

Projectivity @ Improvance





Projectivity

Projectivity allows you to implement a balanced strategy for reducing costs and time as well as for improving quality based on best practices of Project management and Knowledge Management.

Projectivity offers all the tools necessary to manage your project in an integrated way:

- Planning
- Control
- Resource Management
- Document Management
- Events Notifications
- Collaborative tools

Improvance

Improvance is a leading consultancy company in the Italian pharmaceutical market.

Improvance provides consultancy services in the following fields:

- Sales and marketing
- Logistics and Distribution
- Manufacturing
- Human Resources

For more information on Improvance please visit www.improvance.it

Objectives of Projectivity@Improvance

Improvance is a *knowledge intensive* and *project oriented* consultancy company. At Improvance each *engagement* requires the start of a new *project* which objective is to transfer *knowledge* to the client.

Improvance puts in place different management methodologies which are based around well defined company and business processes. Improvance aims to:

- Capitalize the value of its company knowledge
- Organize its processes around the needs of its clients and of the market
- Efficiently manage its offer cycle
- Efficiently manage its billing cycle

The objective of the Projectivity@Improvance project is to use Projectivity to provide a solution for the implementation of management processes within Improvance, leading to a global optimization of its daily work.

The Project

The typical cycle of implementation of a Project and Knowledge Management solution based on Projectivity is as follows:

- Analysis of the needs
- Definition of the Framework
- Deployment of the solution

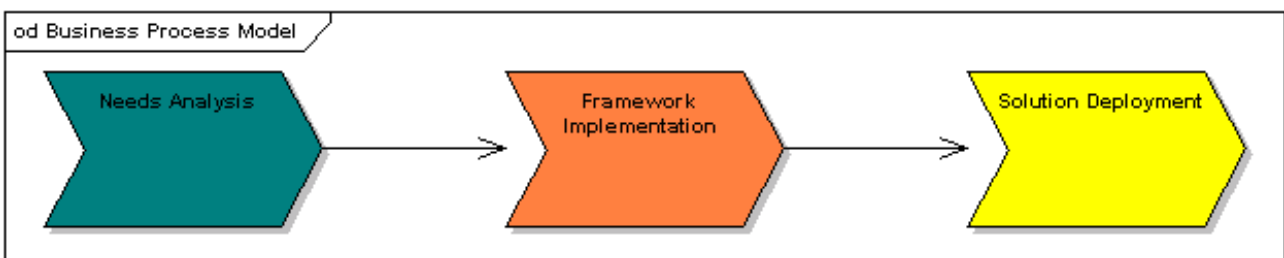
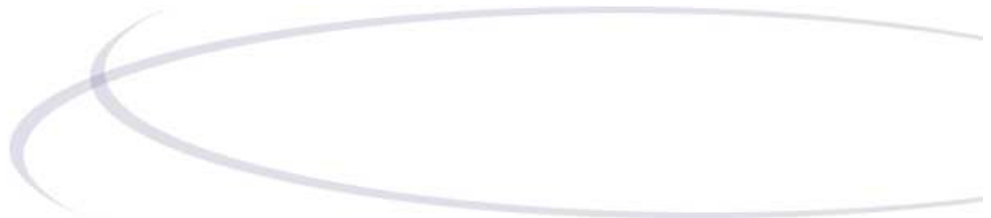


Figure 1: Lifecycle of an Implementation Project



Understanding the Needs

Analyzing the needs is done through a methodology developed by SoftInstigate's research department called MENTOR.

The aim of this phase is to create a *Framework*. A framework defines all the major aspects of interests in the processes of the company:

- The *structural organization* of the company
- The *processes* to implement
- The *document templates* that need to be automatically associated to activities
- The *roles* defined in the company and its projects
- The *event notifications* to be sent automatically

Defining the Framework

Once the needs are well defined, the implementation of the solution is simple and easy and is done through a visual tool. This tool assists the creation of the framework.

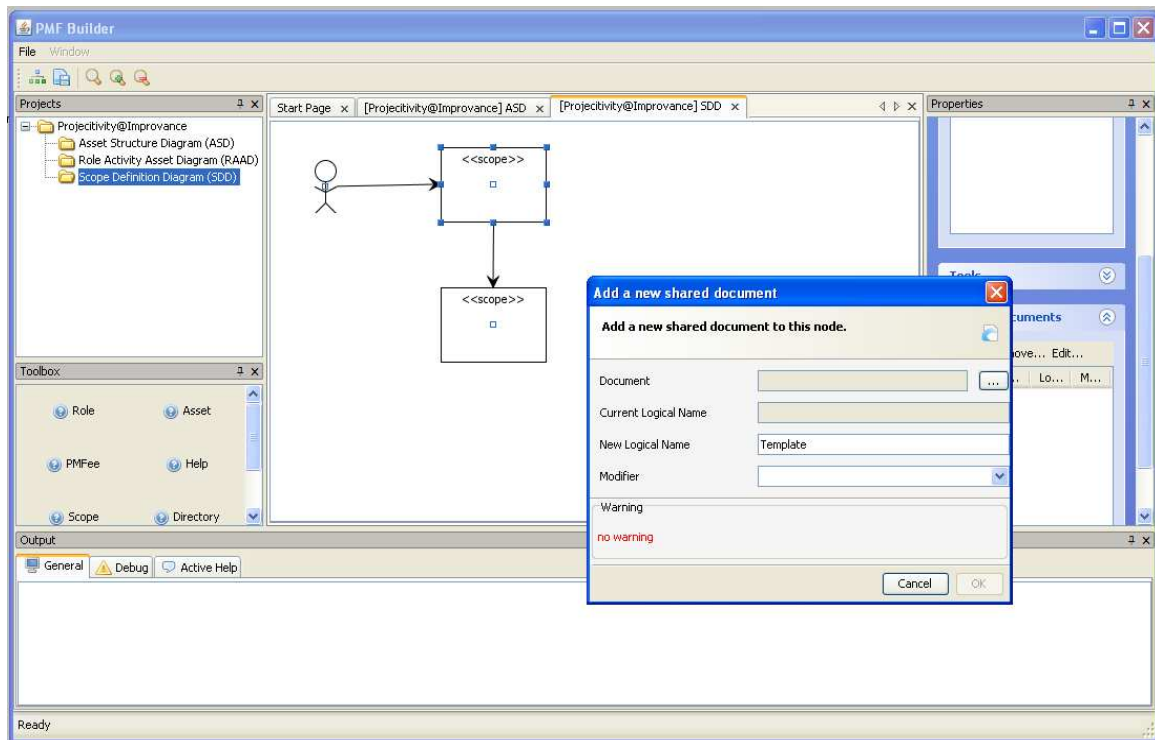
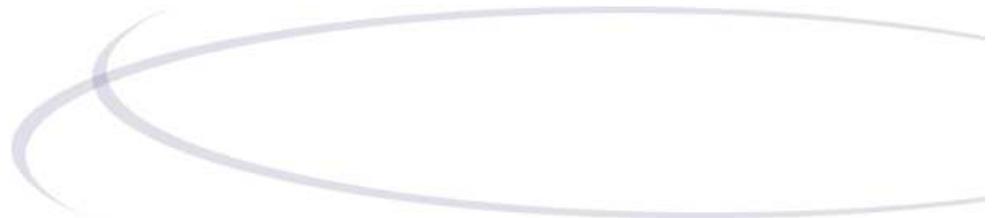


Figure 2: The Framework Builder, The analysis tool for Projectivity



It is important to note that the actual creation of the framework is quick and easy and can be achieved very rapidly once the needs are defined. In terms of the Projectivity@Improvanco project the analysis phases were completed within 2 weeks.

Deploying the Solution

The deployment phase includes the installation and configuration of the Projectivity server. Thanks to the technological innovations on which Projectivity is build this phase only required a single day of work.

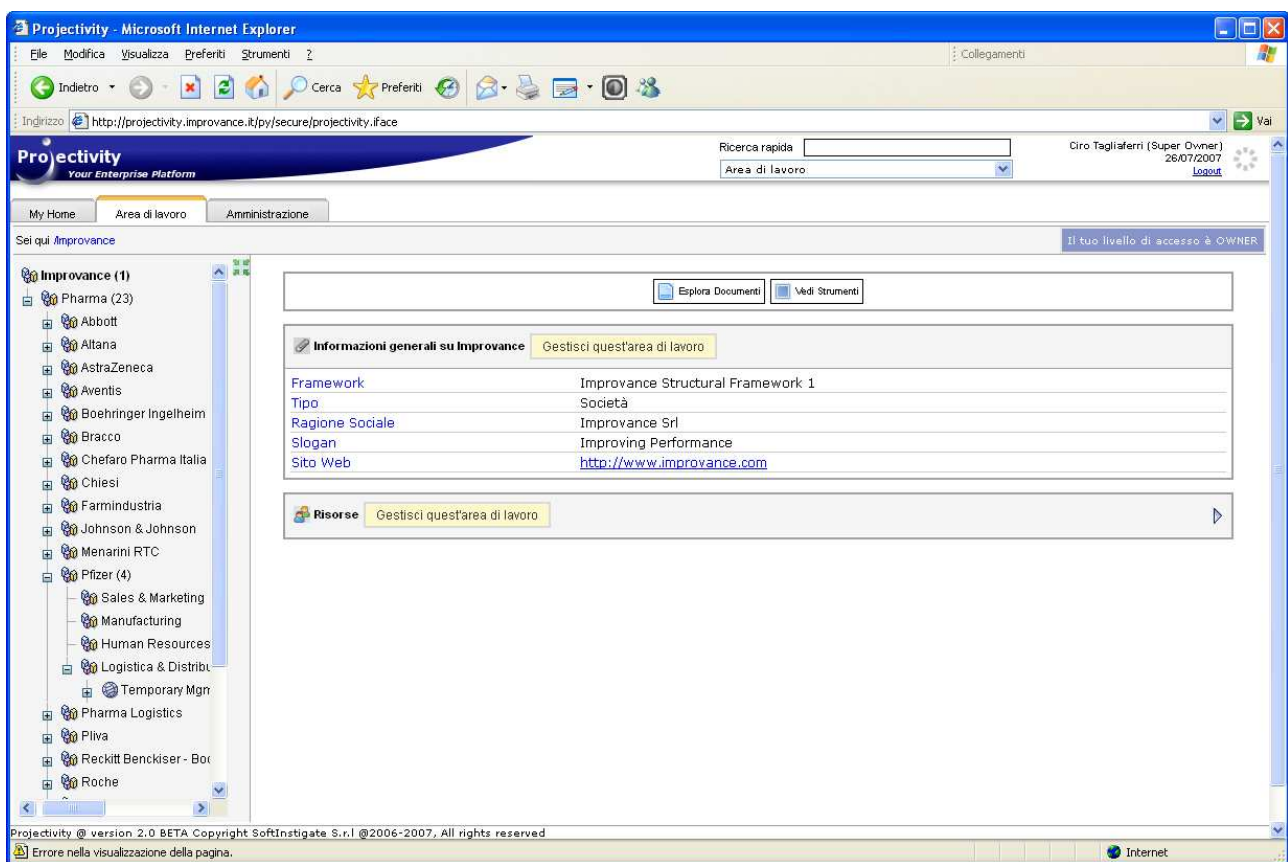


Figure 3: Projectivity in production at Improvanco

Results

In less than 3 weeks SoftInstigate implemented a solution for the support of Improvance's business processes and methodologies.

This project led to the following major results:

- *Simplification* of the management of administrative and operational processes
- *Capitalization* of the company knowledge
- *Support* of the distributed nature of activities (consultancy on site)

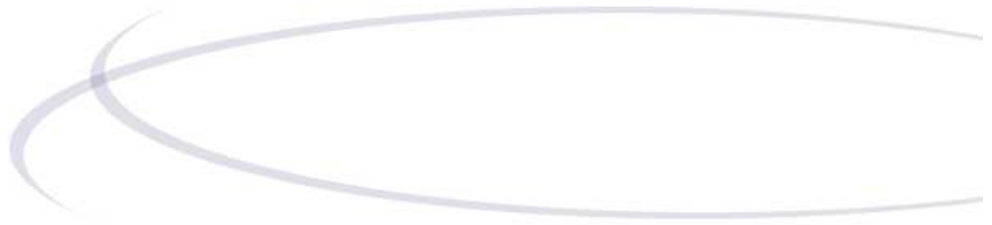
The benefits in terms of costs reduction and time saving associated to project and knowledge management have been 3 times greater than the initial investment.

"Projectivity has drastically simplified the set-up and management processes of our consultancy projects.

Projectivity produced an immediate return on investment which was extremely positive for our company"

Angelo Centrone – CEO Improvance

Projectivity



CONTACT Us



Email

info@softinstigate.com
sales@softinstigate.com

Web

www.softinstigate.com
www.projectivity.biz