



transparent
choice

Stuart Easton
CEO

stuart@transparentchoice.com



There are superheroes
in the PMO

and project prioritization is
yoursuperpower!

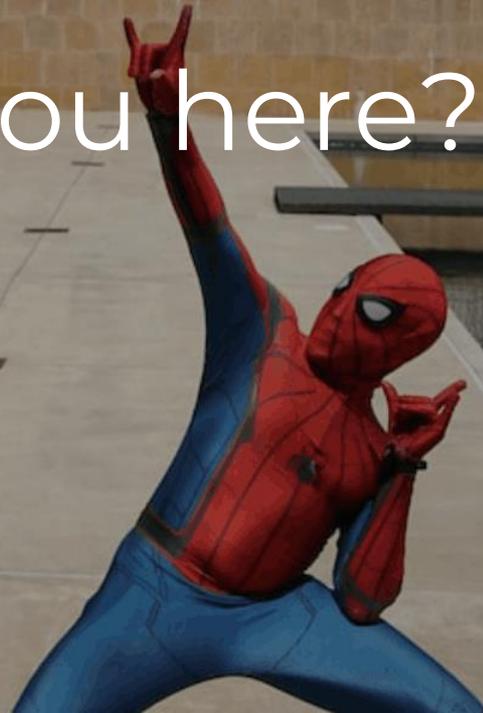
A young woman with blonde hair and glasses is sitting at a wooden desk in a modern office or cafe. She is wearing a black blazer and has her hand resting on her chin, looking off to the side with a thoughtful expression. In front of her is a silver laptop with the Apple logo, a white mug, a red notebook, and a smartphone. The background shows a blurred office environment with a coffee machine and a window.

Why are you here?

A koala is shown sleeping peacefully on a thick, textured tree branch. The koala's fur is a mix of grey and white, and its eyes are closed. The background is dark and out of focus, suggesting a forest setting. The text "Why are you here?" is overlaid in white on the left side of the image.

Why are you here?

Why are you here?



Do the right thing

Do things right



“ Improving this one decision has increased value-delivered to the business by six plus millions of Euros.

Director Strategic IT, national power company





10x faster

global manufacturing company



“ It used to be the loudest voice, the squeaky wheel.
Now the PMO is working FOR the business, WITH the
business

PMO lead - retail distribution
company

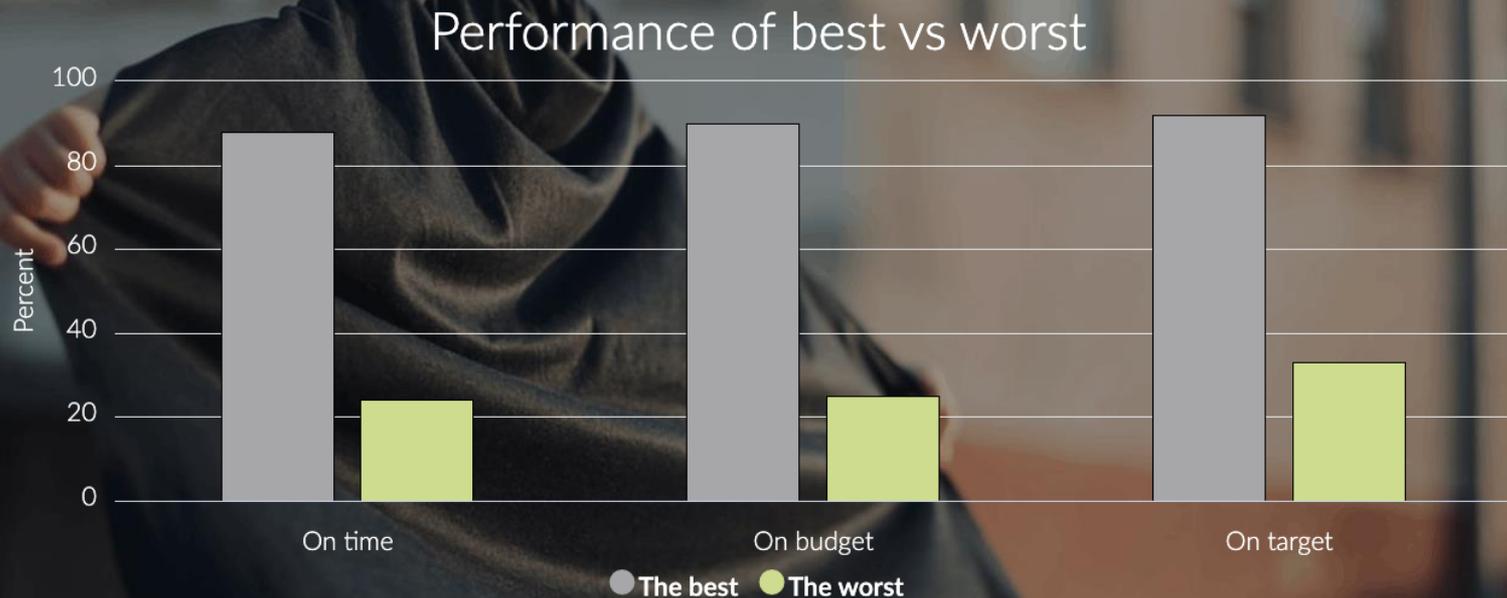


“ We're having conversations we should have had years ago

CEO - large insurance
company



What does a superhero look like?



**Do the right thing,
do it right**





Do the right things

Project prioritization: the PMOs superpower

Is project prioritization...

A budgeting process?

A STRATEGIC planning process?

How do YOU do project prioritization...

A beauty parade?

"Magic" spreadsheet?

"He who shouts loudest"?

Prioritization really matters

57%

more successful

PMI - likelihood of
achieving business
outcome

20%

of projects are waste

PMI - Economist Intel Unit

40%

better performance

McKinsey

Getting prioritization right has a direct impact
on the performance of your organization

Run the numbers

What waste is costing you

20% of a \$10m portfolio is \$2m

Assume typical project RoI is 3x

So you're missing out on 3x\$2m value

You are missing out on \$6m of value
(that's one expensive spreadsheet!)

Cutting through the noise

"Put down that spreadsheet and step away..."

250 *Int. J. Management and Decision Making*, Vol. 16, No. 3, 2017

A systematic comparison of multi-criteria decision making methods for the improvement of project portfolio management in complex organisations

Darius Danesh*, Michael J. Ryan and Alireza Abbasi
School of Engineering and Information Technology,
University of New South Wales (UNSW),
Sydney, Australia

SAE INTERNATIONAL

Project Prioritization in Automotive Company Applying AHP (Analytic Hierarchy Process) Methodology

Scientific Research
An Academic Publisher

Use of the AHP Methodology in Vehicle Design Process Dynamics: Determination of the Most Effective Concept Phases for the New Automotive Product

Available online at www.scitecresearch.com
ScienceDirect
Procedia
Computer Science

Information Technology and Quantitative Management (ITQM 2015)
Assessment of Efficiency and Sustainability in a Chemical Industry using Goal Programming and AHP

Laiz Carlos Barbosa*, Laiz Flávio Azeiteiro Monteiro Gomes*

SEMANTIC SCHOLAR Search 107,204,202 papers from all fields of science

Copus ID: 111374803

USING THE ANALYTIC HIERARCHY PROCESS (AHP) TO SELECT AND PRIORITIZE PROJECTS IN A PORTFOLIO

S. Vargas - Published 2012 - Engineering

Ricardo Vargas has written ten books on project management, published in Portuguese and English, which have sold over 200,000 copies throughout the world. In 2009 he received the PMI Distinguished Award for his contribution to the development of project management and the PMI Professional Development Product of the Year award for the "PMIcertif" workshop, considered the best project management training solution in the world.

International Journal of Production Management and Engineering
<http://dx.doi.org/10.1002/ijpm.2017.020>
Issued 2017-02-28 received 2016-01-28

Which of DEA or AHP can best be employed to measure efficiency of projects?

Maria A. Sánchez
Departamento de Ciencias de la Administración, Universidad Nacional del Sur
C. Puerto Bahía, Bahía Blanca, Argentina
msa@unpsur.edu.ar

Springer Link

Prioritization of Research Proposals Using the Analytic Hierarchy Process – AHP



The Use of AHP for IT Project Prioritization – A Case Study for Oil & Gas Company

December 2015 - *Procedia Computer Science*
55: 1067-1105
DOI: [10.1016/j.procs.2015.07.076](https://doi.org/10.1016/j.procs.2015.07.076)
Projects: [Amaralinda Zanella Klein](#) [Multi-criteria Decision in Project Management](#)

Authors:

- Adriano Neves**
University of São Paulo
- Roberto Camanho**
UFPA - Escola Superior de Propaganda...

Project Management Institute

Using the analytic hierarchy process (ahp) to select and prioritize projects in a portfolio

CONFERENCE PAPER - Decision Making, Portfolio Management (13 October 2015)
Single, Multiple Phase

SciELO

Getitio & Producao
1000-0000 (print) / 2216-2480 (online) / www.getitio.com.br
Cred. Prod. nº 12 on 04/01/2010 - 2010 - 04/08/2010, 2010
<https://doi.org/10.1016/j.procs.2015.07.076>

ORIGINAL ARTICLE

Development of a managerial tool for prioritization and selection of portfolio projects using the Analytic Hierarchy Process methodology in software companies



There is a right way

So why do anything else?

It is NOT using a "magic spreadsheet"

It is NOT a beauty parade

It IS called AHP (analytic hierarchy process)

Superman uses AHP

...probably



Do things right

Project prioritization:
the HIDDEN superpower





transparent
choice



WHY...

do projects fail?





Anyone here have too many projects?

Do things right

Causes of project failure



Not enough resources

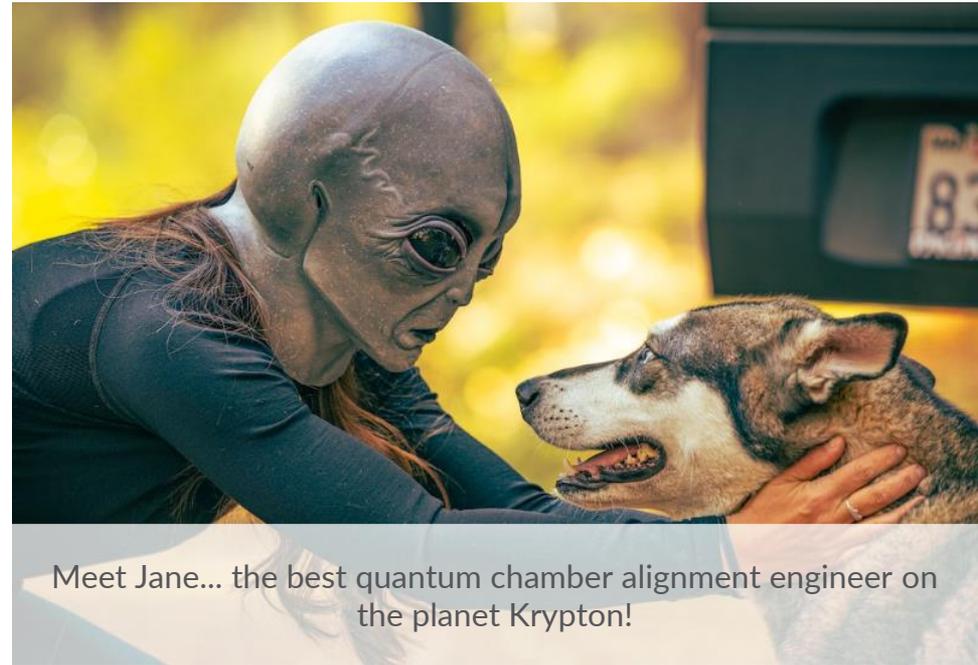
Too many projects

Weak project prioritization

Building spaceships

Case study: too many projects

All spaceships have a quantum chamber
and they all need aligning



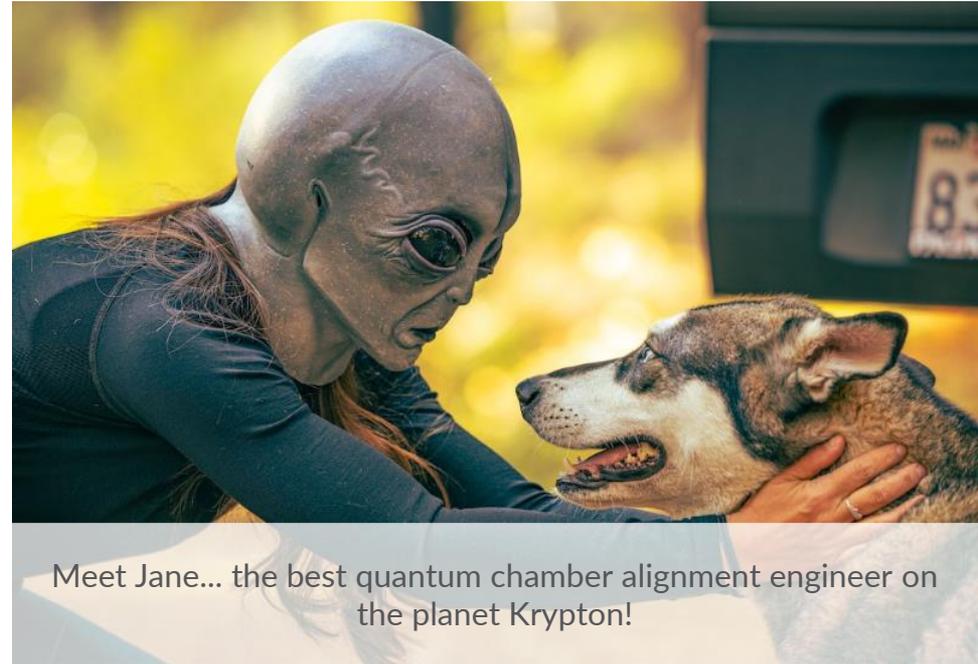
Meet Jane... the best quantum chamber alignment engineer on
the planet Krypton!

Building spaceships

Case study: too many projects

Jane's the best quantum aligner in the business, but she's got **no slack** in her schedule

Some jobs are easy, some are a little harder



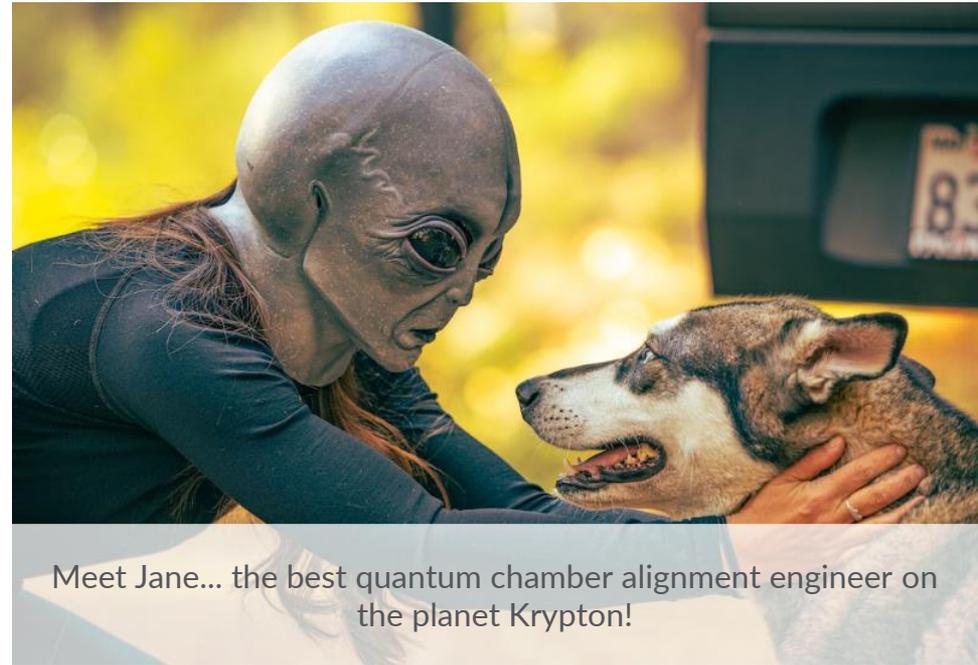
Meet Jane... the best quantum chamber alignment engineer on the planet Krypton!

Building spaceships

Case study: too many projects

One day, a Star Cruiser comes in and it's a hard one! **2x longer** than normal

In an effort to catch up, the Jane rushes the next job, a ship for Galactic Cruiselines... which then **fails QA** and gets pushed back to Jane for realignment



Meet Jane... the best quantum chamber alignment engineer on the planet Krypton!

Building spaceships

Case study: too many projects

This ship is now 3 weeks late and so the VP of Galactic Cruise Line Sales screams a lot at Jane to do **his** job first

Which means the job Jane **SHOULD** have been working on is delayed and **misses it's slot in the paint-shop...** the next slot is in a month.



Meet Jane... the best quantum chamber alignment engineer on the planet Krypton!

Building spaceships

Case study: too many projects

“ This is the third time you have been late with our Battlestars...
your contract is terminated

Admiral Colon Power, 3rd Galactic Fleet

20 billion Solaran Credits lost... all because there are too many projects.



Meet Jane... the best quantum chamber alignment engineer on the planet Krypton!

Building spaceships

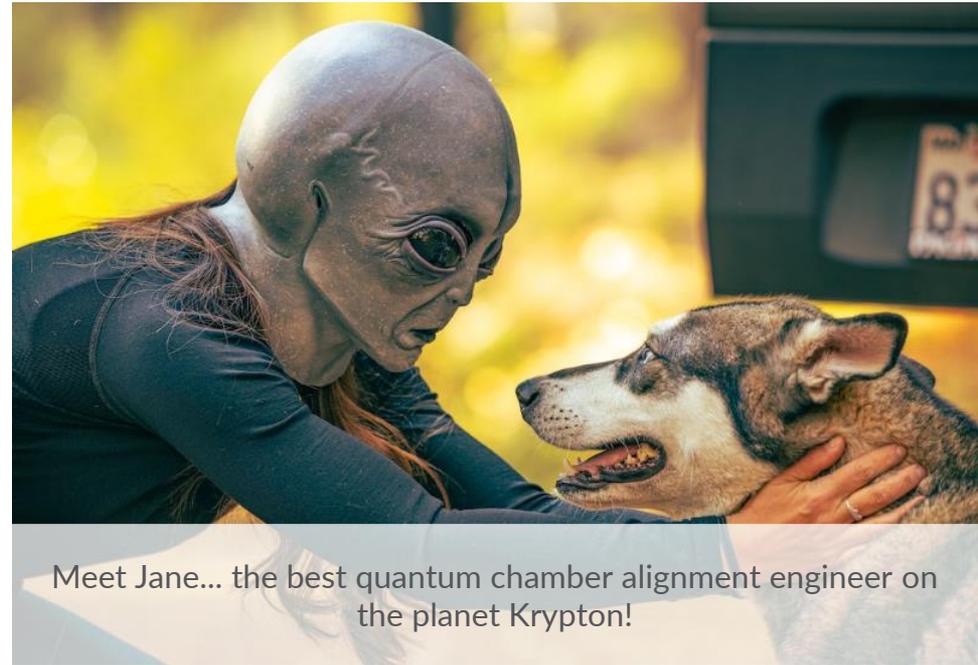
Case study: too many projects

This is NOT bad project management

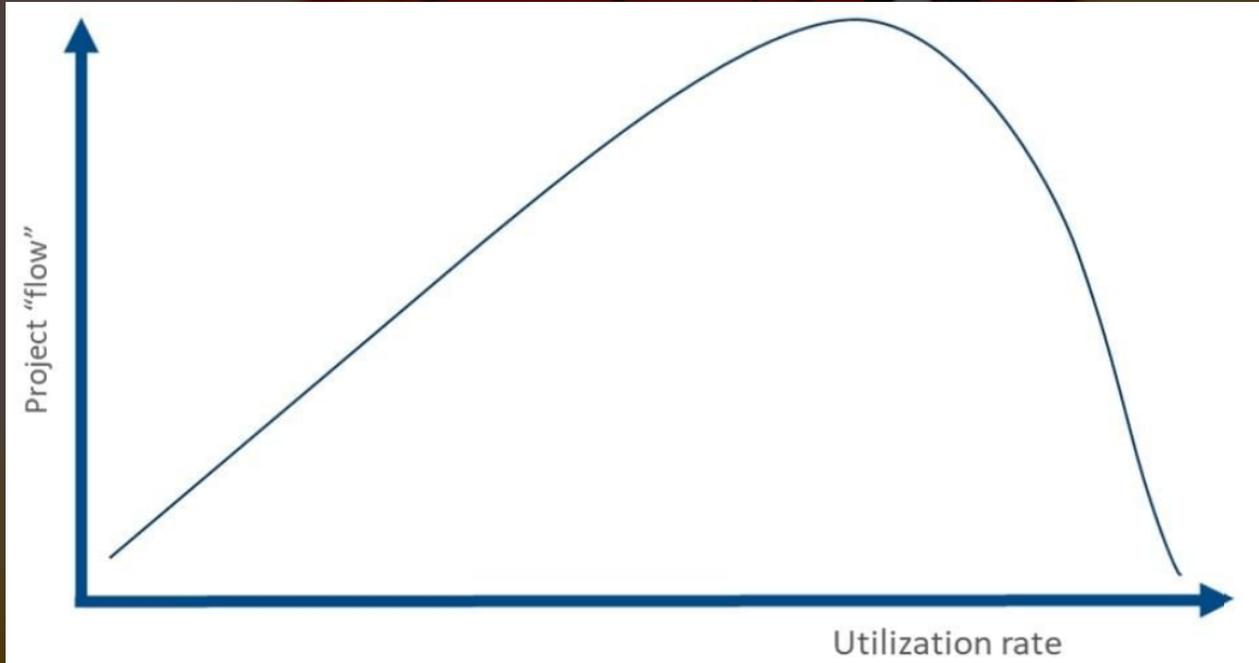
This is NOT sloppy delivery execution

This IS predictable

This IS avoidable (good portfolio management - prioritization and resource planning in this case)

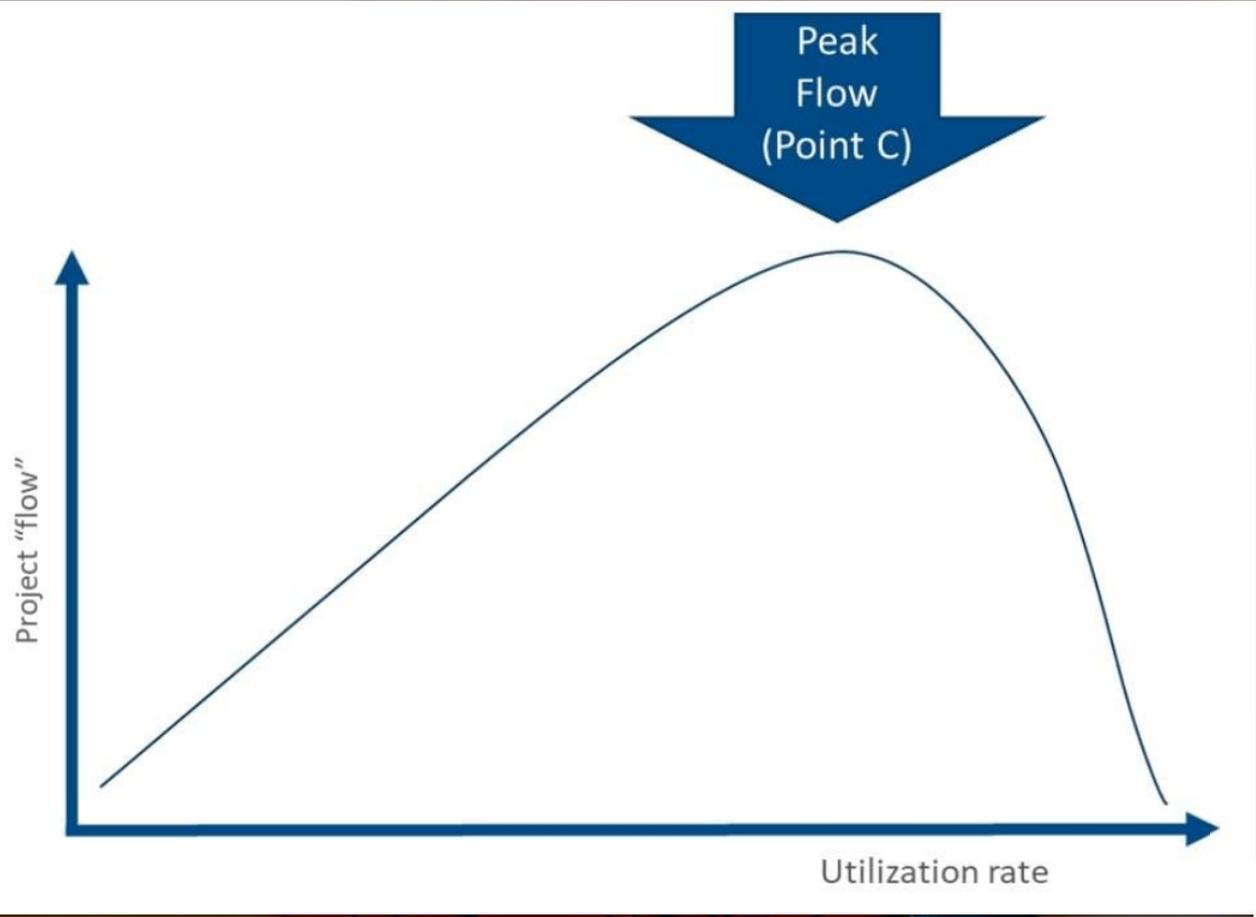


Meet Jane... the best quantum chamber alignment engineer on the planet Krypton!



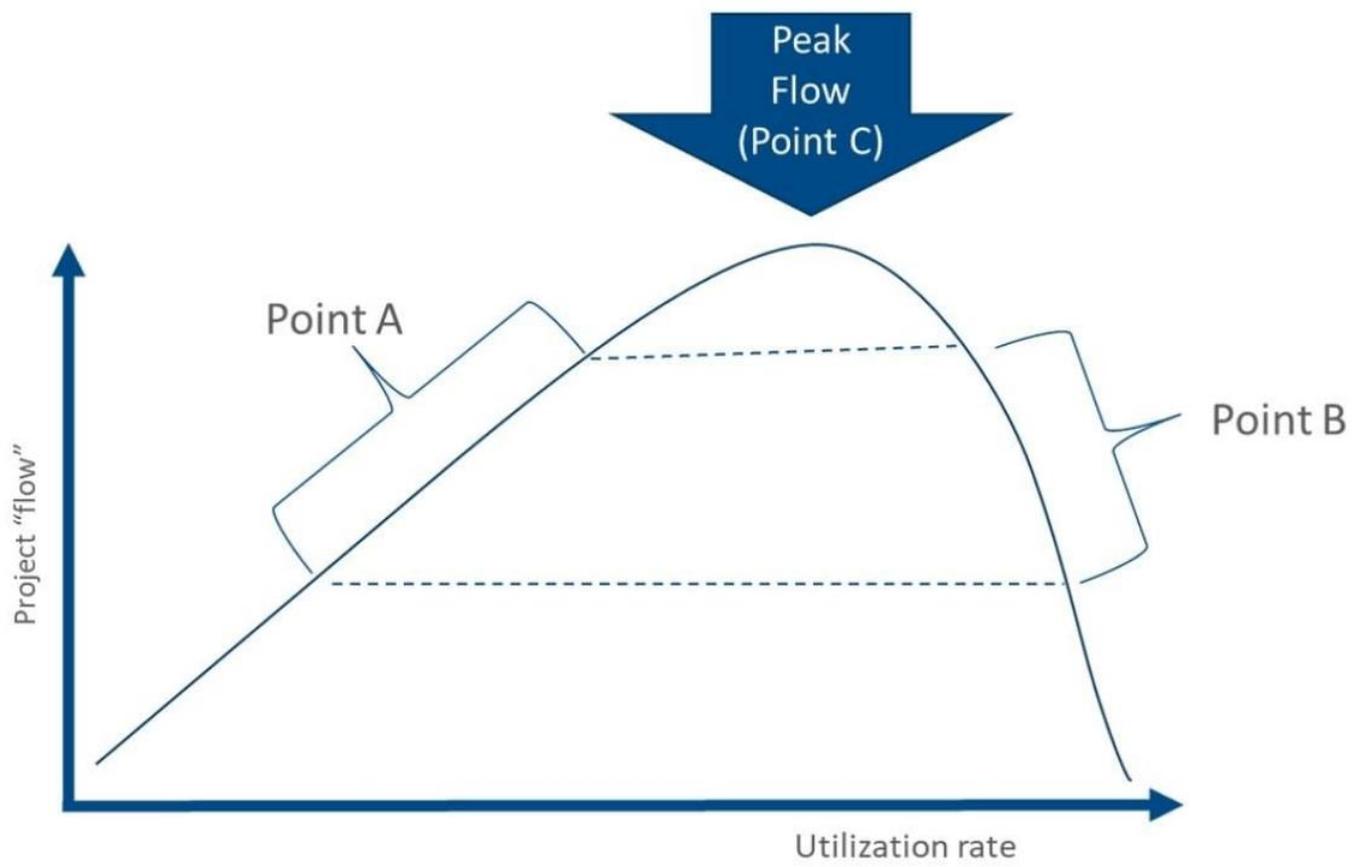
After Mike Hannan





After Mike Hannan





After Mike Hannan



A photograph of two LEGO minifigures. On the left is Captain America, wearing a blue helmet with a white winged logo and a blue suit. On the right is Iron Man, wearing a red and gold helmet and a red suit with clear blue gauntlets. They are facing each other, with Iron Man's gauntlet touching Captain America's shield. The shield is red, white, and blue with a white star in the center. The background is a plain, light gray. A thin green horizontal line is positioned above the text.

Good quality
prioritization is how
you fix this...

Do things right

Causes of project failure



Weak exec sponsorship

Lack of commitment

Wrong projects (prioritization)

Do things right

Causes of project failure



Poor scope management

Lack of clarity around business goals and priorities

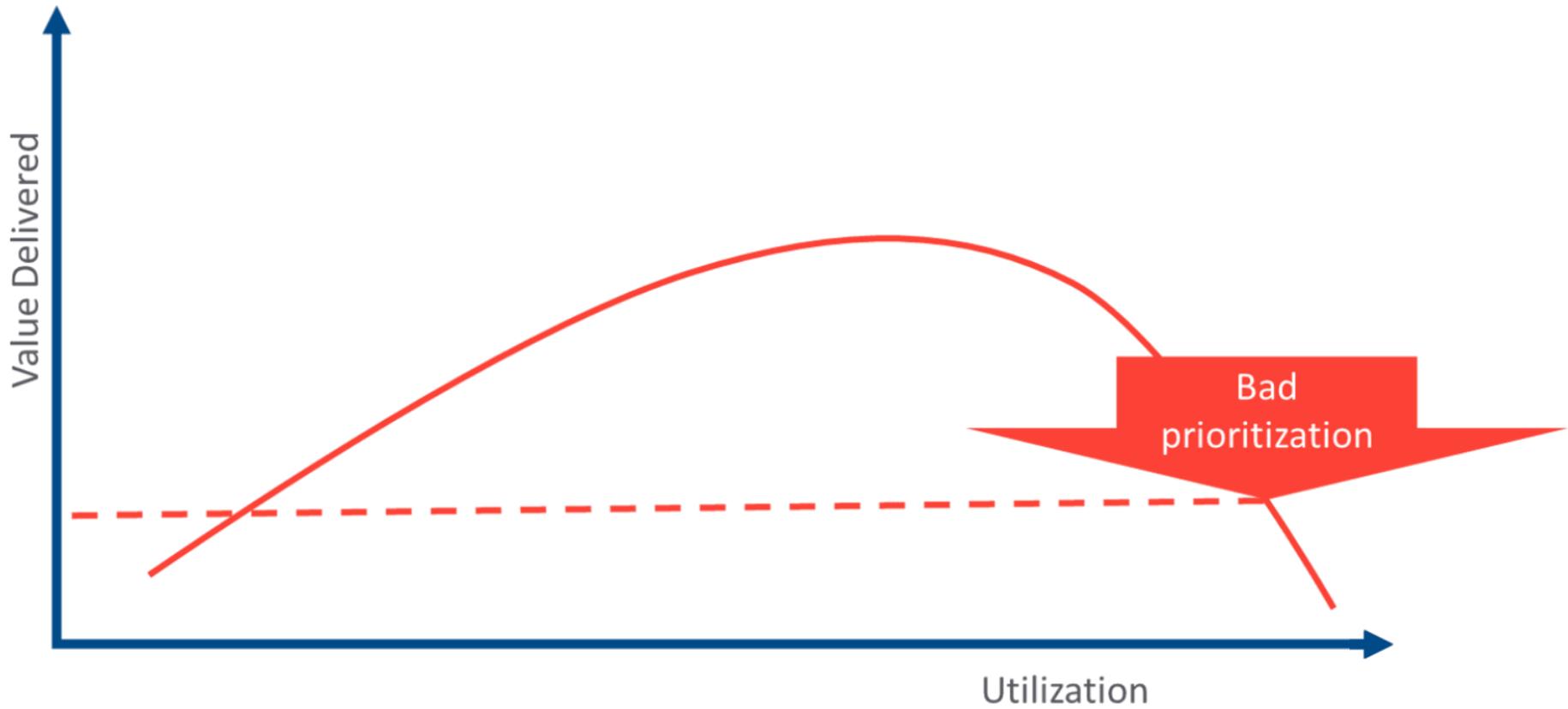
Project prioritization didn't make these things clear!

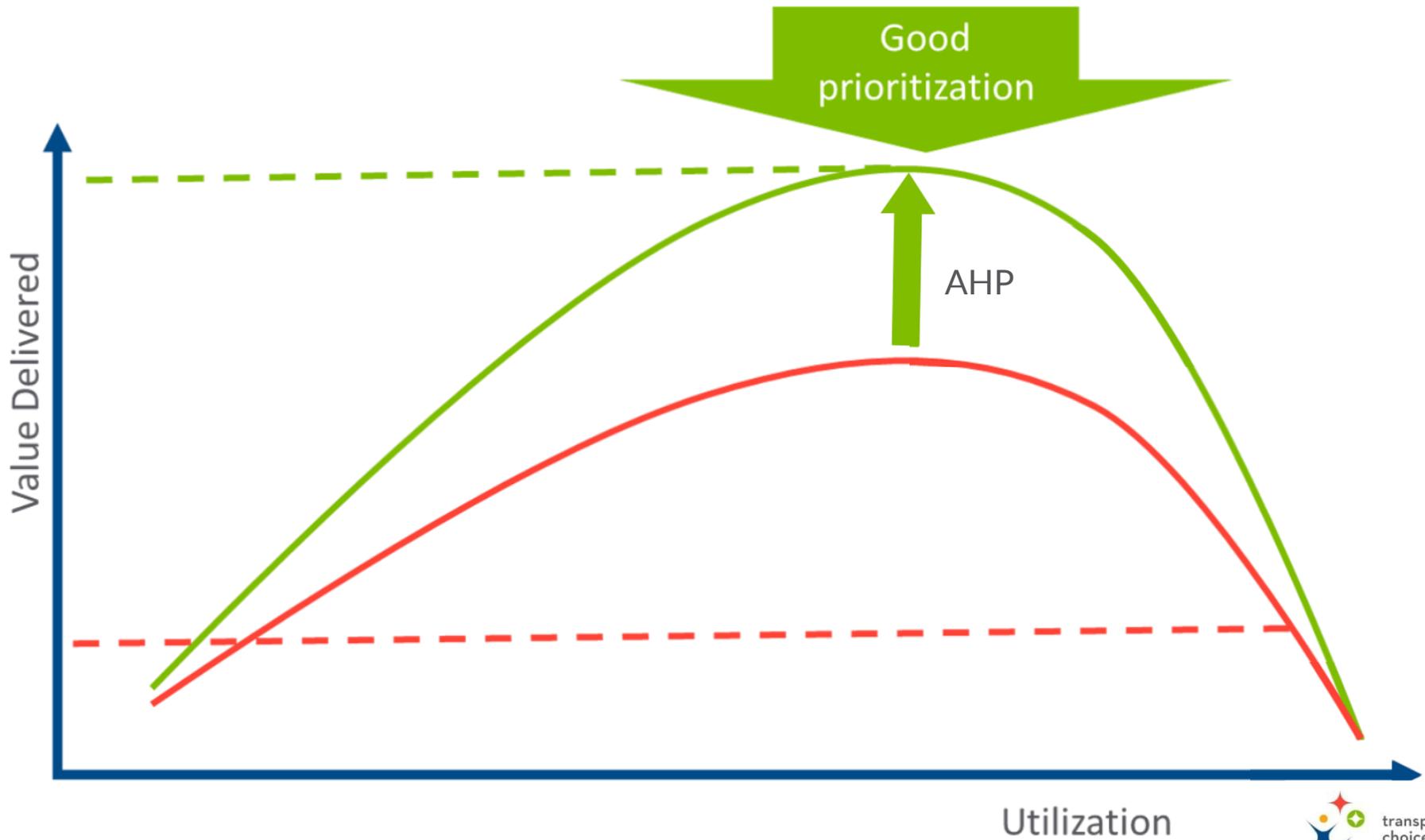
Project prioritization matters during project execution

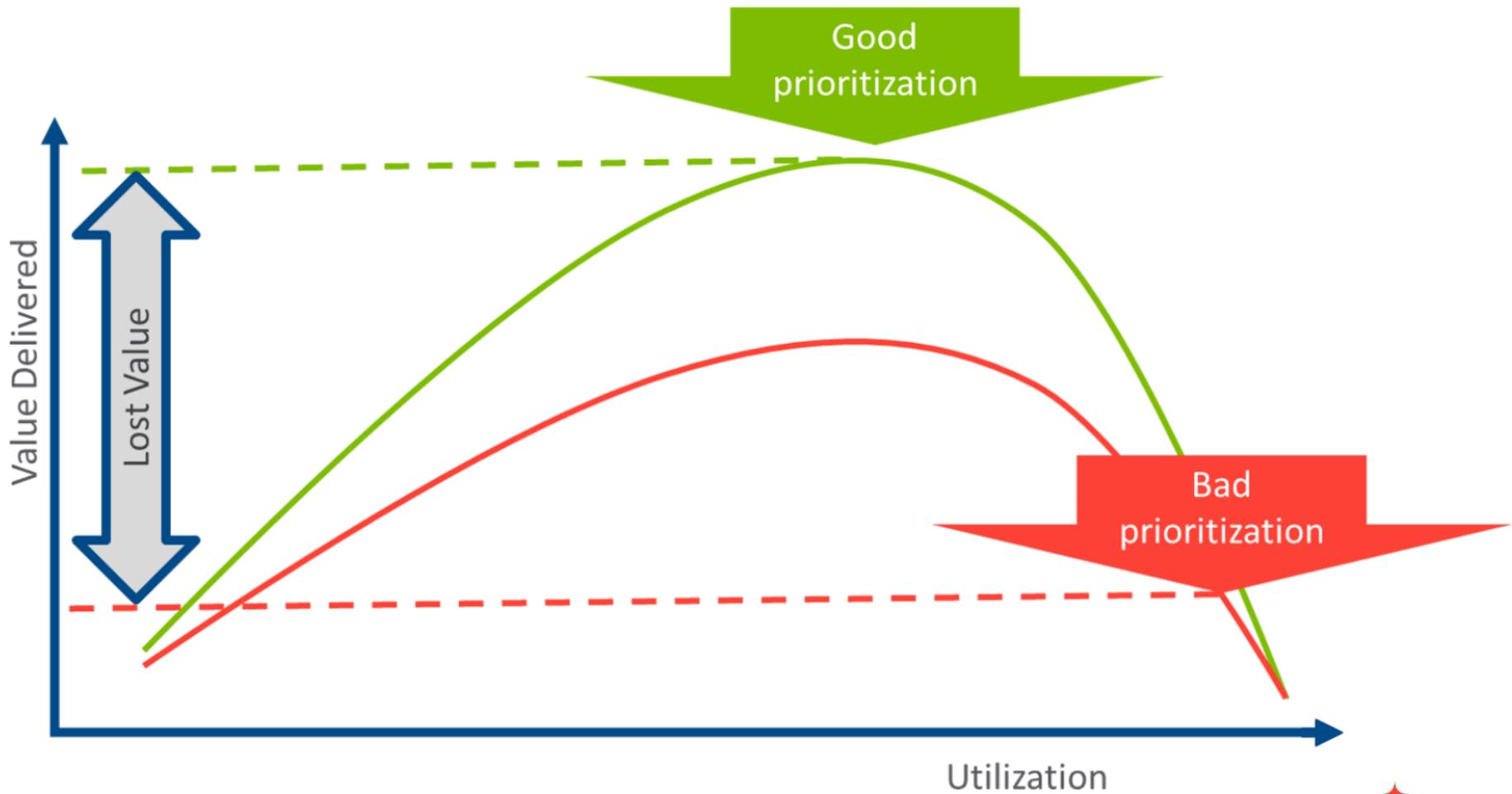
Putting it all together



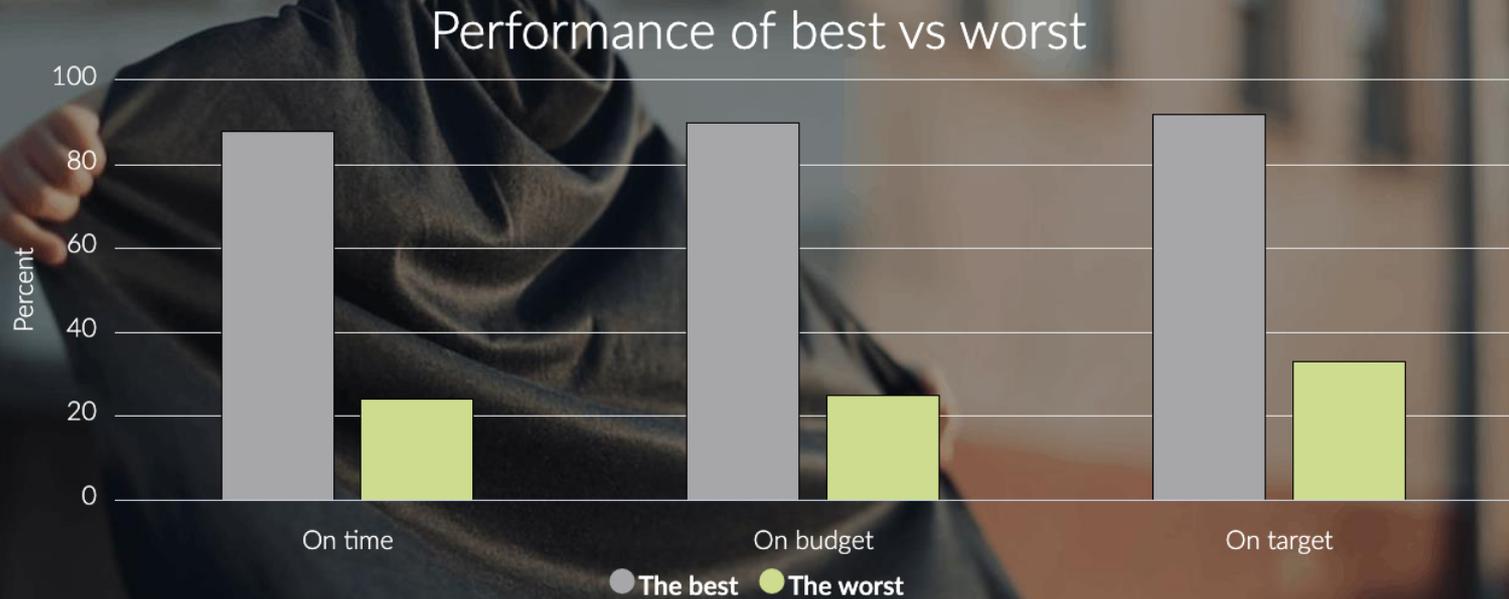
transparent
choice







What does a superhero look like?



Project prioritization lets these superheros work together



transparent
choice

AHP is YOUR superpower



transparent
choice

Learn more about your superpower

www.transparentchoice.com / Booth 60



The screenshot shows the website's navigation bar with 'transparent choice' on the left and 'Solutions', 'Resources', 'Partners', and 'Contact' on the right. The 'Resources' dropdown menu is open, listing 'Blog', 'Ebooks, Guides & More', 'Client Hub', 'Case Studies', and 'Upcoming Webinars 2021'. The main content area features the heading 'Free Resources' and the text 'Ebooks, guides and webinars to help you be more effective' next to an illustration of a person in a blue suit holding a tablet.

Stuart Easton
CEO

stuart@transparentchoice.com