

Breakout no 3 – SC group – raw output

What are the benefits that PPM can bring to your organisation?

- Types of benefits?
 - Reduce period of time in production
 - Financial (reduced costs)
 - Meeting specification requirements (agreeing Acceptable Quality Levels)
 - Increased consistency from suppliers
 - Getting it 'right first time'
 - Lessons learned
 - Lowering risks (customer and supplier)

- Organisations interested?
 - National Mapping Agencies
 - Utilities
 - Anyone with a requirement on location based data
 - Statistical surveys
 - Highways
 - Other industries?

- To whom is PPM an advantage?
 - See above

- How can PPM be organised to succeed?
 - Identification of ownership
 - Leadership (good management)
 - Willingness to invest in (through identifying long term benefits)
 - People
 - Training
 - Specification
 - 'Club' or group of stakeholders with opportunity to join
 - Open source collaboration – sharing free
 - Stakeholder buy-in
 - Learn from other industry Standards (other examples)
 - Identify best practice examples (case studies)

- Do the customer and supplier have the same perspective/benefits?
 - Not same perspective but there are common agreed benefits (customer and supplier)
 - Suppliers
 - Cost reduction, if suppliers costs reduce margins are improved
 - Less rework
 - Speedier throughput
 - Remove fluctuations in staffing levels
 - Customer
 - Obtain product required (cost, time and quality)
 - Shared
 - Shared confidence
 - Greater clarity in risk management (mitigation)

- Less risk of work not being accepted
- High investment cost could increase the risk! BUT.....
- Keep level (of PPM application) in proportion (with requirement)
- If investment is high with one customer there is a risk of major variation and significant drop in work
- Share risk through partnership (A current perspective - Customers share risk whilst Suppliers have risk 'dumped' on them)
- Better service
- Start-up delays reduced through partnership