

Unlocking the power of data

The Driving Force Behind Data
Driven Project Delivery and
Analytics

**Experts in Project
Data Capabilities**



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At **Projecting Success** we have a mission to improve project delivery by leveraging the power of data. Momentum is building, but it is slower than it could and should be. We help organisations to accelerate the rate of change, build rapid solutions, and build internal data capability.

We blend our wide breadth of experience in delivering \$billion projects and portfolios with an in depth knowledge of data science, data engineering and analytics. We have a dynamic team of highly qualified professionals working at the leading edge of the industry.

We help organisations to...



Upskill teams to prepare them for a data driven future of project delivery

From leadership workshops through to levy funded apprenticeships and modular e-learning.

- Leadership workshops and training
- Data Analyst Lv4 Apprenticeship, tailored around a project delivery context



Become more data-driven

Enabling and helping organisations to transition towards data driven project delivery.

- Project Data Analytics Strategy
- Project Data Analytics Advisory



Build data capability, systems and unlock insights

Deploy bespoke IT friendly solutions as part of your project delivery toolkit.

- Business analysis of pain points
- Data alignment, quality and integration
- Developing solutions to drive change



Build better data quality, quantity and connectedness

We unlock data insights that are often siloed or hidden in the supply chain.

- Data integration and security
- We are delivering world leading Data Trusts

Awards & Certifications

We continue to push the boundaries, driving change

- ✓ Computing AI & ML Team of the Year 2021
- ✓ DataIQ 100 Most Influential People in Data 2021/22
- ✓ APM Mike Nichols Award for Inspiration Finalist



Upskilling Your Talent

Preparing leadership, teams and delivery partners for a future of data-driven project delivery.

“At the Environment Agency, we are building capability through the Project Data Academy. These steps create change agents that will ignite the momentum towards advanced data analytics”

Jo Jolly, Deputy Director
Environment Agency

Case Study: Ofsted Visit

In our last Ofsted visit, we ranked in the **top 7%** for new training providers. Read what Ofsted had to say:

Well Qualified

"Learners benefit from being taught by very well qualified tutors with relevant and contemporary industry expertise"

Learn and Apply

"Learners rapidly gain substantial skills, knowledge and behaviours. They apply these well to support their employer and hone them further while at work. "

Ambitious Program

"Senior leaders have implemented an ambitious curriculum that enables learners to exceed the requirements of the program"

Upskilling Your Workforce

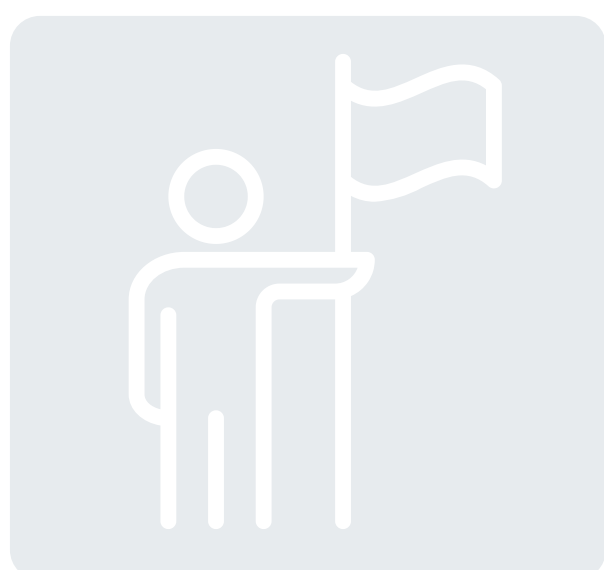
There is a squeeze on data talent, creating churn across the industry and driving up costs. We are help over 60 organisations to develop their workforce and prepare them for the next generation of project delivery.



Data Analyst Programme, tailored around project delivery

A Lv4 data analyst program taught by data and industry experts. Learn more [here](#).

- Funded through the mandatory apprenticeships [training levy](#).
- Crafted for [work and learn](#), whereby skills are applied directly into the workplace.
- Trained in Power BI, automation, data management, Excel, Python and more.
- Suitable for [starters in data](#) including those in entry-level positions to senior professionals.



Leadership Workshops and Upskilling Programmes

Short workshops and training tailored for senior decision makers on why and how to build data proficiency in the organisation and when delivering projects.

- Exposure to [networking](#) with likeminded senior professionals.
- [Coaching](#) and implementation.
- Suitable for [key decision makers](#) across SME's and large organisations.

By helping organisations to upskill we unlock a new world of opportunity, solving problems at pace

vickye@projectingsuccess.co.uk

Get Started

Becoming Data Driven

The opportunity extends **far beyond** dashboards.

We help organisations to shape and implement a data driven project strategy, recognising the need for change end to end, from clients and through the supply chain. Leveraging our experience of working with >60 organisations we know to tackle the crunchy challenge of data-driven transformation.

“Managing projects without data, or understanding data, is just winging it”

Andy Murray, Director
Major Projects Association

Case Study: Strategy Development in the Public Sector

We have developed project data analytics strategies, roadmaps and blueprints for various government organisations and are facilitating implementation, including via a cross-government working group.



Ministry of Defence



National Health Service (NHS)



Nuclear Decommissioning Authority

Becoming Data Driven

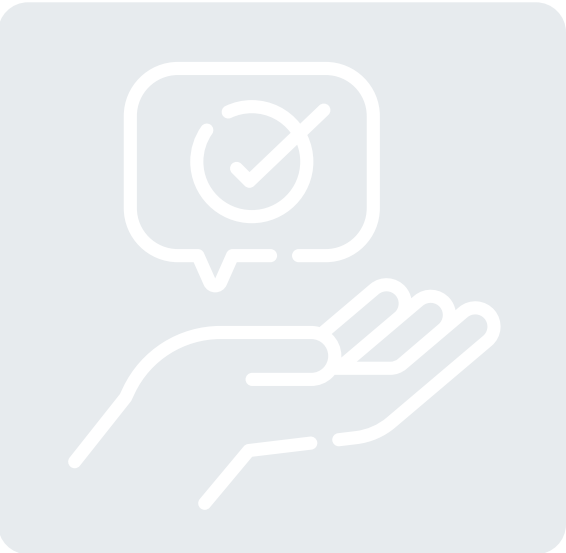
Becoming data driven isn't easy. Many organisations have tried and the path is a difficult one to tread. We leverage our experience of working with over 60 organisations to help you to navigate a way ahead. Enabling you to unlock the transformational power of data within your organisation.



Project Data Analytics Strategy

Building a bespoke project data analytics strategy to enable you to unlock the potential of data and transform how you deliver projects.

- Developing and packaging a business case, maturity toolkit, blueprint and project data strategy [so you know where to start and where to end](#).
- Opportunities to engage deeper with the community and project data analytics task force so you can [build your network and benchmark progress](#)



Project Data Analytics Advisory

Advisory on how to optimise the execution of your strategy, tackling implementation challenges and taking your team with you on the journey.

- On-call advice, [coaching](#) and weekly meetings to shape and enable progress
- Reaching beyond organisational boundaries to tap into the very latest thinking and leverage the power of the community.

Projecting Success founded the [Project Data Analytics movement](#), founded and co-chair the [Project Data Analytics Task Force](#), are a member of the APM Data Advisory Group. We are a world renowned authority on data driven project delivery. You are in safe hands.

Shaping the direction of your data capabilities, reach out for a quote
martinpaver@projectingsuccess.co.uk

Get Started

Developing Data Capability & Systems

We help solve challenges at pace enabling organisations to transition to a data and evidence driven approach. We help break problems down, assess data alignment and unlock insights that would otherwise have been out of reach.

Projecting Success have a deep grasp of project delivery, with broad understanding of advanced data techniques.

They have consistently demonstrated their integrity, collaboration and commitment and are great people to work with.

Gareth Parkes, Head of Data
[Sir Robert McAlpine](#)

Case Study: Procurement Bid Analytics Tool

Bidding for construction projects can be a time-consuming and expensive process, with no guarantee of success. Our bid analytics tool allowed organisations to develop evidence-based win probability predictions before they bid for work.

Client Pain Points

- Wasted resource in bidding for work that had low win probability
- Lack of bid feedback preventing improvement
- No insight into competitive advantage

Our Solution

- Using contract data from 10k construction projects, we built a tool which predicted future bid outcomes with 50% accuracy
- This can be strengthened when supplemented with other data

Key Outcomes

- Better insight into upfront bid prediction, with improved win rate
- Preventing wasted resource with more efficient resource utilisation

Developing Data Capability & Systems

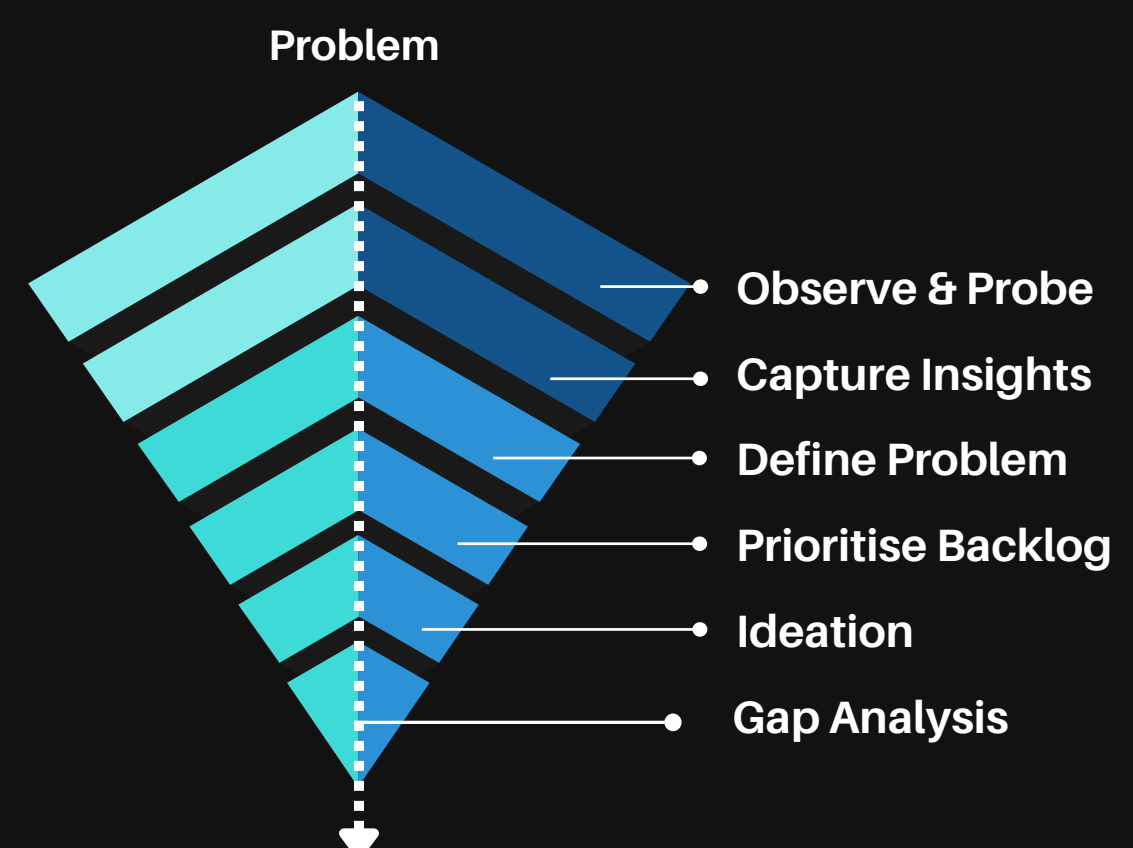
We understand that project delivery challenges are complex. Yet, project insights are only as valuable as the data which underpins it. Our service aims to match project challenges with data and solutions. We do this by:

1. Breaking problems down, understanding data alignment, developing data pipelines
2. Developing **low-code** through to **advanced** data analytics solutions and the underpinning engineering

From collection through to reporting, our solutions are built to deliver business change and drive project success, at pace. **We often deliver a solution more quickly than it takes to get the business case approved!**

Problem Decomposition

We capture, define and break down organisational pain points to understand the composition, including its data and potential solutions. From here we identify a backlog where we can prioritise the solutions you need most.



Solutions Development

We then develop the solution, embed it within your team, deliver benefit, and drive business change.

1
Develop

2
Test

3
Review

4
Validate

5
Embed

Start small, iterate, demonstrate success
martinpaver@projectingsuccess.co.uk

Get Started

Case Study: Sustainable Development Goals Tool

An idea born at [Project:Hack11](#), the Environment Agency's objective was to develop a tool to incorporate and measure the UN's sustainable development goals throughout the project lifecycle.

Community Concepts

The hack was used as a means to collaboratively build solution concepts.
See an example [here](#)

Real Deployment

The concepts were then developed and deployed within the Environment Agency to underpin its sustainability processes. The solution was then open-sourced.

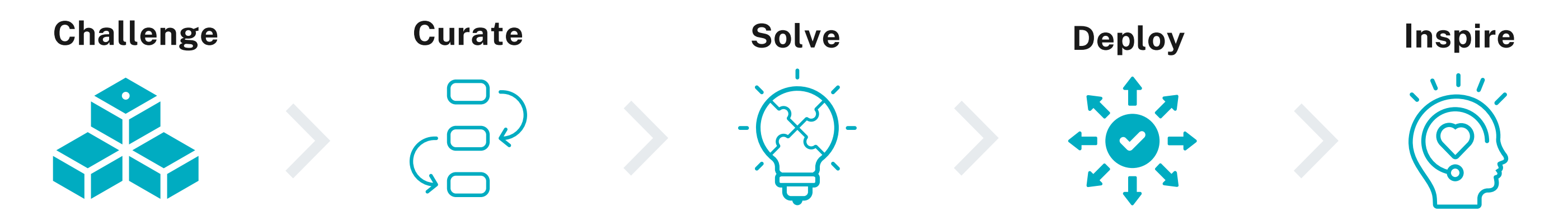
Key Outcomes

- Greater awareness of social value in projects
- Open-sourced development
- Supporting project managers in reflecting sustainability in projects

Developing Data Capability & Systems

Unlocking data driven project delivery requires an iterative approach. As organisations experiment, they discover more about their data, their systems, their people.

We facilitate community or internal hackathons, where we work with you to shape challenges, curate data and facilitate solutions through internal or crowdsourced methods. We then you support to deploy and inspire.



The Types of Hackathons

Choose your Hackathon	In-House Hackathons	Project:Hack
Description	Internal hackathon used to unlock creativity , inspire and build concept solutions at pace.	Face-to-face hackathon for rapid crowdsourced solutions and networking . The original.
Funding	Price on Request	Hackathon Sponsorship
Challenge Development	✓	✓
Data Curation	✓	✓
Technical Support	✓	✓
Event Management	✓	✓
Marketing	✓	✓
Venue Hire	If Required	✓
Food & Drink	✓	✓

Find the right hack for your team: vickye@projectingsuccess.co.uk

Why Work With Us?

We continue to be the driving force behind the data driven project delivery movement. Collaboration is at the heart of everything we do; we move quicker together than alone. Our principles define us and run deep.

Project Data Analytics Community

We founded the project data analytics community. *See below*

Data Advisory Groups

We sit on the APM data advisory group and PDA cross government working group



Project Data Analytics Task Force

We founded and co-chair the PDA task force, working together to change the profession

Unlocking data

We are leading the way on project delivery data trusts

We help shape, and are plugged into, the latest thinking

The Project Data Analytics Community

Projecting Success are founders of the largest **project data community** in the world. Established in 2018 the community has since:

Acquired **>8,500** followers



Ran ~ **50** Meetup talks with thousands of attendees



Provided **15** hackathons with **>160** challenges and **>1.6k** attendees



Raised ~**£11k** in Charity donations



Data Trusts

We help clients to unlock hard won experience, to benchmark against others and improve decision making by securely pooling, processing and connecting data. [Learn more about the trusts here.](#)

"Projects need good data to appropriately track programme performance, but the underlying data which communicates progress can be poor"

Report on Lessons from Major Projects and Programmes,
[The Public Account Committee](#)

Case Study: The Construction Data Trust

We provide the key services that underpin the Construction Data Trust; a not-for-profit initiative working in the interests of the sector to help shape, extract and securely combine project data to make projects safer, more sustainable, predictable, productive and investable.

Client Pain Points

- Misaligned, un-standardised data with unknown data quality.
- A desire to collaborate to solve shared challenges with safety, net zero and productivity.
- A need to leverage hard won experience codified in data.

Our Solution

- We provide a secure platform and data pipelines to receive, process and integrate data.
- We develop graph based data models.
- We provide insights that wouldn't otherwise be possible.

Key Outcomes

- Connecting with other data to build richer datasets unlocking predictive capability.
- Benchmarking productivity and H&S data to surface shared challenges and drive improvement across the sector.

Securely pooling data across clients & the supply chain

A data trust securely pools data for the benefit of those people who provide, use and advocate data. We are pushing new frontiers to pool and aggregate data to unlock transformational insight. We continue to take a world leading role in the mobilisation and development of project based data trusts. **We are able to help organisations with a broad range of expertise including the following:**

Data Engineering
We build and maintain a secure data platform and pipelines of how data is transferred.

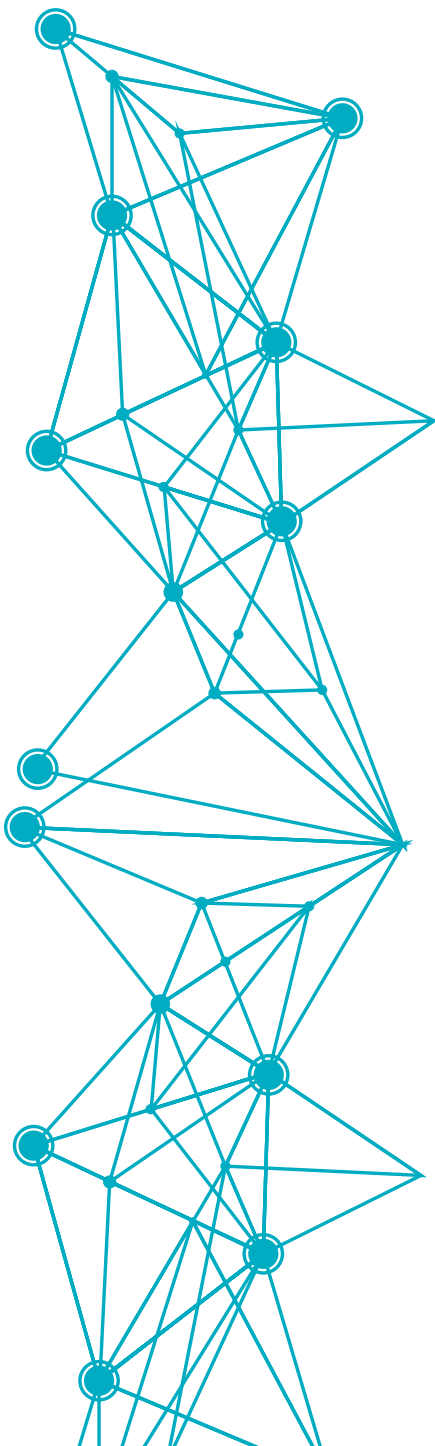
*"The AI Review recognised that to grow the AI industry in the UK, organisations required better access to data, with its key recommendation being the **development of data trusts** for data sharing" **UK National Data Strategy***

Data Stewardship
We ingest, analyse, integrate, & curate the data, providing controlled access. We leverage our expertise in ISO27001, Cyber Essentials Plus and data masking techniques to keep data secure.

Data Analytics & Data Science
We have the capabilities to implement advanced analytics, and machine learning models.

Thought Leadership
We collaborate with some of the leading minds in the business, helping to shape a capability that is truly game changing.

Operational Management
We start by understanding client led problem statements, from net zero to productivity. Then we assess data alignment. We can then surface shared data challenges and help develop a roadmap to resolve them.



Data Trusts will underpin the future of project delivery, let us help you navigate a way ahead

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Get Started

Social Value

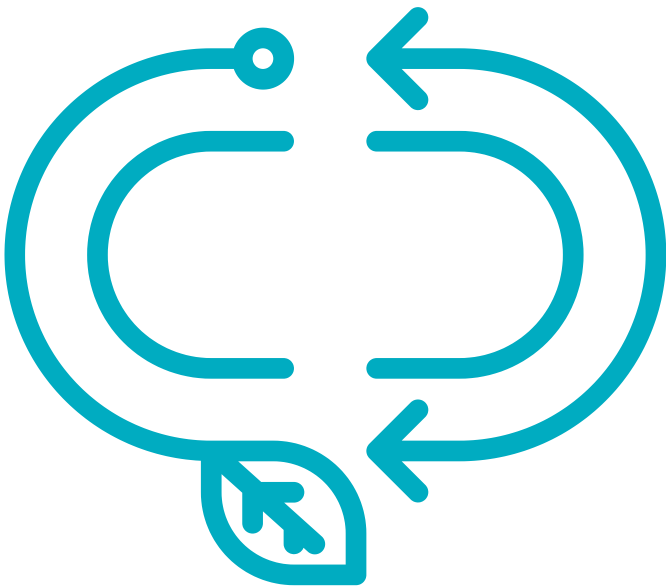
Projecting Success take pride in unlocking and driving social value, whether it be working towards sustainable development goals or kickstarting careers, it is at the heart of who we are. It's how we roll!

Project:Hack

Supporting education and training

Our hackathons unlock opportunities for people to access real industry challenges and large data sets. We help teams to push the boundaries in data driven methods.

Entrepreneurship, growth and business creation. We connect people, encourage innovation and challenge established norms. We enabling a culture around fail-fast and collaborative learning. The hacks breed disruptive technologies.

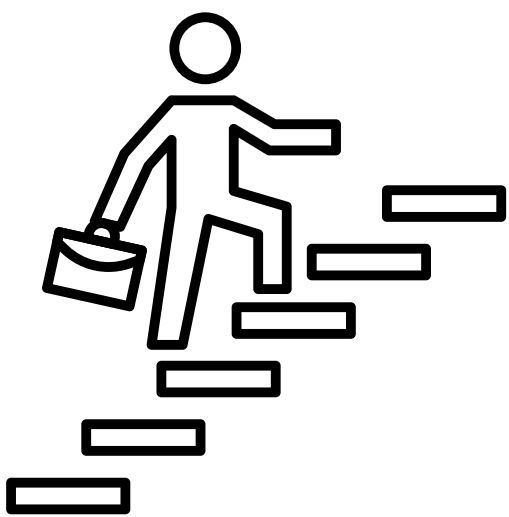


Environmental Protection

Working in collaboration with the Environment Agency we helped to productionise a community based **UN sustainable development goals** app. Driving change into the heart of project delivery, underpinned by an open source approach.



Government Kickstarter Program



Kickstarting careers for young professionals

In the dark days of lockdown we leveraged the government kickstart scheme and provided opportunities for 30 young professionals, with 50% transitioning into permanent roles. Why? **Because it was the right thing to do.**