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## THALIAPROJECT

MANAGING PROJECTS BY SUCCESS  
FACTORS

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**A focus on Success  
Factors for improved  
fulfillment of  
management  
objectives in projects**

### ThaliaProject's main features and benefits

- **success orientation** for effective, convincing processes in projects
- **predictability** of outcomes for informed decisions
- **common view** among stakeholders, for better executive support and streamlined reporting
- **continuous improvement** based on simple but scalable approach
- **team growth** through training, simulation, project analysis and post-mortem
- **immediate return** from scalability, easy setup and customization

For Sales Information:

**D Y N A P R O C**

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**ThaliaProject** is an innovative management tool that implements the **“Management by Success Factors”** principle: put simply, it helps project managers relate the business objectives of a project directly to a number of criteria – the success factors – known to influence their fulfillment.

### The problem addressed

Completing a project to **specifications**, on **schedule** and within **budget** are common business objectives. Why does it so seldom happen?

The IT industry’s record is disastrous, with more than 30% of software projects cancelled before completion, costing \$81 billion a year in the USA alone.

Most software projects suffer severe cost and time overruns, as well as missing features. Much of this is caused by the repetition, time and again, of the same well-known errors.

### How does ThaliaProject address this problem?

Starting from the project’s business objectives, ThaliaProject supports a hierarchical breakdown linking directly to the “components” of success: the individual success factors.

Success factors are those actions, behaviors and criteria, quantitative or qualitative, that impact on the top-level objectives. From a user-assigned rating of compliance at success factor level, the system rolls-up a project-wide assessment against each major objective, presented in a dashboard-like view.



This simple but effective structure shows the impact of project behaviors when they are decided, even if the effects may not actually materialize for months.

### Visibility and predictability promote informed decision-making and proactive management

Predicting, monitoring and reporting are only one side of the process success coin. For a process to be effective, it must be easy in practice to define and retrieve success factors and to record fulfillment.

The natural framework for this is the familiar life cycle model. ThaliaProject organizes success factors not only into a hierarchy of objectives but also in a life cycle structure.

### ThaliaProject’s dual structure of success factors allows a success-oriented, convincing and realistic process approach

The visibility afforded by this dual link helps the organization concentrate on the most significant success factors, making corporate processes as simple or as complex as the situation requires and in line with the degree of maturity of the organization.

Gradual sophistication comes as the organization matures.

