

Case Study



# Project Methodology at

“Adventus provided a valuable contribution in defining opportunities for maximising business benefits in this area of our operations”  
**Director of Finance and IT, The Crown Estate**

## THE BUSINESS

The Crown Estate is part of the hereditary possessions of the Sovereign, the profits of which are paid to the Exchequer for the benefit of taxpayers. It is a unique organisation governed by The Crown Estates Act which manages a large property portfolio which includes Regent Street, 65% of the UK foreshore and the UK’s 12 mile offshore coastal limit.

In its 2007/08 financial year The Crown Estate posted profits of £204m, and had assets in excess of £7bn.

## THE BUSINESS NEED

The Crown Estate identified that to improve its performance in a competitive market place, it would need to improve its project delivery capabilities if it was to effectively manage the changes it needed to make. To do this harnessing the knowledge and drive of its internal people was preferable to hiring external consultancies, but they were aware that their staff were lacking the skills and competencies necessary to deliver high levels of business benefits from projects, whilst still minimising business risks.

## THE ADVENTUS SOLUTION

Using our experience in project and program management from the ‘big 4’ consultancies, and applying other project methodologies (such as Prince 2), we have built an approach and set of deliverables which can be easily tailored and delivered to our client organisations requirements.

Working with The Crown Estates Program Manager, we tailored our own internally developed methodology for the specific requirements of The Crown, and devised a programme through which we would introduce the methodology in a highly effective way.

Our approach was:

- Based on a pragmatic approach to Project and Program Management;
- Designed to make minimum use of jargon;
- Extensive and used real internal experiences;
- Delivered using workshops and assisting in live projects;
- Quality Assured through audits of live projects;
- Supported by templates for all deliverables.

**Identify  
understand  
resolve**

Adventus Ltd

## Further Information

**Adventus** is a fast growing business and programme management consultancy formed in 2001. Our aim is to help businesses **Identify, Understand and Resolve** the complex business issues which they face today.

We have a first class team of consultants with backgrounds in leading consultancies and industry, bringing with them the skills and competencies needed to deliver real business benefit. We are passionate about what we do, and this is reflected in the success of the assignments we undertake.

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### KEY FINDINGS

Staff involved in the methodology introduction provided excellent feedback on the content of the course, its style of delivery, and especially regarding the fact that it was interactive.

People far preferred working in workshops with their peers, using live internal projects as the sources of learning. This meant that skills picked up could immediately be used in a live environment, immediately after the training sessions.

### BUSINESS BENEFITS

By providing The Crown Estate staff with the tools and techniques necessary to deliver IT and business projects means that changes in the business are now:

- Aligned with corporate goals;
- Properly scoped and defined;
- Properly managed;
- Delivered with reduced risk;
- Delivered in a consistent manner, using a common language;
- Delivered with the maximum business benefit.

### ADVENTUS CONTACT DETAILS

If you have any questions or require any further information about the business consulting services provided by Adventus then please feel free to contact Trudy Reynolds:

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