

LAUNCH A MULTI-MILLION DOLLAR PROJECT ON TIME



Challenge

- A Top 25 Pharmaceutical organization planned to implement a large, enterprise technology solution with a project team located around the world.
- Additionally, the Vendor had a small team of people committed to the project, adding an extra layer of uncertainty and risk to the project.
- The client called ProPharma Group for a Project Manager who understood the complexity, uncertainty, and risks associated in collaborating with a vendor for a large-scale enterprise technology implementation.
- The Project Manager needed to hold both the project and vendor teams accountable for their responsibilities while making actionable progress on the project.



Solution

- We worked with the client's business leads to understand their current state, expectations/needs, and desired future state. Then, we provided the right Project Manager for this project – a Project Manager capable of leading this +\$20 million project to a successful outcome.
- The Project Manager organized a project structure that would ensure client's internal alignment. Next, they implemented that structure to help set expectations with the vendor.
- Additionally, the PM provided a clear and professional communication strategy along with a plan to escalate any issues with the vendor.



Results

- The Project Manager successfully managed the complexity, uncertainty, and risks pertaining to this project with these key components:
 - Develop a clear project structure.
 - Enable the client to implement the business process and system requirements according to the client's controlled document procedures.
 - Keep the vendor accountable for their responsibilities necessary to successfully complete the project.
 - Establish a clear communication strategy and plan between the client and vendor team members. Frequent and regular interval communication was essential to the success of this project.
- As a result, the project team received a drug development award in recognition of their success.