

preventIT

DEVELOPMENT FAILURES

- **MORE THAN 50%** of all capital spending by American companies is for information technology.
- **70%** of all information technology projects fail because they are late, over budget, and/or do not meet business needs—draining your company's valuable resources.

Gerald Hoffman Company (GHC) has researched these failures and developed a proven methodology for preventing them. Based on real-life situations, spanning every industry, corporate and entrepreneurial business, Meta Planning embraces this universal purpose: *Use IT resources effectively and efficiently.*

ITresources

EFFECTIVE & EFFICIENT

Meta Planning is exactly what its name implies: IT project planning that builds on your current project planning system. GHC helps apply your strengths, overcome your shortfalls, and explore outside influences that cause most IT project failures. Meta Planning enables you to:

- **Analyze project failures beyond finger-pointing.**
- **Identify causes of project failure in your own organization.**
- **Build programs that mitigate the causes of failure before the failure occurs.**
- **Integrate mitigation programs into your project planning processes.**
- **Monitor the results of your Meta Planning work.**

**WHEN YOU MASTER META PLANNING,
YOU WILL PREVENT IT FAILURES**

deliverSUCCESS

With customized Meta Planning for each client, GHC teaches strategies you can use now—and for years ahead, as your company evolves. You'll benefit from a variety of delivery methods that allow you and your staff to reinforce the approach, including:

- **Consulting on pilot projects**
- **Workshops & seminars**
- **Self-study workbooks**

definesUCCESS

For a personal consultation and details on how Meta Planning can improve your IT development, call The Gerald Hoffman Company.

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