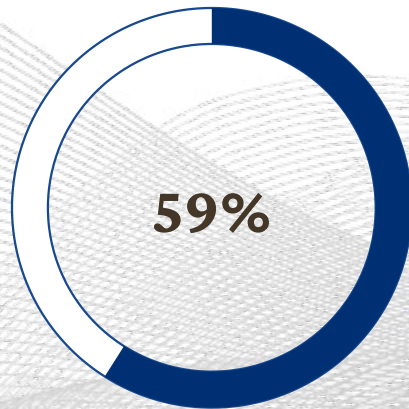
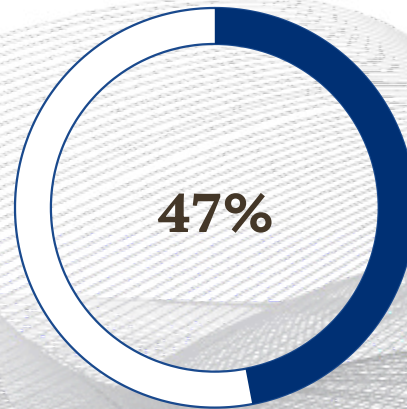


# From 6-Figure Losses to 7-Figure Wins: Why Project Management Methodology Matters

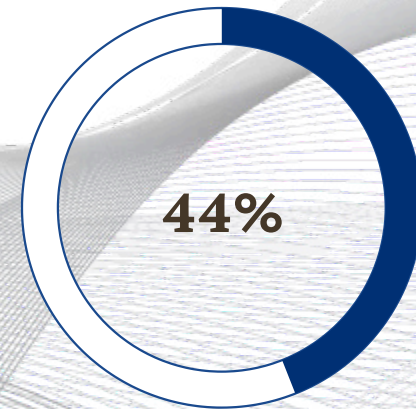
Every executive knows the sting of a project gone wrong. Budget overruns, missed deadlines, and unrealized benefits are alarmingly common in large initiatives, and the data proves it:



**IT Projects Completed Within Budget**



**Projects That Finish On Time**



**Projects That Deliver Expected Benefits**

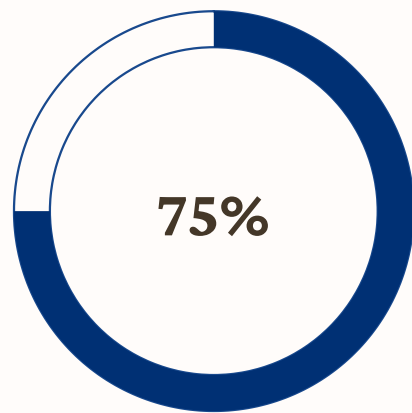
Rarely do projects hit all their targets—one study found that just 0.5% of projects met scope, schedule, and budget goals simultaneously.

But these aren't just statistics. They represent real-world setbacks: six-figure (or larger) losses, disrupted operations, and stalled strategic momentum. For the C-suite, the message is clear: poor project management isn't just an inconvenience—it's a direct threat to the bottom line.

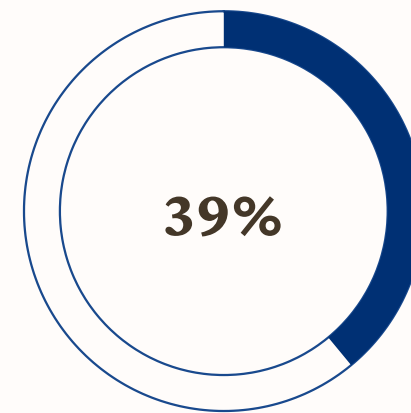
# The Hidden Costs of Poor Project Management

Projects that miss even one major goal typically **exceed budgets by 75%** and **deliver 39% less value** than predicted. These failures are costly—financially, operationally, and reputationally.

Yet when done right, project management can flip the script. With the right methodology and leadership, organizations have turned failing projects into stellar successes—transforming six-figure losses into seven-figure wins.



**Projects That**  
**Exceed Budget**



**Projects That Deliver**  
**Less Value Than Predicted**

This white paper explores why project management methodology matters, especially in high-stakes ERP and EHR initiatives. We'll look at real examples—from an agricultural ERP overhaul to healthcare system ERP cloud migrations—to illustrate how ProjectWise Consulting's approach consistently transforms misaligned projects into scalable, high-impact successes.

By the end, you'll see how investing in the proper methodology and expertise upfront pays off in tangible results and long-term value.



# High-Stakes Projects: No Room for Error

**High-dollar, high-visibility, complex initiatives** present unique challenges. These are the projects where **failure can cost millions, disrupt operations, and even damage reputations**. Enterprise Resource Planning (ERP) implementations or Electronic Health Record (EHR) system projects are prime examples – they touch every part of the business and often make headlines when they fail. In such high-stakes projects, there is simply no room for error. A seemingly minor oversight in selecting the correct project lifecycle approach - waterfall, agile, or hybrid could cascade into major cost overruns or operational failures.

Why do so many big projects stumble? Studies point to two key issues: **poor project management and poor stakeholder engagement, as a leading cause of failure**.

Issues like missing focus, unclear requirements, and lack of stakeholder alignment can quickly derail a complex initiative. For any leader, the takeaway is sobering: without a robust methodology and experienced guidance, even well-intentioned projects can run aground, bleeding money and time.

Conversely, with the right methodology, those same projects can become engines of value, innovation, and competitive advantage. High-stakes projects demand **clarity, rigor, and adaptive leadership** – a methodology that ensures no detail is overlooked and no risk unmitigated.



# The ProjectWise Approach: Premium Leadership and Hybrid Methodology

So, what does the "right" methodology look like in practice? It starts with **premium leadership with CIO-level insight**. This means having project leaders who not only excel at project mechanics but also see the strategic big picture – much like a Chief Information Officer would. ProjectWise Consulting, for example, assigns accomplished program leaders (including former IT and Business Executives) to steer initiatives. They understand both the technology and the business context, ensuring projects drive real organizational value, not just technical deliverables. In one instance, ProjectWise's Mary Thao even served as **interim CIO for Wysocki Family Farms**, guiding their IT strategy and ensuring infrastructure and systems met both business and technical needs. This kind of leadership bridges the gap between the C-suite and project team, keeping high-visibility projects aligned with enterprise goals.



Equally important is a **hybrid project management methodology**. Rather than dogmatically following a single school of thought (Agile vs. Waterfall), ProjectWise blends approaches to fit the project's needs. This hybrid method combines the **adaptability and speed of Agile with the clarity and planning of Waterfall**, all underpinned by strong change management practices. The result is a flexible yet structured approach that adjusts to project complexity and stakeholder needs. As **ProjectWise** puts it, *"We leverage advanced AI tools, hybrid project management methodologies, and proven leadership practices to deliver smarter, more agile solutions."* This integrated approach means they can optimize resources, adapt to change quickly, and still maintain rigorous control over scope, timeline, and quality.

**Organizational Change Management** is explicitly baked into this methodology. Co-founder Jodie Gardner, Strategy Executive, and a Prosci-certified change practitioner, emphasizes preparing people for the changes a project brings. New systems or processes can fail if end-users aren't bought in, so ProjectWise works on organizational change enablement alongside technical execution. For instance, they often establish steering committees, deliver project management training to client teams, and engage stakeholders in validation and testing cycles. This holistic method – part Agile, part Waterfall, part Organizational Change Management – ensures not just the **technical success** of a project but also its **adoption and sustainability**. In high-complexity projects, methodology matters because it provides the playbook to navigate uncertainty. ProjectWise's hybrid playbook has been honed on some of the toughest projects out there, as the following case studies will show.

# Case Study: Wysocki Family Farms – From ERP Chaos to Lightning-Fast Operations

Wysocki Family Farms, a multi-entity agricultural business, partnered with ProjectWise Consulting to lead a transformative ERP initiative using Microsoft Dynamics 365 Business Central and the Power Platform. With a focus on stabilizing finance and modernizing operations, ProjectWise supported the implementation and enhancement of several key systems.

### Business Central Implementation

ProjectWise led the successful implementation of the following Business Central modules: Projects, Inventory, Procurement, and Sales. The team implemented add-ons for Multi-Entity Management, AP Automation and Expense Reporting, and advanced planning and reporting tools like Prophix.

### Finance Stabilization

The project prioritized resolving long-standing issues in Finance, including Accounts Payable, Accounts Receivable, Fixed Assets, and the General Ledger. ProjectWise also facilitated the selection of an MRP vendor and helped integrate planning tools such as Prophix and AgWorld.

Significant operational improvements were achieved using Microsoft Power Platform. ProjectWise designed and built solutions using Power Apps and Power Automate that automated previously manual and time-consuming tasks, including:

**20min**

**Before: Vendor Request**

Manual process time

**10sec**

**After: Vendor Request**

Automated process time

**30min**

**Before: Customer Creation**

Manual process time

**10sec**

**After: Customer Creation**

Automated process time

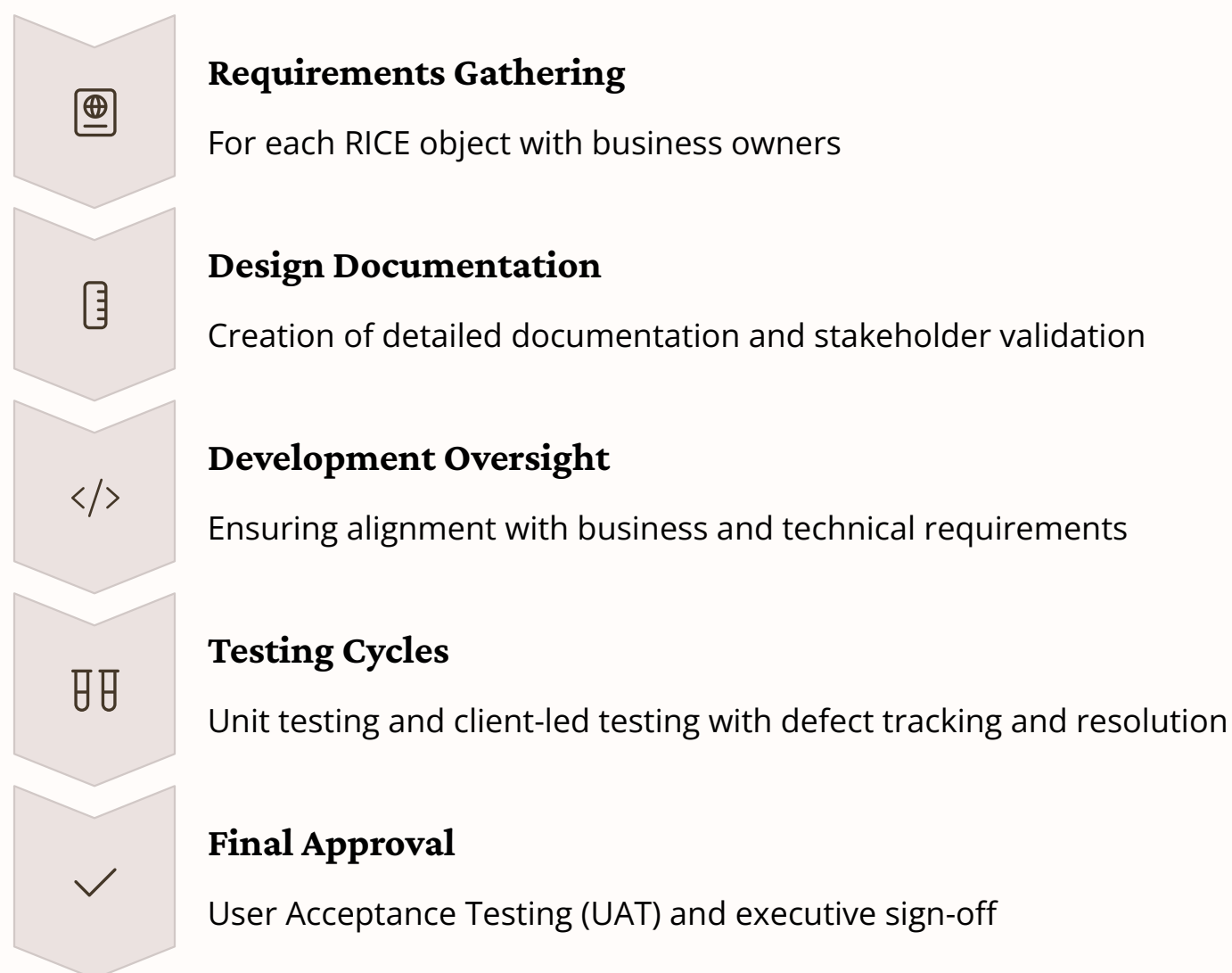
To support long-term success, ProjectWise helped the organization establish a Program Steering Committee, delivered project management training to client teams, and led usability and issue resolution efforts.

During this project, ProjectWise served as interim CIO, helping to establish IT strategy, resolve infrastructure issues, and support software go-lives. This included a successful Ring Central implementation after previous failed attempts. ProjectWise's leadership provided a strong foundation for growth and long-term operational efficiency.

# Case Study: Marshfield Clinic – Course-Correcting a Healthcare ERP Implementation

Even well-funded healthcare organizations can see major projects falter. If you’ve ever inherited a faltering implementation with deadlines slipping and morale dropping, you’ll recognize this moment. **Marshfield Clinic Health System**, for example, embarked on a conversion of its legacy systems to **Infor CloudSuite Financials & Supply Management (FSM)** – a massive undertaking touching finance and supply chain operations. Partway through, the project management methodology was realigned. Deliverables did not meet the Executive Sponsor expectations, and confidence wavered. Recognizing the risk, the CIO brought in ProjectWise Consulting to provide leadership and get things back on track. **Mary Thao** joined as Program Manager, essentially acting as an extension of Marshfield's leadership, and immediately set about **re-establishing governance frameworks, stabilizing timelines, and enforcing cross-functional** accountability.

A central focus was the management of the RICE components—Reports, Interfaces, Customizations, and Extensions—requiring detailed coordination among internal business users, developers, and the Infor delivery team.



Mary also directed data scrubbing and crosswalk development to ensure clean, accurate migration of legacy data into the Infor CloudSuite environment. This work enabled reliable reporting, reconciliation, and system adoption post go-live.

[Schedule a Consultation](#)



# Case Study: Memorial Health – Managing Change and Knowing When to Pause

Memorial Health, a multi-hospital healthcare system, engaged Infor Delivery Services and ProjectWise Consulting to lead a complex Infor CloudSuite migration. The initiative spanned key enterprise functions including Financials, Supply Chain, Human Resources Talent, and Payroll. Mary Thao, serving as the Project Manager on behalf of Infor Delivery Services, guided the project from kickoff through the Transition Phase. With deep expertise and a disciplined methodology, she provided strategic oversight of all RICE components—**Reports, Interfaces, Customizations, and Extensions**—ensuring a cohesive and quality-driven approach.



Mary led collaborative requirements sessions with cross-functional stakeholders in Finance, Supply Chain, HR, and IT, ensuring that each deliverable was well-documented, traceable, and aligned to Memorial Health's business needs. Development efforts were carefully managed, with rigorous testing at every stage, including multiple rounds of client testing. She established formal issue tracking and escalation processes, culminating in a structured **User Acceptance Testing (UAT)** phase where business owners signed off on each deliverable. Mary applied a disciplined methodology throughout the engagement, providing strategic oversight.

As the project neared its final phase, Memorial Health made the strategic decision to pause the implementation. Thanks to ProjectWise's comprehensive planning and cross-functional alignment, the organization had already reached a state of readiness—complete with validated deliverables, engaged stakeholders, and a clear roadmap for future reactivation.

"Migrations are about more than moving data—they're about moving people and processes into a better future."  
— Mary Thao, Founder, ProjectWise Consulting

By embedding strong execution discipline from day one, ProjectWise preserved the integrity and value of Memorial Health's investment. Rather than a stalled project, the pause became a moment of strategic clarity—setting the stage for a successful future relaunch.

# Lessons Learned: Methodology Makes the Difference

Across these examples in agriculture and healthcare, several **critical lessons** emerge about why project management methodology truly matters:



## **Governance and Accountability Are Non-Negotiable**

High-visibility projects need strong governance structures (steering committees, clear roles and responsibilities, executive checkpoints). When Marshfield Clinic's Health System's ERP conversion was faltering, re-establishing governance and accountability was the first step to recovery. Without it, projects drift and nobody is empowered to make course corrections.



## **Get Requirements and Specs Right (the First Time)**

A disciplined approach to requirements gathering and validation can save enormous cost and pain. In Marshfield Clinic's case, a structured requirements and design phase for each RICE component prevented downstream defects. Many project horror stories (like ordering an elevator that doesn't fit its shaft) come down to poor upfront specification. Methodology enforces due diligence early – measure twice, cut once.



## **Hybrid Approach = Flexibility + Structure**

No two projects are alike. A hybrid of Agile and Waterfall methodology provides the adaptability to handle change and the structure to maintain control. ProjectWise's ability to mix iterative development with stage-gate oversight meant Wysocki's team got quick wins (like automated workflows in weeks) without losing sight of long-term ERP integration goals. The methodology should serve the project, not the other way around.



## **Organizational Change Management is Key to Adoption**

**Projects succeed when people embrace the change.** This means investing in training, communication, and stakeholder engagement. Jodie Gardner's coaching of client teams and Mary Thao's emphasis that migrations are about "**moving people and processes**" illustrate how change management is integral to ProjectWise's method. As a result, users at Wysocki and staff at Marshfield Clinic were prepared to use the new systems effectively, not resist them.



## **Don't Be Penny-Wise and Pound-Foolish**

It's tempting to cut corners or avoid bringing in expert help to save costs, but the long-term value far outweighs the upfront expense. Many organizations initially balk at the **cost of premium project leadership** or a thorough planning phase; however, those that invest see returns in the form of avoided failures and accelerated benefits. Wysocki's case shows how a targeted investment in automation and process improvement yields massive time and cost savings ongoing. Conversely, the cost of recovering from a failed ERP or EHR project (or a bungled construction spec) can easily run into the millions. A solid methodology is **insurance against those six-figure mistakes** and a catalyst for seven-figure gains.

In sum, great projects aren't born out of luck. They are the product of careful planning, adaptive execution, and continuous alignment with business goals – all hallmarks of a sound project management methodology. The differences between a project that hemorrhages money and one that delivers dramatic ROI often boil down to these lessons.



# From Losses to Wins: The Long-Term Value of Doing It Right

What's the real **ROI of proper project management**? It's turning potential losses into wins that far exceed the project's cost. When ProjectWise Consulting took over at Marshfield Clinic, they not only averted a likely failure (with sunk costs and delayed benefits), but delivered a system that strengthens the clinic's operations. When they optimized Wysocki's ERP, they unlocked efficiencies that equate to hundreds of thousands of dollars saved in labor and error reduction – benefits that compound year over year. These outcomes illustrate a powerful point for any C-suite leader: **an expert-led, methodology-driven project can become a strategic asset with exponential returns**. On the flip side, a poorly managed project is a liability that drains resources and morale.

It's also about confidence and visibility. Executives can sleep easier knowing there's a robust structure in place: risks are identified early and throughout the project, stakeholders are kept in the loop, and progress is measured against clear benchmarks. This confidence has tangible value. It means organizations can take on innovation and transformation initiatives – like a new ERP or EHR – without fear of becoming the next cautionary tale in the press. In sectors like healthcare, where patient care and safety are on the line, the value of a well-run project also translates to better outcomes for the people you serve.

Crucially, the benefits of a good methodology persist long after project go-live. ProjectWise's philosophy of empowering client teams ensures that by project's end, internal staff have **higher project maturity**, better processes, and sometimes even new leadership capacity. Wysocki's testimonial, for instance, notes Mary Thao's impact in **building IT strategy and resilience for the future** – value that goes beyond the project deliverables themselves. This is the difference between a vendor who simply "completes a project" and a partner who leaves your organization stronger and more capable. The latter is what turns a one-time project win into a sustained business victory.

# Conclusion: From 6-Figure Losses to 7-Figure Wins – Your Move

The case is clear. **Project management methodology matters** – deeply. In an era where only a sliver of projects fully succeed by traditional measures, organizations cannot afford to wing it on critical initiatives. Whether it's implementing a new ERP system, EHR system, or any high-stakes transformation, the approach you take will spell the difference between a costly failure and a breakthrough success. The stories of Wysocki Family Farms, Marshfield Clinic, and Memorial Health show that even the most complex, troubled projects can be turned around with the right combination of expert leadership and flexible, rigorous methodology. They also show that the impact isn't just financial – it's strategic, operational, and human. From the **CIO's office to the front-line employee**, everyone wins when a project is done right.

For C-suite leaders reading this, the question is: **What would it mean for your organization to turn your 6-figure project headaches into 7-figure success stories?** If you're facing a high-visibility project that simply has to succeed, or if you're already in the throes of a troubled initiative that needs rescue, now is the time to act.



**ProjectWise Consulting specializes in exactly this** – bringing order to chaos and confidence to uncertainty on your behalf. We don't just manage projects; *"we optimize the impossible,"* as our philosophy states. With premium, Executive caliber leadership and a battle-tested hybrid methodology, we lead high-stakes projects to outcomes that justify every dollar invested.

**From 6-figure losses to 7-figure wins, we've been there – and we can lead you there too.** If you're ready to ensure your next big project is a resounding success, it's time to take the next step. **Contact ProjectWise Consulting** to discuss your challenges and goals. We'll partner with you to transform your project into the kind of success story that drives your business forward. The path to your next win is here – **let's embark on it together.**

[Find Out How to Revolutionize Your Next Project](#)