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SharePoint Preparation and Diligence Over Three Difficult Years Results in \$2.75 Million of Cost Savings and Operations Improvements Identified

93 Projects Identified, 80% Can Be Completed With No-Code Solutions and Process Improvement

Home Builder / Heavy Construction Firm Emerges from Recession with Strong Basis for Operations Improvement

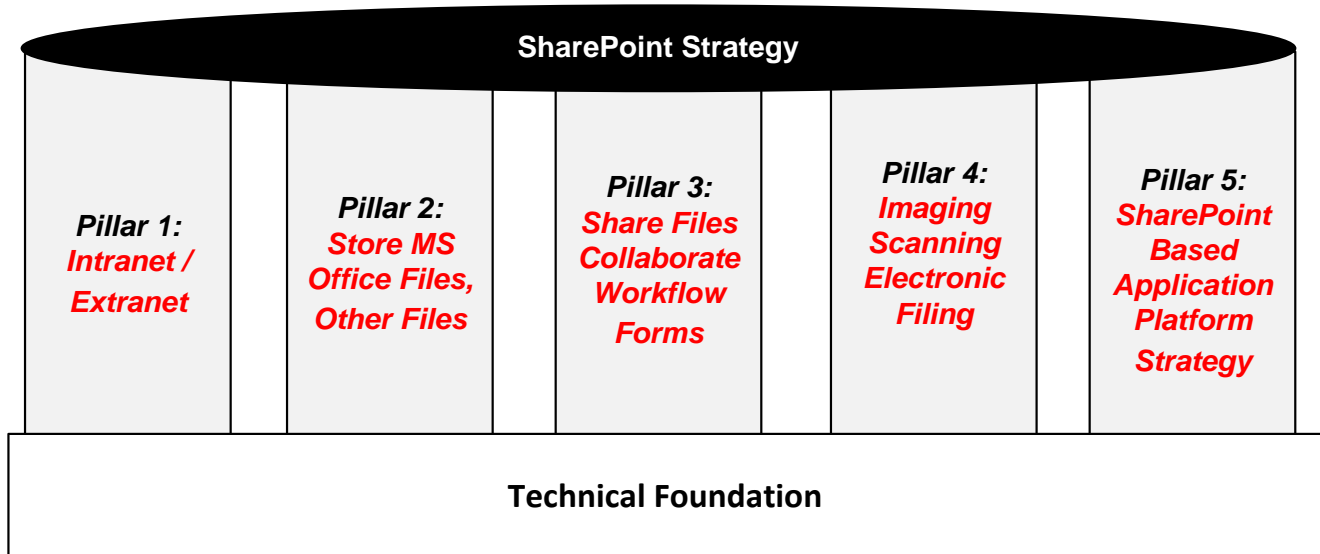
60 Power Users Engaged in Weekly Training (Out of 1200 Total Employees)

Process Simplification, Improvement: “No-Code Solutions” and SharePoint Fuel the Firm’s Goals

5 Pillars of Strategy, Payback

SharePoint is Not a Panacea – Initially Had Significant User Acceptance Problems Due to Complexity, Lack of Training, Creating More Work for No Benefit

By Tom Ingram, PMP, CMC(e)



This client, with about 1200 employees, suffered through the worst financial recession of our lifetimes and was doubly hammered by the downturns in home building and heavy construction. Through solid leadership and

conservative financial management the firm survived and has emerged as, perhaps, the strongest mid-size competitor in their industry. During the downturn the firm invested in SharePoint and the associated No-Code Solutions.

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Through difficult times, under-funding and innumerable struggles the firm has gotten through the hard part of the learning curve is now enjoying the cost savings and sales increases that result from the investment.

The firm has invested in simplification and process improvement which greatly benefit

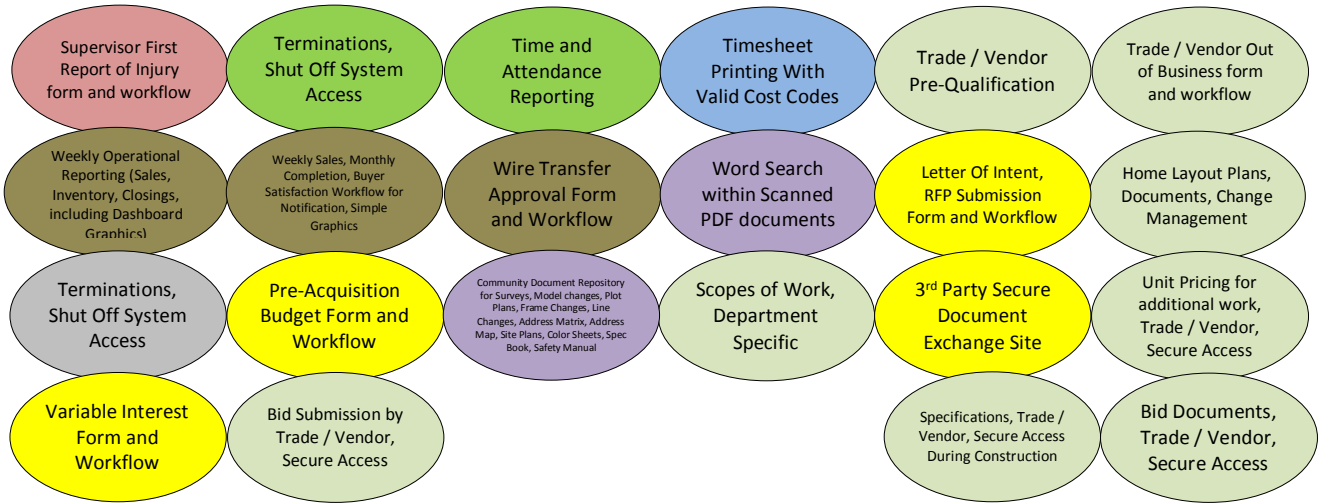
from SharePoint and No-Code Solutions tools because business people are able to create the systems they need – themselves – without waiting for the IT department.

The following “Bowling Alley” shows the detail and magnitude of where these paybacks are coming from.

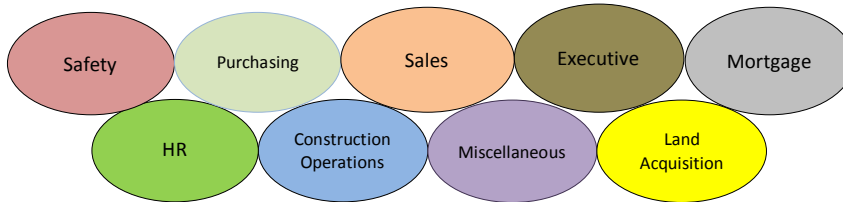
The “Bowling Alley” of No Code Solutions



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Color Code:



Concepts, Solutions, Illustrations, Examples

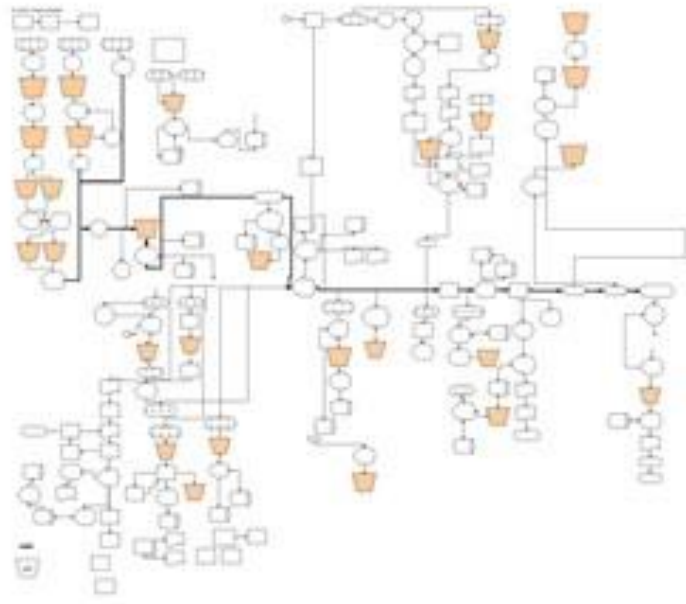
Click on the links below for examples...

- a) [Personnel Action Form and Workflow Automated in 20 Hours](#)
- b) [Roadmap to \\$2.75 Million Per Year in Savings and Operations Improvements](#)
- c) [SharePoint Navigation, Search, Design, Challenges with Circular Architecture](#)
- d) [Getting User Acceptance: Why Use Libraries, Metadata and Views Instead of Folders](#)
- e) [SharePoint 2013 Features, Benefits, Cautions, Migration Decision](#)
- f) [Advanced Project Management with SharePoint](#)
- g) [5 Pillars of SharePoint Strategy, Full Detail Report, Redacted](#)

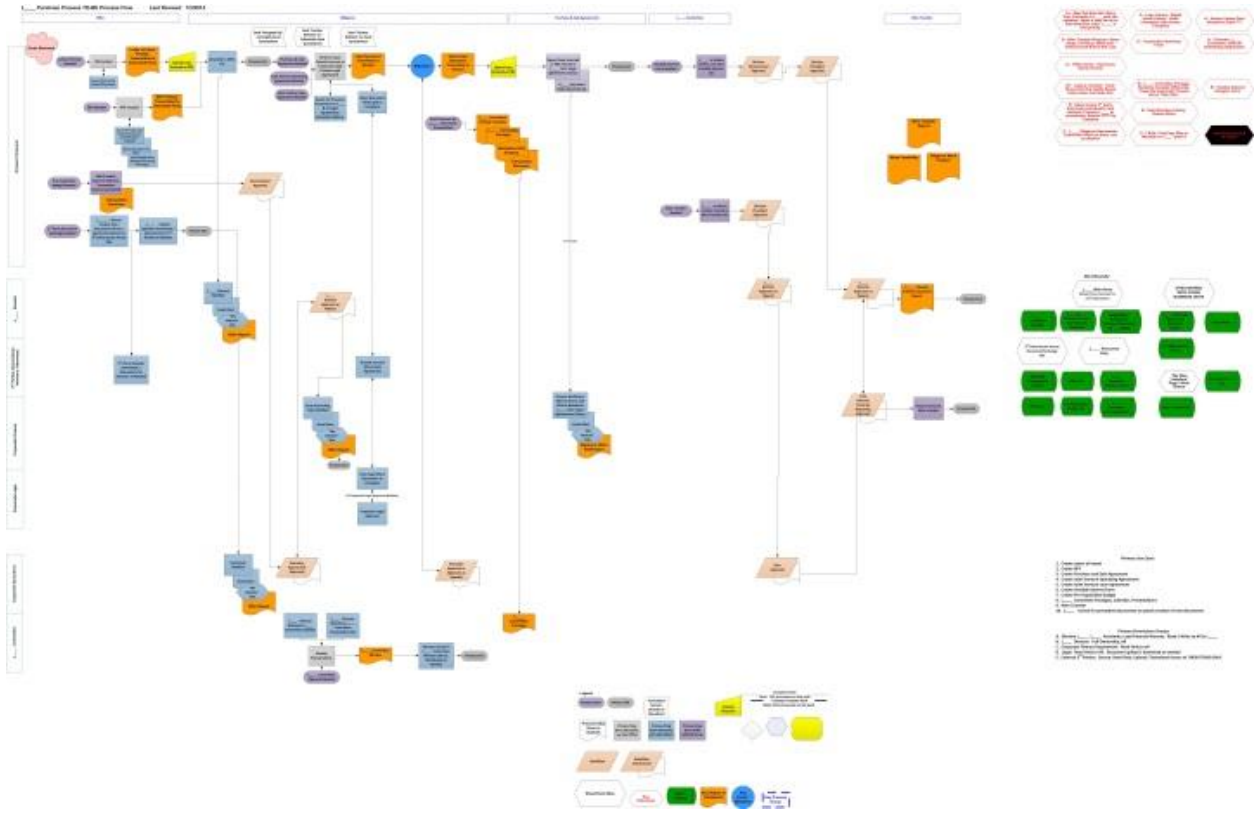
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h) Land Acquisition Process for Approving \$10 Million+ Deals

Before:



After:



How Cost Savings and Paybacks Were Estimated:

Each department in the business was interviewed and the large, high-impact applications were assigned a general estimated payback of \$250,000, \$100,000 or \$50,000. The highest payback areas dealt with large dollar amounts (\$10 million+ in several cases.) The consequences of one missed opportunity – or one mistake resulting

in litigation – were very large. When also including the labor cost savings, the general estimates are reasonable (though no attempt was made at thorough, detailed analysis, the findings are consistent with other Tom Ingram and Associates, Inc. clients.)

The “No-Code Solutions” Key Principle: “First, Try to Solve the Business Problem with “Excel on Steroids”.

I train business users to think of SharePoint as Excel on steroids. By attempting this approach to meet the business need first, several benefits arise:

- **1/3 of business problems will be successfully solved**
- **1/3 will result in defined processes, outcomes and prototypes for more advanced IT solutions**
- **1/3 of requests will go away on their own**
- **Prevents conventional IT problems: Scope creep, “we can program anything”, lack of user participation, undefined and continually changing processes, big bang approach to problems, lack of executive sponsor.**

** Success stories, client quotes and payback estimates are provided as general illustrations of past performance and represent summaries of long term, complex efforts. They are often used to teach concepts and lessons learned, and may have been simplified considerably. Estimates of financial impact are estimates only, and not intended to convey exact financial information. Some have been altered to protect confidential information. We ask that prospective clients contact our references and request specific details of relevant success stories prior to any decision to use our services.*