all!

In large companies, only 9% of projects were put into use even though they contained less than 42% of the stated requirements and features.

## Why This Large Failure Rate? (Hint: Its not the programmers' fault!)

- 1. Inadequate end-user involvement:** The people living with the problem are not involved in designing the solution. Too often, only the manager is involved and too often that manager does not understand the real pain of your staff or your customers.
- 2. Incomplete requirements and specifications:** The specifications and understanding of the solution is based on faulty assumptions and wish lists, not facts and measurable deliverables.
- 3. Frequent changes to requirements and specifications:** The project grows in complexity arising from 'new' and/or significantly altered requirements. Also, management's inability to say "No" to these new items creates havoc in the schedule.
- 4. Poor planning and scheduling:** Unrealistic timeframes, cost estimates and resource assessments, plus poor project management allow projects to gain a life of their own with no controls and poor accountability.

## SOFTECH: Delivering Project Success

Softech has delivered successful projects since our beginning in 1998. Just ask our customers...AmSouth, BellSouth, Protective Life, Southern Living and more.

### Project Services: Analysis. Requirements. Design. Management.

We do this by using proven methodologies that assure project failure points are avoided or minimized. We focus on your business needs, finding practical solution alternatives that are right for your business, and validating project cost/benefit results. Our project management controls provide day-to-day progress assurance and full participation/acceptance by all parties in all stages of the project.

### Software Development Project Services

For those companies who already have designs and need extra help creating the software, Softech's team of trained and experienced local developers (no offshore resources) are ready to help you. We can work in our Riverchase Tech Center or at your location.

### Project Rescue Services

When (not if) a project takes on a life of its own, it is time to make hard decisions. Often, stakeholders are too close to the project to be objective. Softech will bring new energy to the project, and we can help to move it toward completion.