

Benefits Management

My Journey

Date 26th October 2010

Speaker Nick Wensley

.....



Formative Years

apm

- Courtaulds
 - Project Control
 - Work Engineering
 - Project Management
- Water & Waste Water Treatment
 - Off shore/on shore
 - Europe, Africa, Middle East & West Indies
- Part-time MBA

Local Authorities

- Outsourcing
- Contract Audit & Review
- Compulsory Competitive Tendering (CCT)
- Market Testing
- Public Sector Comparator

Benefits Realisation

- Command and Control
- Realisation Model to Confirm Top Brass
- Sign up Owners?
- Measure/Demonstrate Delivery
- Don't just take from bottom line

Utility Privatisations

- UK
- Australia – Victoria
- Nothing better than experience
- Why do we invest in change?
- Real business cases

The Modern Service Programme

- Informed decision making
- Interactive ‘what if?’ modelling
- Its all about change management!

The Maturity Model

- Where are we 'maturity-wise'?

Closing Remarks

- Measure things
- Base-lining
- Salami Slicing
- Culture Change
- Benefits Management – A Strategic Business Skill for all Seasons

Thank You

Nick Wensley

nickwensley@yahoo.co.uk