

The PMO's Guide to Value- led Prioritization

How to build a minimum
viable product



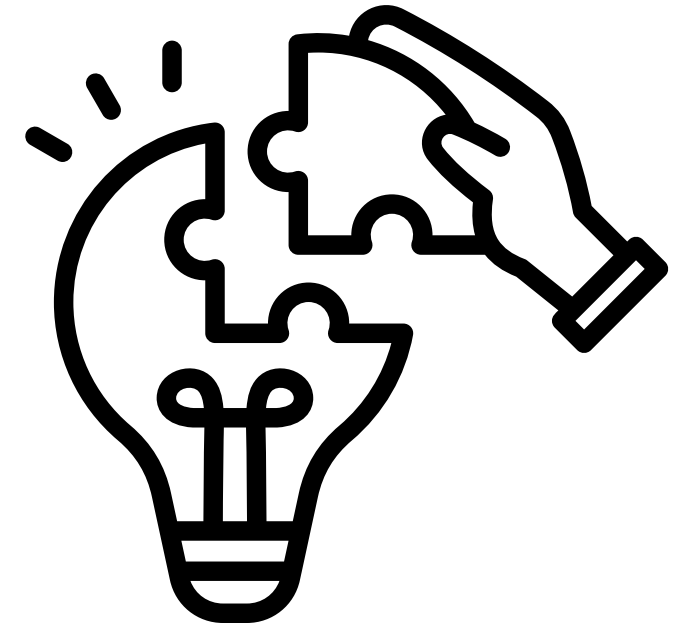
Does life ever feel like this?

Today we'll help you take
start to take back control



Strategic Challenges

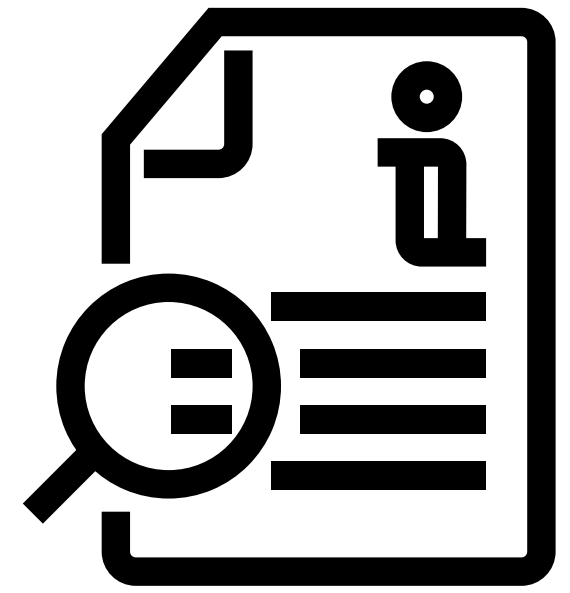
Linked-In is buzzing with...



- Alignment to strategy
- Portfolio level planning
- Benefits focussed

Information Challenges

Everyone wants data, nobody wants to fill in forms

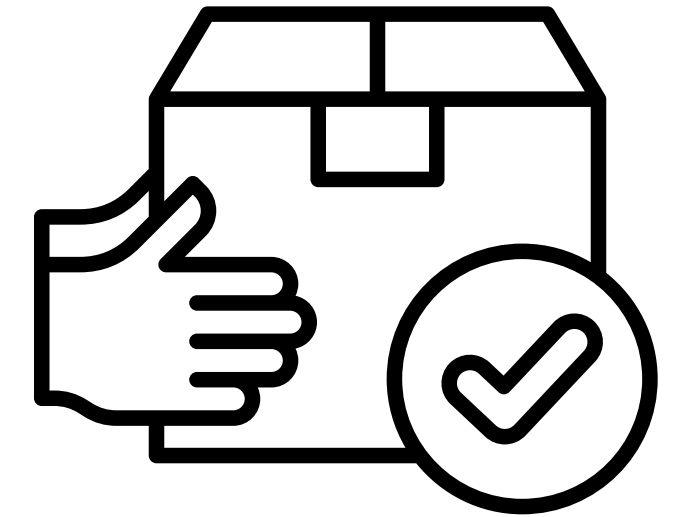


- No data
- Too much data
- Manual data (AI data?)



Delivery Challenges

There are just too many projects

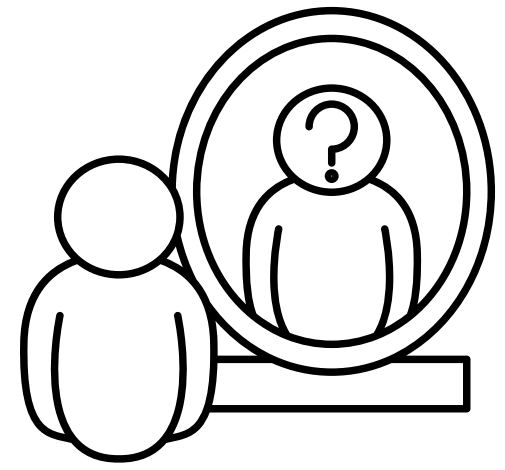


- Capacity management
- Roadmap control
- Invisible work



PMO Identity Challenges

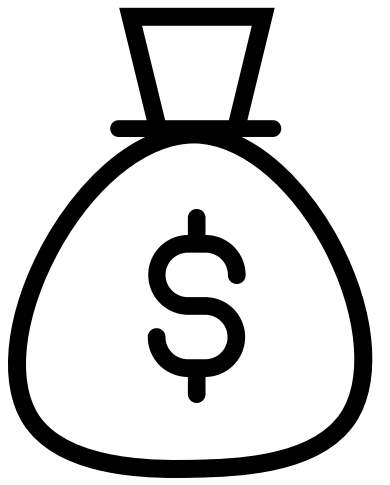
Can't we just... use AI / cut your funding / ignore your process



- Bureaucracy image
- Competing functions
- Threat to funding

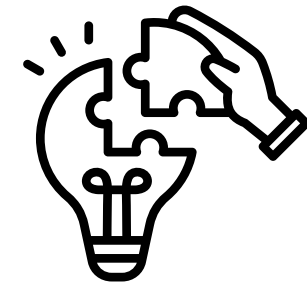
Budget Challenges

Spending our way out of trouble is not longer an option

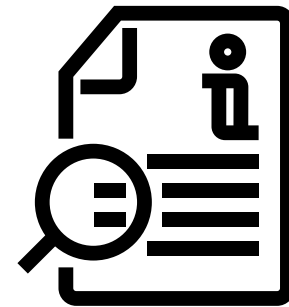


- Frozen headcounts
- Switch to AI-investments
- Pressure to show ROI

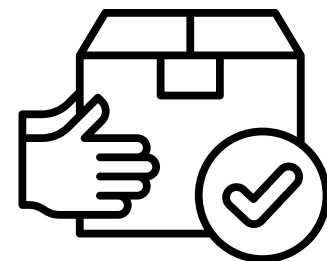
Value-led prioritization speaks to every one of these challenges



Strategy -> Execution bridge



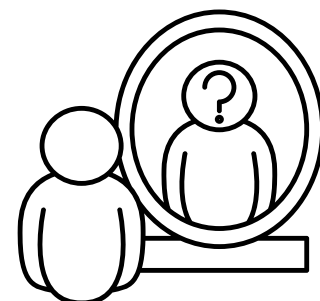
Just-enough data



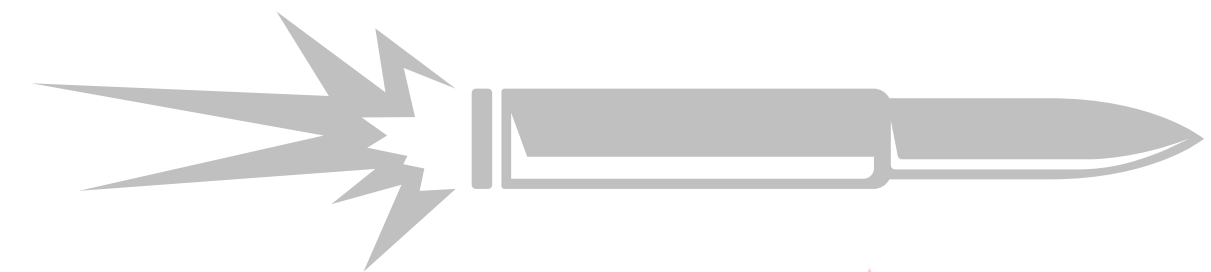
Better flow, fewer bottlenecks



Boosted portfolio ROI



PMO -> Value Driver



Value-led prioritization is not the same as ranking



If prioritization means a model to assess a list of *already approved* projects then it's administrative, not transformative.

If it fails to produce a *deliverable portfolio* then it's decorative, not effective.

Value-led prioritization is a decision making capability



Value-led prioritization means working out which combination of projects most effectively support transformation, through enabling leadership to make better decisions that change how projects are scheduled, reviewed and resourced.

Post-It's are optional.

What is *value-led* prioritization?

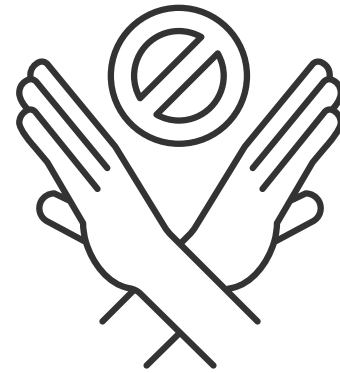
Better decision making has 3 vital ingredients



Value

Benefits we expect from projects, quantified.

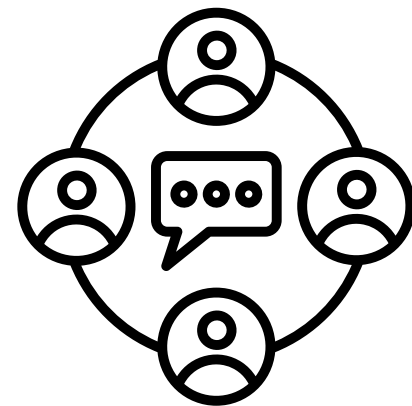
+



Constraints

Why we can't do everything, right now.

+

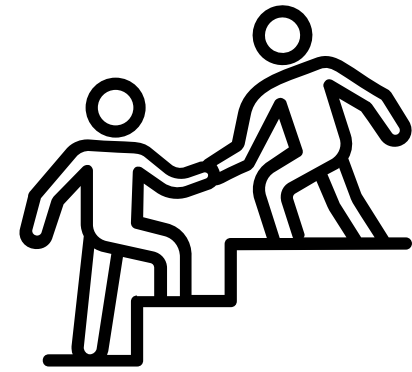


Buy-In

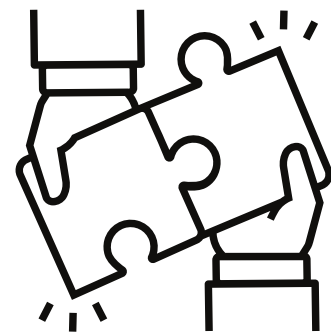
Process people feel is trustworthy.



Value-led prioritization need the PMO



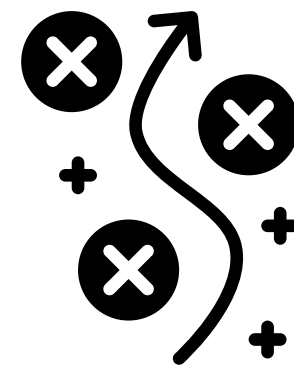
Value-led prioritization is a leadership responsibility, but they'll need solutions & scenarios to support their decision making.



Value-led prioritization is built on collaboration. That needs process & comms.



Value-led prioritization needs data. Otherwise it's just opinions and negotiation.



Value-led prioritization is not a copy-paste best practice. It needs to fit your organization.



PMOs see the chaos....

“BAU” consuming
time but not
controlled

Critical enablers
slowing down
progress

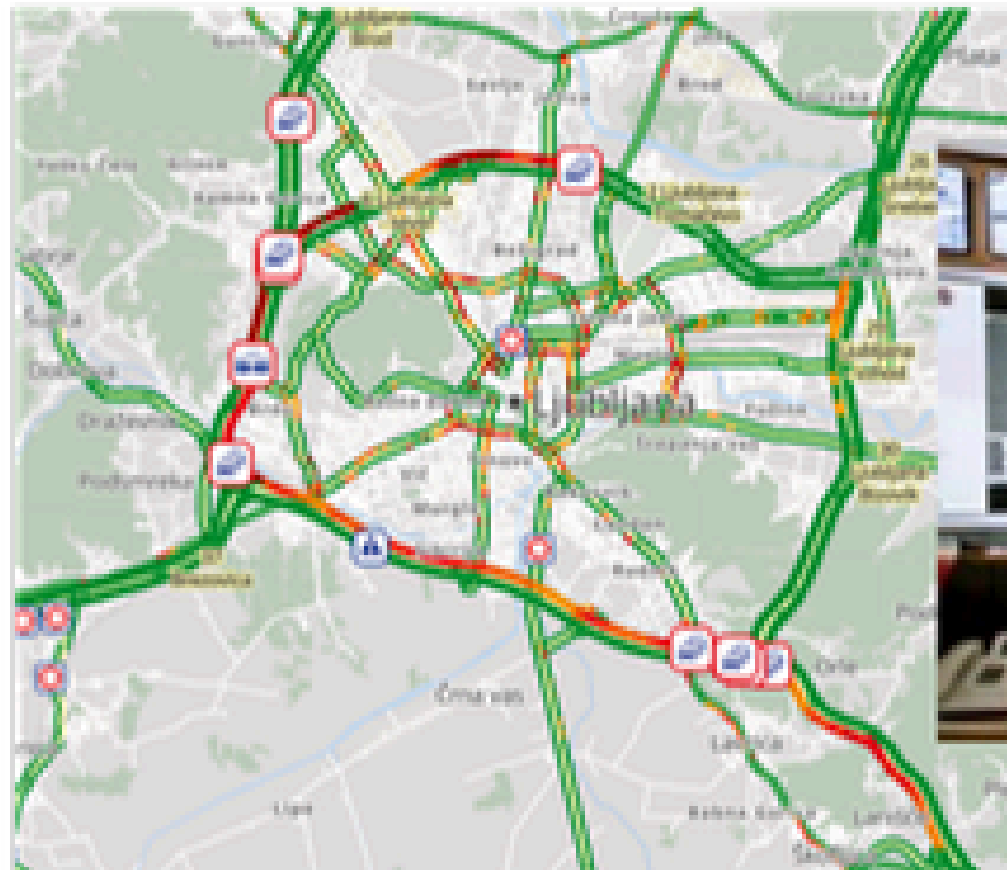
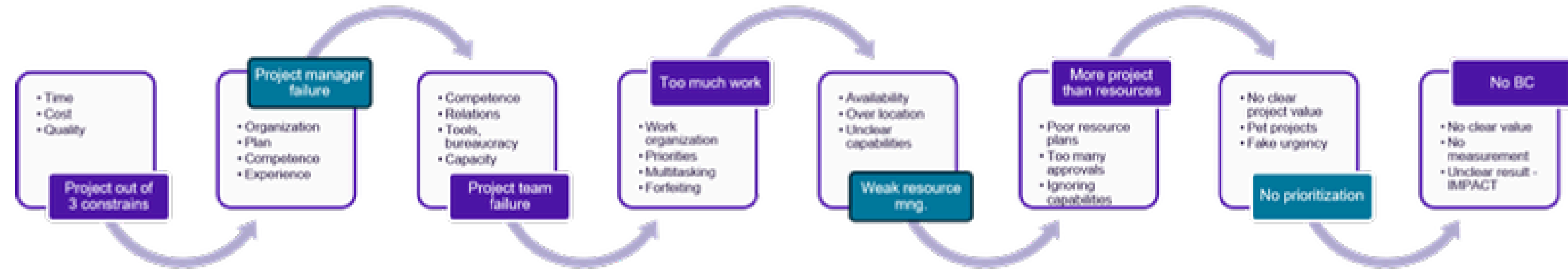
Major projects
moving slowly



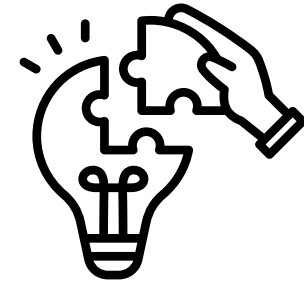
Leadership just sees major projects moving too slowly



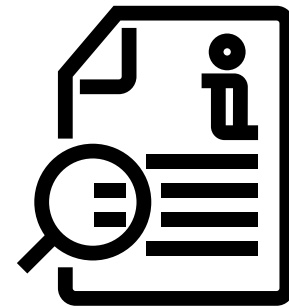
Root casue review: why, why, why



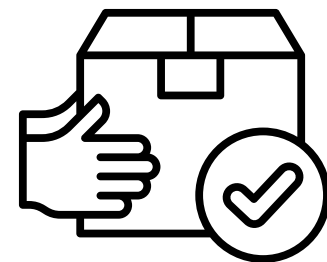
Value-led prioritization makes the PMO a vital value-enabler



Alignment to strategy



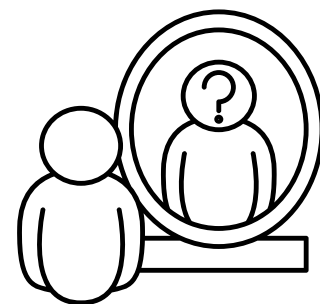
Just-enough data



Better flow, fewer bottlenecks



Boosted portfolio ROI



PMO → Value Driver



IMPACT MINDSET

+84%

+68%

3x



elektro
Gorenjska



- **Assess:** Understanding problems → aligning
- **Define:** Root, solution, value → build buy-in
- **Plan:** RoadMap, maturity, change → value
- **Deliver:** Simple governance → new meeting
 - list priorities
 - stop waste & low value
 - focus, stagger, start fewer, finish more
 - manage issues, changes, risk
- **Evolve:** learn and iterate

The PMO's Guide to Prioritization

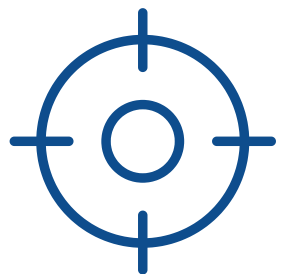
PLAN



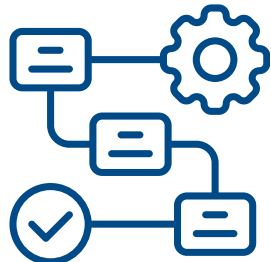
Secure the mandate



Validate the opportunity



Define scope for prioritization



Design decision process



Sign-off case for change

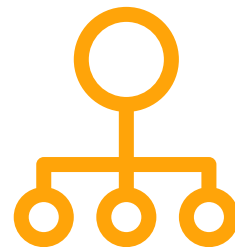
DO



Make first prioritization decision



Set-up data model & constraints



Define value & build model



Build business cases & score projects



Create scenarios & agree baseline

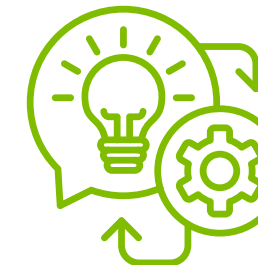
REVIEW



Build decision capability



Establish data-led update cycle



Improve value-delivery



Improve, impact, scale & evolve



Everything we recommend *could* be done in a spreadsheet

It's like cutting your own hair. You could do it, but do you really want to?

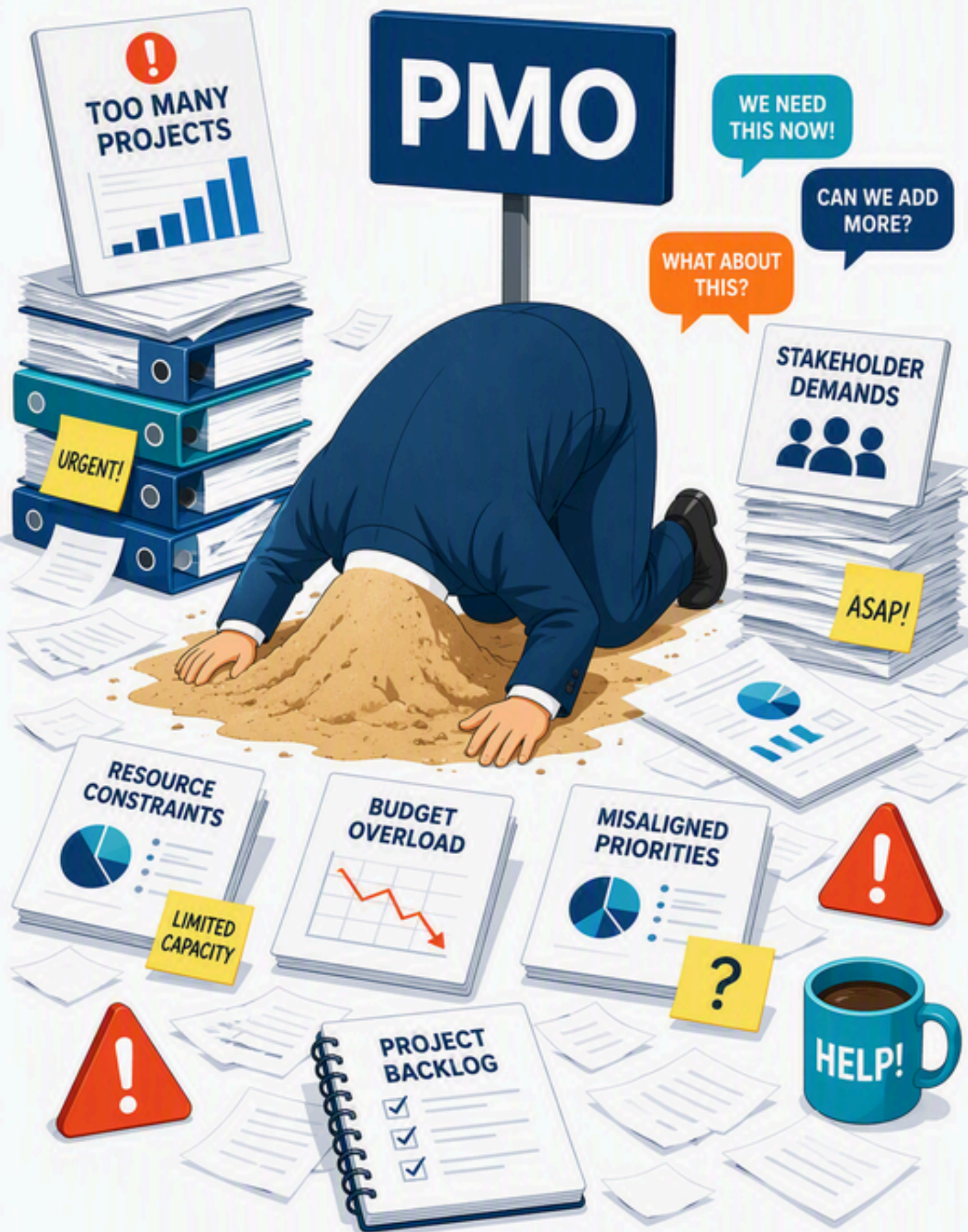
TransparentChoice lets PMOs focus on impact, not data wrangling, or re-inventing best practice.

There are many reasons to delay

You're too busy
You already do prioritization
Your PMO isn't mature enough
You just finished this year's plan

But there's one compelling reason to act now:

Value-led prioritization is the best way to make the PMO a value driver, not a reporting function





Get in touch – we can help

Help to build your MVP

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Free software trial

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