

## You Have Projects to Consider

Are you having difficulty getting your project approved by your company management? Are you aware of the unknown, the risks, the competitive pressures and competitor moves, technology disruptions, and market trends? Do you have departments that are putting their own needs and wants ahead of those of Corporate? You are not alone. Developing a strong case for making investments in a project is not an easy task for anyone.

Your management wants to make sure they are getting a good ROI on their investment. How do you answer all of their questions, such as:

- Which project gives the best ROI?
- Which project delivers greater agility?
- Which project offers the best risk profile?
- Which project combinations make the most sense: A or B & C? A & B or C? Only A?
- What is the most effective project sequence?
- Are assumptions correct? How can sensitivity testing be done?
- How are both department and corporate objectives met?
- How are projects impacted by industry trends?
- Are all the factors being considered?

You probably don't have all these answers. You can give it your best shot, but there is a way for you to be more confident in your decisions. This is where ARC can help.

## Solutions That Accelerate Results

ARC offers consulting services to help you identify and promote "Solutions That Accelerate Results" (STAR Projects). ARC brings years of experience and market research to assist with your strategic project decisions. We are another voice on your team; a voice backed by research, an objective market view, and the experience of industry veterans.

ARC delivers expertise, research data, and a proven process to analyze projects and quantify the various aspects for

justification. ARC understands all the dimensions of analysis and will bring that vision to your team and strategic project. ARC also understands the follow-on steps and can assist with supplier selection after projects are approved.

## Project Justification Models

There are many aspects to project justifications. Which will you use?

- Applied Cost Model
- Lifecycle Cost Model
- Risk Model
- Operations Model
- Staff Model
- Predicting Future Costs
- Future Technology Impacts
- Competitive Risks
- Market Risks
- Threats to Production
- Opportunity Creation
- Agility Enhancement

## Find Out More

Our analysts study dozens of technology areas and have years of experience aggregated from their personal careers and the relationships they enjoy with technology users and suppliers from around the world.

ARC analysts are available for strategic projects, to deliver their expert, fact-based opinion in a confidential and personalized engagement. They have access to the world's largest repository of industry data, and they can collaborate with their peers to gain all the insights that you need for your strategic decisions. Expertise can be delivered on-site or through remote engagements.

Contact us at 781-471-1000 for more information and a customized services quote.

ARC can deliver in any area you have a knowledge need. Visit [www.arcweb.com/consulting-services](http://www.arcweb.com/consulting-services) for more information.

