

Profit from Projects

Method for
Improving the Financial Success of
Portfolios, Programs and Projects

a guide for
project owners, project executives,
project counselors, project auditors,
finance experts and everyone else who
is financial responsible for projects

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inspired by organizing five editions of
the Dutch Project Portfolio Management Annual Congress

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ISBN 978-94-90003-01-2

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Bilthoven, The Netherlands
www.psopublishing.nl

Cover: Patrick Bals, Voorzien design & web

Production: Ton van Vliet, Van Setten², Houten

Preface

Profit, financial success, is not always easy to measure! And not measuring is not knowing. In 2008 we are in the center the economic disasters in the world of financial institutes: the banking industry and the stock markets. Billions of euros seem to be lost in space. Complete banks have disappeared. Whatever the exact reasons for these disasters might have been, insane financial control should have been one of the causes. We might assume that all banks release a lot of successful projects but in the end the banks and their shareholders were not successful and faced discontinuity. High direct project revenues (sold mortgages) combined with high risk (on the final payment of loans) in the end made projects and banks performing very badly.

Money is an enticing, strong and magical power. If you can't handle it, money can destroy you. Change the money-paradigm, look at it as being energy in stead of matter and many problems become clear!"

George Parker, stand-up magician

In this book we present ways to improve your organization in defining and realizing financial successful projects. It has become a book about projects, programs and portfolios, about processes and roles, and IT-systems to produce the adequate and reliable information. It's not necessary to read this book from start to finish. You can start in any chapter.

Proper finance is a precondition for project success, just like the availability of critical resources, clear project ownership and well-defined project goals. Proper financial information during a project's start-up, preparation and execution is not a guarantee for project success. Adequate and reliable financial information is necessary for making the right (commercial) decisions at starting and during projects, to lead you to the success which adds real value to your organization.

Acknowledgements

I would like to thank all those who stood by and helped me with the writing of this book. Special thanks to Loek Meijers (ConQuaestor) and Arian Kaandorp (ATOS Consulting) who first encouraged and ultimately pushed me into writing the book. I'm indebted to those colleagues who have given me feedback concerning the concept, especially Harvey Levine (The Project Knowledge Group), Pieter van Bijnen (The PMO Company) for use of their articles and Gerard Geurtjens (Transavia.com), Helen Meijer (Getronics) and Marc van Gent (KPN) for their input. Further I would like to thank Fred van Willigen (The PMO Company), Bart Derksen (VKZ, Ground Exploitation Expert), Rob Stevers (controller at RIVM), Freerk André de la Porte (Adelpo), Henk Bellinga (Advitec) and Wim Lindner (film producer). And my neighbor, a chartered accountant specialized in "work in progress" and member of the Dutch Counsel for Accounting Standards & Annual Reporting, for connecting me to the rules of IFRS and GAAP. Thanks to Nikki Segal for advising me in spelling American English correctly and to Willem Lang for building the website!

Special thanks to those who inspired me with their presentations in our annual congresses on the topics of Project Portfolio Management and Project Driven Organizations. Thanks to all my clients over the last 25 years who gave me their confidence and shared their problems and challenges with me. Thanks to all software-suppliers who joined our portals P solutions.nl and PSA plaza.nl and provided us with examples of IT-systems they developed for the market. Thanks to *Projectplace.nl* for using their virtual project workspace to share my writings with the other experts in the team during the first stages of this book.

And special thanks to my family, friends and colleagues for giving me their time energy and patience.

I hope this book inspires many of you to improve your business and projects.

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