



Your change programme depends on IT?

How to get all you need
(when 80% can't)



The evidence is stacking up

All too often, business improvement programmes get called “IT projects”.

- The technology grabs most attention; while
- Key issues of organisational change and benefits realisation are sidelined.

So 80% of such programmes lose payback and business advantage. 40% fail altogether.

With the SO approach, you can

- ★ **get an enriched picture of your opportunities**
with our exceptional *People+Systems* diagnosis
- ★ **keep IT and Programme aligned**
drawing on our system development and job design know-how
- ★ **stay on schedule**
by suffering less IT “user requirements creep”
- ★ **minimise unplanned cost**
by engaging in prototyping and organisational learning.

... and leave your rivals making the same old costly mistakes

more...



So... we're here to help you do it

Strategic consulting on human & organisational factors: key to successful change and best use of technology

London – Milton Keynes – Oxfordshire – Buckinghamshire – Hertfordshire – Bedfordshire – Thames Valley

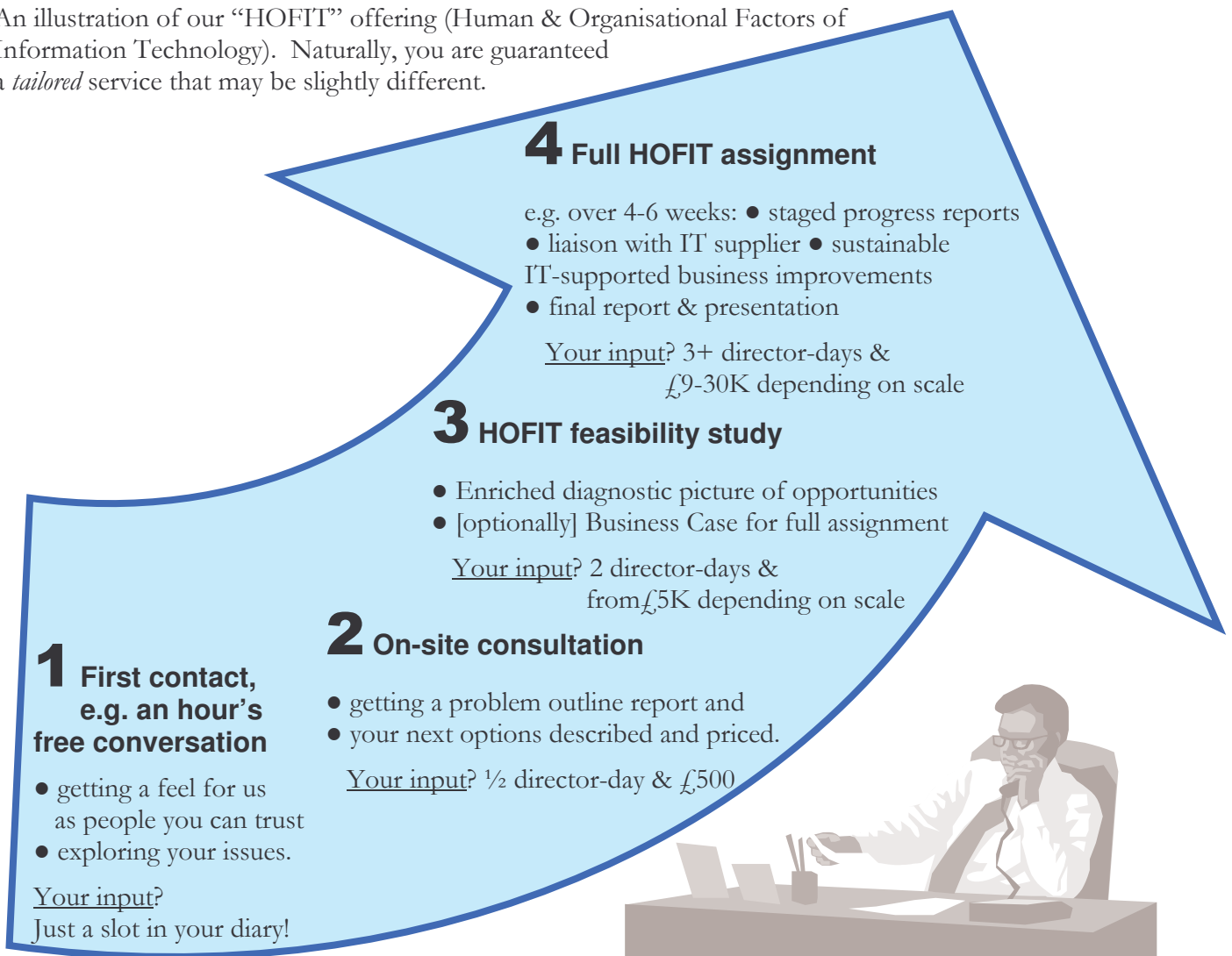
Feel free to call me, Roger Martin, on

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Four steps to sustainable value

An illustration of our “HOFIT” offering (Human & Organisational Factors of Information Technology). Naturally, you are guaranteed a *tailored* service that may be slightly different.



Why not call us in?

Track record The MD has specialised in the Human & Organisational Factors of IT for twenty years.

Enthusiasm You get someone who loves your kind of challenge, and enjoys helping others join in.

Integrity You can rely on professional service that will always be ethical and trustworthy.

Proximity We are probably only an hour or two away from you.

Rarity You get a unique combination of *People+Systems* skills – ideal for change programmes.



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