



Giving You Confidence to Decide

Do you know what is in your enterprise portfolio and why? Does your firm use a rational governance process for pruning and grafting that portfolio such that everyone concerned understands the coordinated effects of those decisions?

"When making important decisions, if you are not measuring the risk you face, you will not manage it. If you do not manage risk, you are exposed."

Most businesses have more good ideas for project investments than money or resources to complete them. This naturally leads to questions of how to evaluate all the potential ideas on an "apples-to-apples" basis and how to allocate scarce resources to best achieve the desired goals and objectives of the business.

Discover how **Incite!**'s unique services can help you

- o Develop valuable and creative solutions to complex problems and opportunities
- o Measure project value
- o Reduce project risk
- o Balance project and R&D portfolios

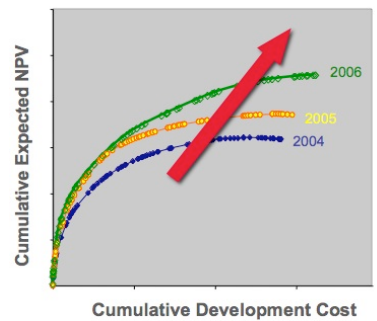
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High-performing organizations know portfolio

Incite! approaches portfolio management differently from traditional "turn the crank" methods that leave you exposed to unforeseen risks and unanswered questions regarding important trade-offs. Instead, we offer a structured collaborative approach for consistently making high-quality portfolio management decisions. This approach incorporates a unique blend of facilitative and advanced analytic techniques that enable organizations to avoid missing significant risks while achieving internal agreement about doing the right things.

By applying our processes and tools, one client was able to remove half of the R&D projects they were considering while maintaining 98% of the value of their original portfolio. Over time, the team improved their ability to select valuable projects and manage ongoing projects by anticipating previously unforeseen outcomes and planning appropriately for them.

"...high-performing organizations apply dedicated portfolio management processes and tools...to address the requirements stemming from the complexity of the organization's environment and the types of projects executed. This is not the case in low-performing organizations."
Blomquist, Thomas. "Practices, Roles, and Responsibilities of Middle Managers in Program and Portfolio Management." *Project Management Journal* (March 1, 2006)



What can you achieve with appropriate portfolio management?

- o Truly creative and valuable options for individual projects
- o Robust prioritization of investments that guide managers to pursue projects in order of the intensity at which projects add value to the firm
- o A balance of corporate strategic goals against budget, cash flow, and resource availability
- o Sustainable levels of risk and return that align with the strategic intent of the business
- o Forecasts for timing and size of possible financing requirements for investments or cash flow shortfalls