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Managing Director*

An Independent State of Mind Generates Six-Figure Savings

A declaration of independence can often herald success in the world of project management.

At Envue we have harnessed that principle, and worked for some time to refine and hone a distinct approach to delivering projects that has already secured six-figure savings for clients.

Our project delivery model is based in essence upon a common-sense proposition: tailoring the project package each time to suit the job in hand, rather than shoehorning the work into a pre-set project template. An independent approach, in other words.

We have used it to save one client £130,000 on its new communication systems during a relocation of the organisation, and saved another a total of £150,000 on its software licensing fees as part of a major restructuring of its IT services.

The reason behind those savings is straightforward: we are securing best value by examining the needs of the client in great detail then sourcing the requirements independently each time.

It is based on the simple truth that each project is unique and should be managed so, rather than making the project fit the established services and structures of an integrated supplier.

Whether it involves the relocation of an organisation, a merger or acquisition, or perhaps a new IT system being introduced, it is always a simple question of knowing the best and most appropriate elements to put in place.

It is crucial, in essence, to pull together the right people, suppliers and resources each time to get the 'right fit' for the project.

To put the issue in proper context it is important to understand the key strategic distinctions between an independent service and a single, integrated supplier.

The latter may not have all the required project services in-house, meaning it must sub-contract – essentially incurring additional cost for the client by layering profit margin upon profit margin. It must fit the overall project solution and tender to its cost structure, and may have to compromise in terms of quality and cost to remain competitive.

Alternatively, an independent organisation remains a single point of contact and – critically – a single point of accountability for the project. Its impetus lies in working in the best interests of the client, contracting suppliers that provide best value and the best solution within budget constraints.

We like the rhetorical question, borrowed from elsewhere, which asks why a client would choose a company that ALSO does when they can choose a company that ONLY does: if project delivery isn't core to the market proposition, is it getting the attention it deserves in terms of training, development and resources?

At Envue, we bridge the gap between a single integrated supplier and the option for a client to use multiple discrete suppliers. That eliminates the disadvantages presented by the latter in terms of the client themselves managing several suppliers and contracts, but offers the advantages as they relate to risk, value and quality.

In short, we employ an independent state of mind to ensure success for our clients.

ABOUT ENVUE

Envue provides professional project consultancy services for clients in a range of industry and business sectors, including oil & gas, engineering and public bodies.

Its service portfolio includes project and programme management, project management office, business analysis and contract management. It also focuses upon IT-specific services: IT strategy and IT consulting.

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