MIDDLE EAST & AFRICA PROJECT CONTROLS
CONSULTANCY OF THE YEAR

WHAT THE JUDGES ARE LOOKING FOR

Judges are looking for the ways in which consultancies operate as a Project Controls specialist organisation, either fully or in part support of other organisations. How are you structured and how are your strategies formulated? How has your client's culture been impacted as a result of engagement? How have you developed your client's processes and implemented assurance? What examples can you share of team formation, work planning and managing data and other information? What client training was required and what were the implications to/for the client of its implementation? What changes are evident as a result and what measurements are in place to monitor continued improvement?

NOTE: A key element of the submission will be client endorsement. Consultancies are required to submit the client feedback on their clients' headed paper. This will count as 1 of the 2 pages of attachments allowed under Rule No. 5

Each of the criteria is scored between 0 (no evidence at all) and 10 (perfect evidence) with each section being weighted accordingly (see %)

PEOPLE (35%)

> **Training: Up to 250 words**

  • From a recent client engagement, describe what client training was required and what were the implications for the client for its implementation?
  • Explain how any issues were overcome throughout the process.

> **Cultural issues: Up to 250 words**

  • How would you describe the culture within the consultancy and how this has evolved?
  • From a recent client engagement how has your client's culture been impacted as a direct result?

> **Leading innovation in P3M: Up to 250 words**

  • Outline any key challenges you/they encountered managing the interfaces with other areas and disciplines that needed to be overcome.

> **Career development and professionalism internally: Up to 250 words**

  • Describe the development and training options that are available for staff within your consultancy and how these are structured/linked to any career progression requirements.
  • Outline the key milestones and why these have been selected
  • How important do your staff find a professional approach to career development?
  • Explain how this professional approach was selected, implemented and then further developed so that it remains appropriate.

ORGANISATIONAL DESIGN (25%)

➤ **Structure: Up to 250 words**

- How is the consultancy structured?
- How was your business strategy formulated?
- What difficulties have been encountered in implementing and maintaining the strategy?
- How have you overcome these challenges?

➤ **Establishment of changes: Up to 250 words**

- How do you go around identifying, implementing and then establishing the correct changes for your clients?
- What tools & techniques and innovative ways do you utilise to assist this?

➤ **Diversity of project teams, recruitment and development: Up to 250 words**

- What diversity can be evidenced within your consultancy in terms of creation of project teams, recruitment and business development?
- What is the biggest single lesson learned from these in the past 12 months?

➤ **Implementation of sponsor role: Up to 250 words**

- How is the role of sponsor appointed within your consultancy and clients?
- What one good practice tip would you share that others, outside of your business, could benefit from?

PROCESSES (40%)

➤ **Project assurance: Up to 250 words**

- What tools & techniques do you utilise to develop and implement your client's Project Controls assurance?
- How are these monitored by the client, ongoing?

➤ **Completeness of P3M Processes: Up to 250 words**

- Describe the key P3M processes utilised by your consultancy and how these have been refined over time.
- What formal 'methodologies' do you use, if any, in support of these key processes as you provide your consultancy services around Project Controls?

➤ **Documentation and access for client staff: Up to 250 words**

- Describe, from a recent client engagement, the overall documentation process and how client staff access was managed.
- What issues were encountered and how were the stakeholders kept appraised?

➤ **Results and benefits in the client businesses: Up to 500 words**

Focusing on a single specific recent client engagement:

- How did the project achieve what it set out to do for your consultancy?
- Describe the results and benefits for the overall project team.
- What will the project team take away with them into the next project?
- Describe the results and the benefits for the customer/end user.
- Describe the results and benefits for other stakeholders.
- How did the successful completion of the project provide any benefit to wider society?

➤ **Results and benefits in the consultancy and client business: Up to 500 words**

- Provide client endorsement of your engagement on their headed paper and signed off at a suitably senior level explaining why the project was a success through their lens