

Taking the Helm

A new leader in Australian project delivery

In business, realising great results often comes down to successfully managing projects. Now before you go into a mental seizure, there's a reason why project management has been known to inspire fear among even the most talented – it can be very complex and trying!

That's part of the reason why, in just 10 years, Sydney and Melbourne-based firm Helmsman has become an Australian leader in project advice, providing indispensable project analysis and advice.

With a deep research based understanding of what drives project performance, Helmsman has supported many of the country's most prominent organisations to deliver some of Australia's largest and most challenging programs across industries such as Government, Defence, Finance, Telecommunications, Logistics, Energy, Utilities and Mining. Helmsman has provided advice on projects such as the Tiger, Australia's new attack helicopter, a \$2 billion project.

With more than 200 areas of project delivery measurement, the company has built a reputation for its analytical rigour in terms of assisting with positive project performance. Helmsman partners with IBM® because, naturally, projects can span an entire organisation touching on service delivery, IT, business processes, warehousing – and so on.

As Bruce Ferguson, Helmsman International Group CEO, says, "Where an organisation like

McKinsey has a niche in deep business strategy, Helmsman is seen similarly, but as an intensive project management specialist. Because we also help clients with the business case for a project, this will often involve advice on IT requirements. Where appropriate, this could include recommendations for leading-edge IBM hardware and software architecture."

Speaking of requirements management, this area is emerging again and again as a major determinant in benefits realisation and the quality of project outcomes, according to Bruce Ferguson. A continuous process throughout a project, requirements management is the practice of documenting, analysing, tracing, prioritising and agreeing on requirements and then controlling change and communicating them consistently to relevant stakeholders.

Helmsman recently redefined the project requirements for a major financial institution, which was struggling to diagnose why project performance was so poor. Helmsman helped identify six weak areas including IT, then provided the direction needed to address these issues. 18 months later, this client is on the way to project success, recording much more positive outcomes.

Get involved in major Australian project management research

Helmsman has recently received a government grant to work with Sydney's University of Technology to undertake a major research endeavour. The aim is to create a framework that will help all Australian organisations to decide on exactly what aspects of project management to invest in.

If your organisation would like to be a part of the research and share in the key findings, then contact Helmsman via 02 9922 7069 or email jeroen@helmsman-international.com

