

Paper 411-2009

Building a Better IT Business Case

Dr. Stephen Timme, FinListics Solutions

ABSTRACT

Building a credible business case is essential for the optimal allocation of resources. Yet, studies show that many initiatives that look good on paper, fail to deliver the promised financial benefits. This session presents a proven stage-gate process for developing a better IT business case. A case study is used to explore the following:

- assessing strategic fit
- analyzing
 1. critical success factors
 2. return and value
 3. risks
- forecasting incremental cash flows
- dealing with intangible benefits
- estimating total cost of ownership
- conducting breakeven analysis
- performing reality checks
- addressing change management issues
- monitoring and sharing investment performance

This session is a must for all IT professionals involved in any aspect of developing business cases, selling these initiatives to senior management, and implementing IT initiatives.

No paper was submitted for publication.

CONTACT INFORMATION

Dr. Stephen Timme
FinListics Solutions
stimme@finlistics.com

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