



Dimensions of Success

“The GAP”

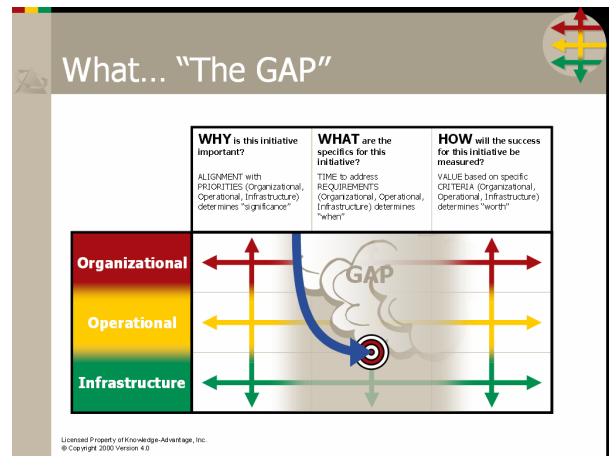
The *Dimensions of Success* framework and supporting tools facilitate the early-on and on-going success of major initiatives and projects for all stakeholders* involved.

One of the supporting tools – “The GAP” – focuses on identifying an initiative’s specific requirements for the organizational, operational and infrastructure stakeholders. When collaboratively applied by them, the odds of success of an initiative are greatly improved.

“The GAP” improves the odds by ensuring that critical business questions are explicitly asked, answered, and understood by those stakeholders directly or indirectly involved. The result – initiatives avoid stalling or consuming more time than necessary.

As a visual, “The GAP” is a collaborative tool that continuously reminds all stakeholders the need for an initiative to stay on the fastest path possible. The benefit is lower opportunity costs and opportunity losses for all involved.

“The GAP” systematically identifies “what” needs to be done. Through the use of “The GAP”, and the other supporting tools within the *Dimensions of Success* framework, the “why, what and how” for a major initiative will start and stay crystal clear.



Say What?

“IT buyers are being more strategic with their purchases. More importantly, they are tying their IT purchases to business needs rather than looking to address IT issues.”

Jeff Gilliam
President,
EDS Information Solutions

Online :-)

“The GAP”

www.knowledge-advantage.com/our_what.asp

Bottom Line

“The GAP” is a tool that monitors and facilitates a collaborative approach to unambiguously determine what needs to be done for the success of a major initiative to be realized.

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* **Stakeholders:** Individuals within a company, its customers/prospects, and its suppliers responsible for organizational, operational, and infrastructure decisions and/or results.