

# Engagement Management Services



## ENSURE PROJECT IMPLEMENTATION HAPPENS ACCORDING TO PLAN WITH NO SURPRISES



LPA's Project Managers combine technical expertise with deep business understanding to provide vision, guidance and oversight for solution implementation using best practices. We are not simply administrators.

LPA facilitates involvement of client resources or third-party onshore or offshore resources, as required, to support delivery efforts.

LPA encourages knowledge transfer. Give us your promising staff, and we help develop their skills.

**"Instead of just capturing our requirements and moving the project forward, LPA continually brought great ideas that made the outcome of the project more robust, efficient and effective."** Tom B., Fortune 500 Company Executive

Since all our staff at LPA are experienced business consultants, we have the ability to communicate and work with Corporate Executives to ensure full understanding and management of risks, problems and issues.

Our experts understand the unique issues and proven practices required to reduce implementation risk and ensure that your project is delivered quickly, correctly and on time - the first time! Our project management approach focuses on leading each project with technical oversight and guidance.

Each of our consultants has extensive training and hands-on expertise - we have project management professionals (PMPs), Six Sigma process experts (Black Belts), business requirements professionals and seasoned technology experts.

### Services Offered:

- Project Management
- Project Scoping & High-level Planning
- Vendor Contract Management
- Workflow & Process Analysis
- Requirements Gathering
- Design, Testing & Deployment Assistance
- Knowledge Transfer

### Benefits:

- Leverage LPA Experts
- Project Accountability
- Reduced Project Risk
- Improved Time-to-Market

**LPA SYSTEMS**  
*Exactly what you need to know.™*

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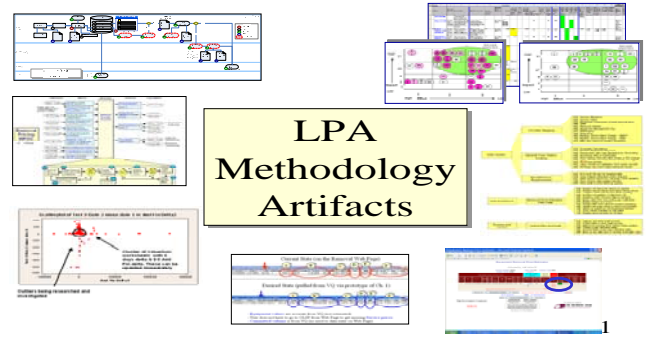
PMExperts@lpa.com

www.lpa.com

Please call us today for more information



# A Case Study in Engagement Management



## LPA Methodology Artifacts



## Business Need

A Fortune 500 company wanted to upgrade its general ledger account structure to reflect business changes, including integrating purchased businesses, providing better cross-organizational views and to better manage contract profitability. The business had grown quickly - there were 200 systems world-wide, 300 desktop applications to integrate to the G/L and 500 different integration interfaces. Extensive requirements gathering, data analysis and alignment to current client processes needed to be completed. The project was a multi-million dollar one-year effort.

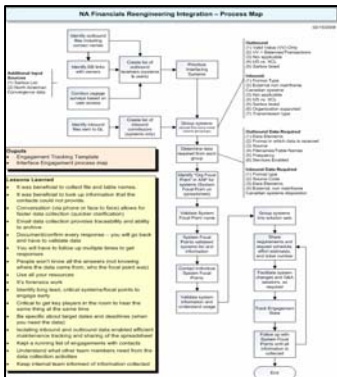
## Approach

The client was determined to maintain governance internally and had committed to offshore software development for cost savings. They were concerned about managing the complexity of the solution, and they demanded that user requirements be gathered fully, then analyzed and aligned with corporate needs.

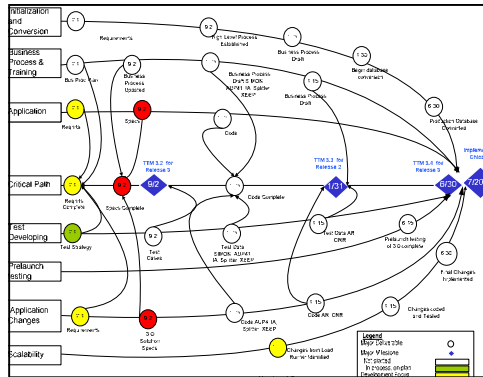
## The Solution

With an LPA Engagement Manager leading the systems integration project, managing complexity and risk, and working on the “up front” requirements, the project was delivered on-time, on-budget and on-scope. Stakeholder identification, prioritization and analysis helped ensure the 1000+ project stakeholder’s needs were addressed.

## Process Map



## Project Dependencies



## Performance Metrics

System	Budget	Project Status	Confidence Level
System 1	\$100,000	Completed	95%
System 2	\$150,000	In Progress	80%
System 3	\$200,000	Not Started	60%
System 4	\$250,000	On Hold	40%
System 5	\$300,000	Cancelled	20%



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