

**Manufacturing**  
Milwaukee, WI

**Employees**  
170,000

- Current state assessment and benchmarking to industry standards
- Coached leadership
- Designed a new project portfolio management process
- Implemented a pilot program to align current investments to the new strategy

## **Building Alignment with Enterprise Project Portfolio Demand Management Process**

Manufacturing client is a Fortune 500 global diversified company in the automotive and manufacturing industries.

### **CHALLENGES**

Client's IT project demand management process authorized projects as standalone investments without considering an overall investment strategy, financial constraints or resource availability. Resource and financial constraints extended project duration and delayed value delivery.

### **SOLUTION**

- Trissential's Project Portfolio experts assessed client's Demand Management practices and benchmarked these to industry standards. The team proposed a process driven approach to enterprise portfolio management, constrained by enterprise financial resources, prioritized by business impact and risk and governed by enterprise leadership
- Coached client leadership on the value of managing project demand from an enterprise perspective
- Designed an enterprise project portfolio process that aligned to enterprise strategies and developed investment structures that aligned to risk management, cost management and market facing investments
- Implemented a pilot program that assessed all client IT projects against a new strategy to implement an enterprise-wide ERP system to determine alignment with that strategy. As a result, some projects were terminated and resources reassigned

### **RESULTS**

Based largely on Trissential's recommendations, Fortune 500 client completed it's first cycle of IT Project Portfolio Demand Management execution, with buy-in and decisions made by an Governance board consisting of senior client leadership.

