# Consultative Biz Approach (CBA)
## for
## Computer Project Management and Associated Risks…

**January 2013**

**Risk** is an integral part of every consulting engagement. Clients hire contractors / consultants not just for their expertise, but also to eliminate certain obvious risks, minimize, and to share project risks.

**In offering computer networking solutions and services, technology solutions and services, we observed that projects and associated** risks form the background for movements continually rocking the consulting / contracting community.

**Globrocks** offer a continually improved, flexible **consultative procedure**, to reduce and/or share project risks; minimize overhead costs of Systems Consultation, while **leveraging technology costs**. *The rate card business [based on a fixed hourly rate] has been moved to engagements and business focused around sharing in the value created, or not created.*

## We have Two Modules, they are as follows:

**1. Typical risk/reward pricing scenario and,**
**2. Gain-sharing or value-pricing agreement.**

**Globrocks** have used the Typical risk/reward pricing scenario in many cases, whereby, Globrocks presents the client with a **Best-Case, Expected-Case**, and Worst-Case estimate based on a **Globrocks thorough understanding of the EXPECTED results with affirmation of Expected results based on the expected results.**

Globrocks make recommendations from a **comprehensive people-oriented Business Technology assessment, the business processes,** and **needs of the clients based on the Vision, Mission, Goals, Values, Culture and Strategy of the Business.** Globrocks will then Offer a firm-fixed price based on the expected case, and will agree to reduce that fee by some amount if they come in at, or over, the worst-case estimate. The client will agree to pay some financial reward if they can hit the Best-Case estimate.

The **'Typical risk/reward pricing scenario'** approach is negotiable, though may not apply or add value to some projects. It is very advisable to consider using it whenever possible. It is however, focused on providing a **first rate service as well as an incentive to Globrocks** to work more efficiently and manage the projects very closely.

**In order to 'Execute Your IT Projects Efficiently with The Right Stuff, The Right People, The Right Skills, The Right Way,' Globrocks shall take 'Action' and 'Execute' in the following set pattern:**

## Briefing, Planning, and Strategy Phase

Gain a Solid understanding of the scope of the project, obtain **background on the business units** and project type presented, and *establish the most efficient and cost-effective manner for meeting the expectations* of the project sponsor. Globrocks will **develop** and document clear scope and set of expectations to offered solution that fit the client. Project Auditing measures will be determined, and **criteria for success will be agreed.**

## Systems Analysis Phase

Globrocks goes into a very important phase of the project to **perform exhaustive business** and **systems analysis** to determine requirements that are expected in the project deliverable(s).
*Globrocks must truly understand your existing **teams**, hardware, software and network systems, review all project-related documents, tools, findings, and recommendations and map them to the project plan, tasks and major milestones, while ensuring that project is within the area of Globrocks expertise.

## Architecture Design/ Infrastructure Phase

Globrocks will work closely with the organizations Business and IT teams to determine a globally compatible and **valid** systems architecture/design and **valid migration path** (as applicable) with emphasis on **unique environmental variables.**

## Scope of Work/Budget/Pricing Phase

Globrocks will proceed quickly to determine and agree with client on a complete budget range that includes cost of hardware, software and labor that may include the best, expected and worst case scenarios from project requirements and expectations. Globrocks shall agree on payment terms and set realistic deadlines and budgets.

## Practice Change Management Principles & Processes Phase

Globrocks realize that project plans are roadmaps and often detours come about. Globrocks shall be prepared for them before they happen. Globrocks shall set the tone and realistic expectations for the technology for the client and ensure it is well understood.

## Testing/Pilot and Development Phase

Globrocks shall now determine need or requirement to setup a pilot group and/or test system

prior to deployment in the production environment and shall educate client as needed on it's progress.

## Procurement Phase

Globrocks goes into a very **active state** on the project to **establish the final time line** for the purchasing and arrival of all the required equipment and update client of timeline from vendor a channel partner supply chain situation with arrival dates, the entire project timeline.

## Implementation/Deployment Phase

Globrocks begins systems installation and setup begins. **This process will not be interrupted will focus on criticality of project management disciplines** while managing scope creep strictly within schedule and budget.

## Documentation Phase

Globrocks shall perform complete documentation of your entire system that will include a **network** and **website layout diagram** and **logical connectivity**, user names and passwords as needed.

## Training / Coaching Phase

Globrocks will now train users of the new systems and hold a brief meeting to ensure they understand it and are able to use the new system. Globrocks shall also offer training to your Computer/MIS person(s).

## Close Project Phase

Globrocks now holds a final meeting to tie up any loose ends. Use project check list for a sign off and close project file. *Through-out the engagement, we ensure a Business Technology Solution, and Solutions that will support your business for a measurable return on Information Technology Investments us our Globrocks Global Business Technology Services.*

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