

# Project Proficiency Test

All companies lay claim to possessing a stalwart project delivery organization, or some variation of it. Most will hold up as evidence their policies, procedures, standards and decision-gate life cycles of one form or another. Consequently, all will deem themselves equipped and competent to undertake the industrial projects that come their way. But is this self-assurance warranted? The proof is in the track record! Consider first your newest industrial asset, then your strategy:

## About your asset

1. Is the asset resulting from your last project achieving the original ROI targets?
2. If no, was it possible to modify it to get there?
3. If yes, did the modifications deliver the ROI targets?

If you answer "no" anywhere, your framework has effectively left a whole lot of future earnings on the table, money that you will never recoup. The status quo is not an option for you.

## About your project strategy

1. Was your last project completed within budget and schedule (i.e. prior to turning over the plant to Operations)?
2. If no, were you able to justify the actual execution performance (cost and time)?
3. If yes, are you confident of executing the next project with at least 90% probability of success?

If any of the answers is no, the strategy is failing you. You are guaranteed to lose more money the next time around. Can you really afford to get on this train again?