

7 WAYS Enterprises Ensure On-Time Delivery Every Time

Today's enterprise environment is faced with complex challenges. **Business continuity and remote capabilities are critical to stay relevant and achieve success.** Customer satisfaction relies upon delivering on-time, every time, and adopting an effective work and project management solution can mean the difference between success or being superseded by the competition.

Only 2.5% of companies successfully complete 100% of their projects

- (Gallup)

1. Innovative Transformation

From strategy to delivery, **enterprise organizations need a fully automated work and project management solution** that fits their unique processes across teams.



Barriers to On-Time Delivery

Many organizations are **expected to alter their operational processes to fit a solution** or use outdated, disconnected software.

Solution

Your organization will benefit from the ability to **effortlessly transform large, long running and multi-layered projects across all teams** into holistic, easy to manage, collaborative plans.

Key Benefit

Gain an all-in-one solution. With Leankor, you can **record and connect all your customer data, projects, communication and financials** from order to delivery.

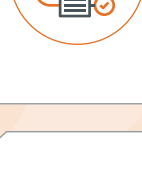


70% of high-performing projects use project management software.

- (Hive)

2. Customized Flexibility

Business continuity relies on having a project management system that adapts to industry specific workflows, organizational and project management styles.



Barriers to On-Time Delivery

Hybrid styles of project management have become the new normal, but **many solutions don't conform to different methodologies.**

Solution

Waterfall to agile and everything in between, **you must demand a solution that fits to your needs**, not the other way around. This requires an application that links different processes and methodologies, enabling seamless workflows.

Key Benefit

Link disparate project management methodologies. Leankor works the way you want to work. **(Kanban, Lean, Agile, Gantt, Waterfall, pull planning, hybrid and more)**

Around 56.6% of manufacturers used a mix of PM methodologies



- (Foreign Policy)

3. Real-Time Visibility

Real-time **visibility across all portfolios, projects and timelines is vital** for today's remote workforce.



Barriers to On-Time Delivery

Many enterprise **organizations struggle with outdated data and disparate systems**, heightening the risk for unreliable decision making.

Solution

Your enterprise warrants **a system that integrates and retains quality data in real-time** and can be seen through personalized, highly visual and intuitive dashboards, allowing access to up-to-date financials, resources, people, tasks and performance.

Key Benefit

Increase operational insight. With Leankor, real-time visibility and collaboration improves overall organizational and project processes to help **deliver faster, promoting quicker revenue recognition.**

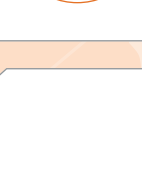
55% of organizations do not have access to real-time project KPIs and

50% said that they spend one or more days to manually collate project reports.

- (Wellington)

4. Global Collaboration

In today's global workstream, **enterprises must unite teams from anywhere**, allowing them to brainstorm, preplan, plan, discuss and review projects in real-time.



Barriers to On-Time Delivery

Travel, time zones and complicated schedules hinder person-to-person collaboration.

Solution

Not in the same room? You don't need to be if you have **a solution that facilitates communication, collaboration and connection virtually**, making remote teams no longer a concern with real-time, digital connection.

Key Benefit

Collaborate anywhere, anytime. With Leankor's virtual solution and mobile capabilities, the potential for collaboration among stakeholders' increases. **No matter where they are located, stakeholders and teams can collaborate in real-time.**

57% of projects fail due to "breakdown in communications."



The one tool that has the greatest impact on team communication is project management software.

- (Bull Survey)

- (Capterra)

5. Rapid Scalability

Enterprises must have full visibility into how they fund, plan and execute work if they want true scalability.



Barriers to On-Time Delivery

Unreliable information and disconnected systems cause poor visibility and hinder effective planning, limiting the ability to rapidly scale projects.

Solution

Enable efficient workload expansion and reduce disruptors that interfere with proper scaling with **a control tower view of all your projects and resources.**

Key Benefit

Increase visibility for improved planning and scalability. Leankor's real-time utilization allows you to maximize your resource loading for **rapid scaling and decompressed delivery cycles.**

The 3 root causes of project failure are inconsistent execution, lack of continuous team improvement and poor scalability.

- (ENKI)

6. Reliable Data Access

Data is key and loss of data or unreliable productivity can be detrimental. **Enterprises need to safeguard their data** and keep connectivity reliable across teams.



Barriers to On-Time Delivery

There are many options when it comes to cloud servers, but **some cloud solutions come with more issues than benefits.**

Solution

When you choose a SaaS application, it is imperative to consider where it was built and where it is hosted. A less reliable cloud platform could result in serious data loss, productivity lags and security issues. **Platforms like the Salesforce Cloud come with almost 20 years of trust, reliability and security.**

Key Benefit

Improve performance and productivity. 100% native to Salesforce, the world's most reliable and trusted platform, **Leankor provides enhanced security and stability.**

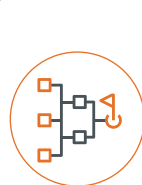


It is estimated that the average cost for any major data loss can cost an organization hundreds of thousands of dollars in recovery costs and fines.

- (The DSS Blog Keep it Running)

7. Effective Operations

When you **implement a solution that reduces operational risks and minimizes rework across projects**, your project delivery cycles are put back on track.



Barriers to On-Time Delivery

Rework is often caused from using disparate systems and outdated information which can be frustrating and harmful to project health and compromise delivery.

Solution

To avoid rework, which compromises budget and timeline, you must implement **a digital solution that offers updated and current data for teams**, no matter where they are located.

Key Benefit

Take analytics to the next level. Using Leankor, you can **drive insight into all financials from cost breakdowns to changes in gross margins to forecasted revenue.** Plus, Salesforce extends applications like Tableau and Einstein Analytics for best in class AI and analytics.

52% of rework is caused by poor project data and miscommunication...

- (Autodesk + FMI)

and costs of rework in poorly managed projects can be as high as...

25%

of contract value and

10% of the total project costs.

- (Barber et al)

Ready to digitally transform your project cycles and delivery outcomes?

Find out how Leankor can advance your projects to result in an optimized order-to-cash value stream for faster revenue recognition.

leankor.com

Leankor is a highly visual work and project management solution built on the Salesforce Cloud. Designed for the enterprise customer, Leankor helps companies execute complex projects at scale. A transformative solution, it links different styles of methodologies and processes, empowering people to work more effectively. Leankor enables teams to organize, manage, collaborate and deliver better projects, helps decision-makers measure effectiveness and allows companies to deliver quicker revenue cycles. Leveraging the power of Salesforce, it brings together customer, project, and resource data extending the Customer 360 vision. Leankor is used by many of the world's leading brands with focused solutions for industrial enterprises in Manufacturing, Construction, Solar, Energy and B2B Telecom with additional emphasis on R&D and product launches for Biotech and Pharma.