

THE BIG PICTURE

October 2008

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Win an iPod



Labour and National answer our tough question



Special Report – 77% of all projects run over either budget or time



Biggest achievement of the quarter "The Rock"!



Life on Planet Impact, Alex Gray



Out and About with Impact – Brew NZ



"Ask Bazza" got any project questions you want answered?

"Guarantee your project success"

The front page of the newspaper and the nightly television news often carry groundbreaking stories of projects that have gone horribly wrong. Either the budget is blown, or there are major time delays, or at the end of a massive capital investment the main objectives have not been realised.

As Business Managers you are under more pressure to deliver business initiatives that contribute to the financial prosperity of your organisation. We outline 4 simple steps to guarantee your project starts and finishes the way you want it to. Well planned, with the best people committed to your objectives and delivered on time and on budget. And with all the major hassles taken out for you and no surprises along the way.

Step 1 – Start with some clear and concise objectives.

This is **THE MOST IMPORTANT TASK YOU WILL PERFORM ON YOUR PROJECT**. If you don't take the time to consider EXACTLY what you want to achieve at the end of the project cycle, you are doomed to failure from the start. Ask the questions "why are we doing this?" and "is there a better way?", because there are 100 ways to meet an objective. Don't be restricted to the most obvious.

Step 2 – Select an independent Project Manager to work with your team.

If you needed to have surgery to remove a brain tumour, would you employ a GP or a specialist brain surgeon? This is a no brainer (excuse the pun) – so why then would you consider using someone in-house or an external consultant who is not a specialist leader and manager. An independent project manager will let others in your team (in-house and external) get on with

their areas of expertise. Your independent project manager will also make everyone accountable.

Step 3 – Prepare a Project Brief.

Of all the reasons for project failure, "lack of a clear and concise Brief" is an outright winner at No. 1. Statistics show that a massive 44% of projects that fail, do so because of this reason. Too many times we are called in to assist with projects that have already started, with an approved business case, buy in from stakeholders.....and no well defined Brief! How can something start if there is no detailed plan of attack, no roadmap and no goals along the way?

Step 4 – Get the CEO to champion your project.

Putting it simply, "if the boss doesn't like the idea, what hope have you got?" If a business initiative is to work and deliver real benefits to your organisation, why not get support from the top? Other stakeholders and staff will certainly take notice and put a lot more effort into your project if they know that the results are keenly anticipated by your CEO.

With a large part of your everyday business being taken up by projects, there is no better time than now to embrace independent project management leadership to achieve your results.

Committed to your success.

Garth Palmer
Director

Impact Project
Management



www.impactpm.co.nz

WARNING!!

"77% of all construction projects run over either budget or time"



- **65% of clients confess to not getting what they want when they review the delivered project**
- **90% of projects are incorrectly scoped owing to inaccurate briefing and poorly defined lines of responsibility**
- **95% of projects fail to identify project risks before they occur**

These statistics demonstrate the dangers and risks facing your next project. The construction industry has a poor reputation for not delivering, and before you take the first step on your next project you need to arm yourself with the skills to make the right decisions.

There is a solution! An independent project management professional can guide you through the project and deliver on your objectives. But to employ a Project Manager you need the information that will enable you to choose the right project manager for you and your project.

Not surprisingly, most competent, organised individuals will tell you they can manage a project and you have no way to determine who the best fit is for you. So we have created an invaluable resource that every senior manager needs – **"The Definitive Guide to Project Management for Knowledgeable Blue Chip Organisations"**. In this free report is information that every senior manager needs to know to make their project a success, rather than being a cog in the process and being dictated to by consultants and contractors.

In this free report you will learn how to avoid the dangers, frustrations and added costs that regularly occur on a project. The report includes:

- The 7 Myths about delivering a successful project
- The 9 benefits of using a highly skilled independent Project Management firm
- The 16 questions you must ask to get the best Project Manager for your project

Without this information you are like an Accountant without a calculator, but armed with this information you are in control!!

How can you get one of these invaluable reports?

1. Phone 04 801 9021 or send an email to impactpm@impactpm.co.nz with your full contact details
 2. We'll send you the FREE special report post haste!
- Don't delay; get the information to put you in the driver's seat.

This Free Special report is Guaranteed:

How can a free report be guaranteed? Here's our promise: If you request the Free Report and honestly feel that your time has been wasted, we will personally send you a cheque for \$50 with our compliments.

This newsletter goes out to about 2,500 senior managers, so this guarantee puts us on the hook for \$125,000! That's OK, as we are betting on your integrity as a professional and we are 100% confident that the information contained in this report will be of value to you.

Sincerely,

Garth Palmer & David Weir

Directors Impact Project Management Ltd



Biggest Achievement of the Quarter – "The Rock"!



Impact Project Management is Project Director for Wellington International Airport's \$60m international terminal upgrade incorporating "The Rock". Our biggest achievement in the quarter has

been getting the Terminal prepared so that construction can commence without affecting the daily operation of the airport.

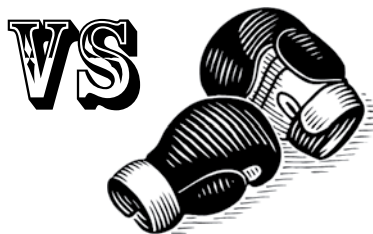
Construction has begun on Stage Two of the international terminal upgrade and expansion. Enabling works, including the provision of temporary access corridors and stairs, will safely re-route passengers so they are not inconvenienced by the construction activities. A significant number of government agencies operate at the airport and security, safety and customs requirements make for a challenging working environment as their needs must not be compromised.

After 21 years of sterling service, Aerobridge 27 has been retired to make way for a new aerobridge that will be connected directly to a gate lounge within The Rock. The new aerobridge's flexibility will increase its ability to serve a range of aircraft, including those with long haul capability.

Mainzeal, which recently won the Wellington Registered Master Builders Commercial Project of the Year Award for the first stage of the project, has been appointed to undertake this final stage.



Impact asked the two major parties weeks out from the next election, “what are the issues with the Resource Management Act, and if elected, what will you do to resolve these issues?”



Hon Trevor Mallard, Labour Party Spokesman for RMA and the Environment

The RMA is the cornerstone of New Zealand’s environmental legislation. It plays a significant role in addressing the environmental challenges we face as a nation. The strengths of the RMA process include that it provides a robust process for managing the environmental impacts of activities – it ensures resources are managed in a sustainable way. It allows local solutions to be tailored to local issues and concerns when it comes to development. The RMA also allows all environmental impacts to be considered together and is world leading in providing integrated management of resources. It is central to the work currently going on to improve the sustainable management of our natural resources which play a big role in every New Zealander’s livelihood. Labour has implemented reforms to the RMA to reduce delays and costs and we are supporting local government and RMA practitioners to develop best practices and improve RMA implementation.

Most resource consents are processed quite quickly and at reasonable cost - approximately 94% of consents are processed on a non-notified basis and 73% of consents are processed within the required timeframes. Only 0.7% of consents are declined. Labour is committed to helping local government, practitioners, and stakeholders strike the right balance between using our environment and protecting it for future generations.

“At The Dominion Post and Fairfax Media we have developed a first-class relationship with Impact that has been based on a number of years of excellent service, superior advice and guidance and very professional and skilled key staff.”

Paul Elenio
General Manager Fairfax Central Region

“In today’s fast-moving market place, having building or construction work completed to schedule and on budget is critical to everyone’s success. We have never been disappointed.”

Mark Wendelken
Unisys Kapiti Data Centre Manager

Hon Dr Nick Smith, National Party Spokesman for RMA and the Environment

The RMA is arguably the most commonly complained about piece of legislation in New Zealand. From ordinary Kiwis to farmers and businesses big and small the cost, confusion and delays of the RMA are all too well known.

This level of bureaucracy and stifling red tape is imposing huge costs on all areas and unless the Act is drastically reformed these are only going to get worse. That’s why fixing the Resource Management Act is a top priority for National. It is a difficult and complex job. It will require care and finesse. We are not about dropping environmental standards. We are about reducing the bureaucratic costs, delays and uncertainties. Our plan is a two-phase process.

The first phase of reform, which will be a priority for the first 100 days of a National-led Government, will be about streamlining and simplifying the Act.

Our reform bill will include over 20 amendments. Things like getting rid of the Ministerial veto, like limiting vexatious and frivolous objections, like reducing the number of consent categories, like stopping trade related objections, like making greater use of national standards, and like enabling direct referrals to the Environment Court as part of a new process of ‘priority consenting’. Such consents will be required to be determined within nine months.

Our second phase of reforms will come further down the track but will look at bigger questions. We want to revise the interaction between the Resource Management Act and the Public Works Act so as to reduce timeframes but more generously compensate.

Water is also going to be a high priority. We need to find a better mechanism for allocation than first-in, first-served and New Zealand is going to have to lift its game in managing water pollution. The drought last summer and the deluge this winter reinforces that the problem is not a shortage of water but a problem over how we manage it.

Urban design is a third area where fresh thinking is required. We need to make the Act fit better with the urban design protocols that has planners and developers working together on making our cities better.

National wants less litigation and more science in RMA decision making and is committed to carrying out the reform necessary to achieve this.

Environmental enhancement and development can work alongside each other. It is vital that the unnecessary and costly red tape of the RMA is cut away to allow New Zealand to continue to prosper and grow.

Life on Planet Impact

After an extensive, year – long search to find a highly experienced engineer to lead our civil, structural and engineering projects we found Alex Gray. Alex lives in Brooklyn, Wellington, is married to Janine and has two teenage boys, Daniel (18) and Jonathan (15), and enjoys skiing, tramping and mountain biking.

Alex is a qualified civil engineer and has 36 years experience working on roading, marine structures, bridges, tunnels, transmission lines and earthquake strengthening buildings.

Providing an independent project management service for these types of project is a unique offering, as all the engineering firms do their own in-house management. You need your project manager to be independent of the design and construction process to ensure accountability.



Win a Free iPod

Most of our clients come from word of mouth and we think it's about time we reward those who are loyal to us. Refer a new client to Impact and we'll reward you with a brand new



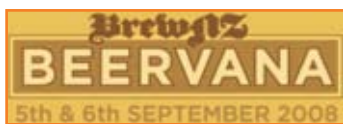
Apple iPod classic 80GB MP3 player!!

Features include up to 20,000 songs, 100 hours of video and 25,000 photos.

So remember, pass on our details to anyone you know requiring our services, and we will reward every successful referral. No conditions apply. Don't forget to let us know so we can reward you – contact us at impactpm@impactpm.co.nz

OUT AND ABOUT WITH IMPACT

Impact enjoyed a great evening with a few friends by sampling some of New Zealand's finest drops of the "amber nectar" at the Beervana, BrewNZ international beer awards.



Katy Ellis, Wellington Airport & Urwin Lala, The Dominion Post, sampling some of the Brew NZ delight.



Impact's Barry Conroy & PSIS's John Cameron mutually agreed that White Cliff was their preferred.



Mark Wendelken, Unisys, Barry Conroy, Impact.



Impact's David Weir and Anthony Gamboni from Westpac at the start of the evening, thirsty I bet.

Brew NZ 2008 Urwin Lala, Garth Palmer, Graeme Anderson and Katy Ellis enjoying the evening.



John Cameron, PSIS & David Weir, Impact try their hand at pulling a pint.

"ASK BAZZA....."

answering your questions on any project issues, "the meaning of life" or "will the All Blacks win the 2011 World Cup!!"

We will even give you the answer to the most elusive of questions "where did my contingency go?"

Please email your question along with your name and contact details to impactpm@impactpm.co.nz and Bazza will answer it for you...



"They provide genuine leadership to our projects and consistently deliver outstanding results that have exceeded our expectations."

Simon Draper
Former Chief Executive
Wellington International
Airport Ltd

"Impact understands our values, our strategy and our business requirements. We are delighted with our relationship."

Girol Karacaoglu
Chief Executive - PSIS