

eclipse

Client Case Study: Eclipse Blinds: Impact of PPB

Prior to Eclipse investing in the Project Planning training, how had projects generally been run and with what success?

Typically, projects were led by the Product Manager or the Marketing Manager with assistance from the Management and Director Team. Projects were driven and led by experience rather than by a structured methodology. While running our projects, we would encounter problems, some that were foreseen, others that weren't and at Eclipse we have a great ability to react and find a solution as a team to overcome the problem. However, this did have an adverse impact on our timeline and budget on some projects.

We were also a bit guilty of not investing enough time to debrief on projects. The new methodology really helps to close the loop and enables us to carry our learnings to the next project.

Why did Eclipse come to the conclusion they needed training?

While we recognised the shortcomings of our Project Management, we continued to repeat the existing process with more emphasis on delivering the project on time and on budget, however we nearly always ended up with the same result, albeit with some improvement.

It was clear we would benefit from taking a more structured approach to project management.

How did you find the training?

We found the training to be well delivered, interesting and mind opening, in particular in relation to considering the interdependency of tasks or rather that tasks weren't dependant on each other. We also welcomed the introduction of a structure to our approach, seeing that that methodology would help us avoid the same pit falls as before through assigning clear responsibilities and having a clear timeline to manage.

What have you changed since training?

All significant projects are run using the project management methodology with key focus on:

- Selecting an appropriate Project Manager – in many cases from out with their normal remit
- Selecting the correct project team and assigning roles and responsibilities
- Identifying at the start of the project all tasks we will need to complete during the project
- Using the dependency chart planning to make sure tasks are scheduled to start as early as possible
- We have also commenced debrief/review phases where we have documented all of our learnings, some to be reviewed prior to the next project and some to be taken forward as general learning for the business to improve our infrastructure and processes

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What are the benefits to the business? (cost savings? Timely delivery of projects?)

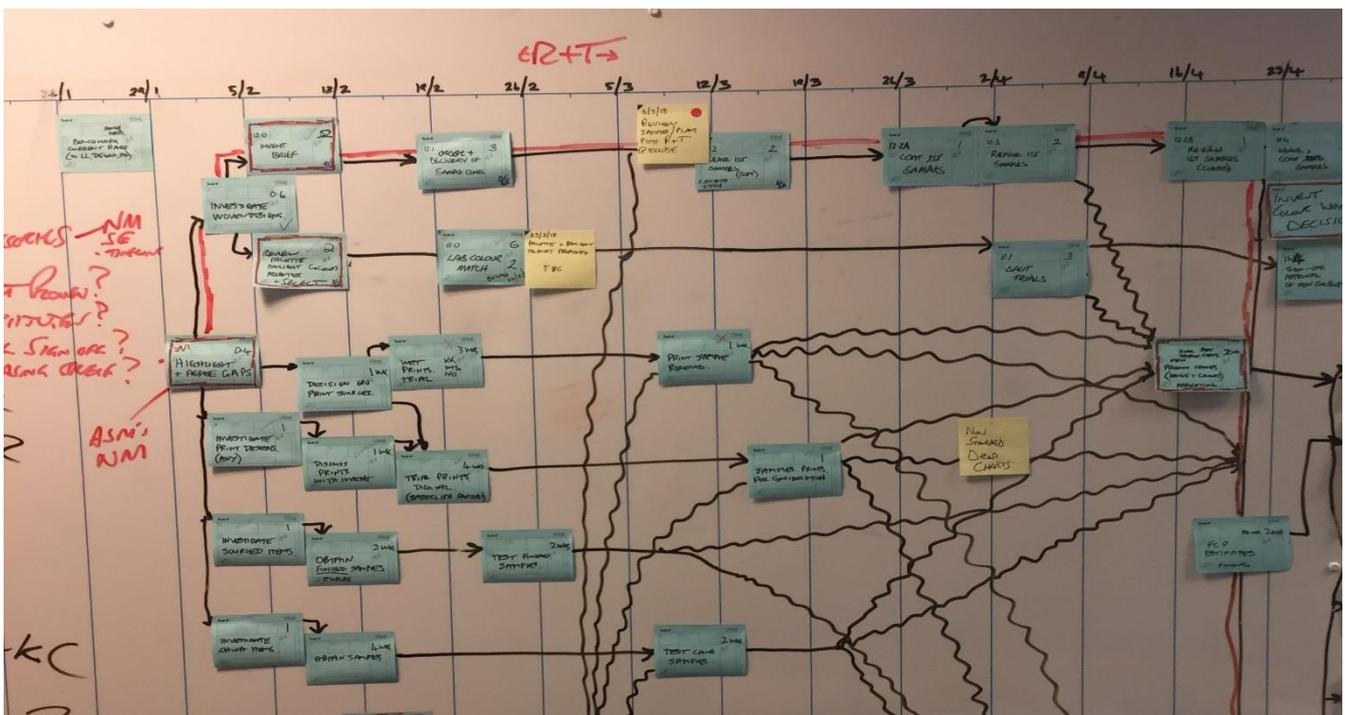
- We have become more forward thinking, in particular learning that we need to start projects earlier if we are to effectively deliver on all of our objectives
- We are being more inclusive from the start of the project, making sure that all key stakeholders are engaged in the project and know what their role and responsibilities are
- We communicate better interdepartmentally
- Through planning ahead, we are starting to recognise our resource restrictions and we can then plan accordingly, rather than panic when we get there
- We are starting to see an improvement on delivering projects on time and on budget, however we recognise that in order to be more successful in this area we must start projects earlier

Have you an example of a recent project where you have used the PPB methodology with great success?

Since the introduction of the project planning methodology we have seen a number of benefits to the business as noted above, which we view as a success.

We also feel that all projects run using the methodology have been more successful as a result of the utilisation of the new process.

In January 2019 we launched our new Style Studio Roller & Vertical Collection, this collection represents around 40% of our turnover and is pivotal in the success of our business. This was the first project in the business to use the project planning methodology and despite this approach being new to the business, the project team and the wider business embraced the process which contributed greatly to the development and delivery of a great fabric collection to our customer base. Following completion of the project we have completed the review phase, which has enabled us to gather important feedback to be used for future collections.



Contact us now for more information

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