



Successfully Managing Complex CI Projects

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The following are the flipchart notes captured during our session. Thanks to all who participated!

- Michelle and Steve

Table 1: Safety company, Products – personal, workplace

- Description
 - Each product, pricing compared to competitor
 - Ad words
- What went well
 - Best product order – learned from Ad
 - Leadership – each product manager had control, accountability for quick decisions
- Challenges
 - Go live was not smooth, learned from mistakes, updating
- No solution
 - Situations where there was no match for the product (price-wise)
 - Some budget issues

Table 2: Xerox versus HP

- Description
 - Tech level
 - Why HP was better
 - four-person, six sigma
 - Hands-on product research

- Went Well
 - Have proof case – enabled senior leader buy-in
 - Phased approach with releases, prioritize
 - 14 goals came from analysis

Table 3: Project NOT successful

- Description
 - CI Landscape project
- Went Well
 - Deep buy-in across CI team
 - Organizational interest with stakeholders
- Challenges
 - One man's idea
 - No stakeholder meeting
 - No strategy meetings
 - Opinion-based, bias?
 - Multi-week project + read-in the VP + people dropped out of one scheduled meeting
 - Concerns bubbled up from 20 minutes before the presentation
 - Told not to pursue
 - No corporate alignment

Table 4: Army contract

- Challenges
 - Fragmented information
 - No clear direction
 - Stakeholders did not want to hear that the competitors were better

