



Benefits realisation

Real deliverables, not just theoretical plans

The NHS is undergoing a period of intense change, in order to meet the challenges presented by reform and transformation of the Health economy. The current emphasis and focus is very much about the 'delivery' of putting theory into practice.

In these difficult times, it is more important than ever before for NHS organisations to ensure investment and delivery result in real benefits. Sadly, all too often projects are deemed successful based on the implementation of the plan alone, rather than when the benefits have been realised.

You've delivered your project on time and within budget. Job done. If only it was that easy! Documented reports and management literature indicate that up to 75% of change initiatives fail to achieve their objectives.

How many successful projects have you been part of, which have fully realised the intended benefits?

Unfortunately, the answer to this is probably not many. More often than not the term 'benefits realisation' is more talked about than actually put into practice.

Given the enormity of the challenge faced by the NHS and the sheer scale of change, health organisations cannot afford to deliver without realising the benefits and must go beyond the theory.

Projects that fail to deliver benefits

Despite huge investments in time and money, many programmes and projects do not realise the intended benefits. The key reasons for this include:

- Poor alignment with strategic goals and priorities
- Overly optimistic estimate of benefits and change readiness
- Benefits used to justify a solution – rather than the solution coming from the required benefits
- Benefits are defined poorly within the 'case for change'
- Focus becomes delivering the 'technical' project plan rather than whether the project plan is delivering the benefits expected
- Organisation does not learn lessons from previous projects
- Benefits are not tracked through the whole project lifecycle

The solution to overcoming the challenges is through applying a comprehensive Benefits Realisation Management (BRM) approach, which ensures benefits are considered and managed through the whole lifecycle of the project.

Our approach

Our BRM approach combined with good programme and project management skills provides a robust methodology to ensure real, measurable benefits are realised.



Our style is 'hands on' and very practically focused, we believe in rolling our sleeves up and working with you to ensure benefits are actively managed through all stages of the change and real sustainable benefits are achieved.

If this sounds like the type of support your organisation is seeking, please get in touch for a further discussion around how our specialist team can help.

For more information about how RSM Tenon can help you achieve your intended benefits, please contact:

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