



WHAT we delivered...

Providing Clarity

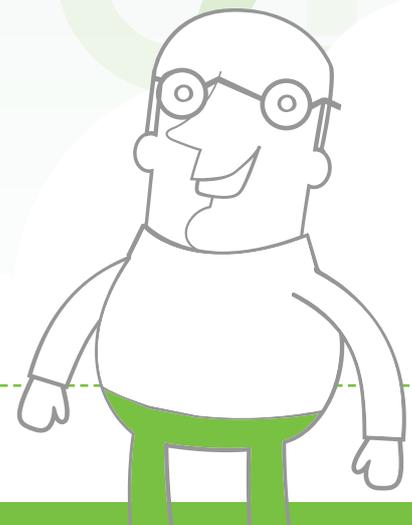
- Providing clear methodologies and services and ensuring smooth transition from one stage to the next
- Providing clear roles and resources to support the project, as well as communication throughout, to key stakeholders

Ensuring Flexibility

- Ensuring appropriate and flexible levels of control are implemented for key stakeholders
- Ensuring the provision of a compatible solution with company's existing software

Guaranteeing Success

- Guaranteeing the merging of methodologies and the incorporation of appropriate software to support long term usage
- Guaranteeing support and guidance from the start, to assist the Project Manager with execution and implementation



HOW we delivered it...

The Pharmaceutical sales and distribution business wanted to set up and implement a Salesforce CRM project called 'iConnect'. As this was part of a global roll-out, it was essential that this project was managed **effectively and efficiently**.

Asq provided a **range of services** to deliver this project. This included; Project Management Office (PMO) Consultancy, Project Quality and Assurance, Project Management, Change Management and Testing resources.

The customer expressed a preference to use existing templates and integrate its own implementation methodologies.

Further to a PMO audit, Asq recommended Prince2 to be the overarching implementation

methodology and Agile methodology for the software development part, and incorporate their own document templates throughout the project.

Asq engaged a **full-time, dedicated Project Manager** to oversee this project; accredited and experienced with the Prince2 Methodology. Agile was delivered directly by the Salesforce and vendor teams for customised software requirements. The creation of a SharePoint site allowed the project team to interact easily, as well as **share resources and make recommendations**.

All risks were **assessed and reviewed** through a steering committee, to ensure that the mitigation and contingency plans were addressed comprehensively.

WHY we were the right solution...

- Asq provided a **structured and strategic solution**, tailored to the customer's needs, ensuring that they were always supported by **an experienced and well-trained Project Manager** throughout the process.
- Asq made sure that the project was well supported by a core team of specialist managers delivering **expertise**: these managers ensured that the customer was kept fully informed and **communicated** clearly with their team members at every stage of the project cycle.
- Asq ensured that the solution it provided was **flexible and compatible** with the customer's existing software and templates, to ensure a **smooth transition** and to provide a platform that users were already familiar with.

Let's arrange a coffee...

Call us on

+61 1300 768 658



Success through clarity and flexibility