

Why Enterprise IT Projects Fail

And What You Can Do About It

IT and GIS spending continues

In today's digital economy, enterprise IT investment, including **GIS modernization**, has never been higher.

\$4.5T

Global IT projected spending in 2022 according to the latest forecast by **Gartner, Inc.**

\$452B

The global **geospatial market** estimate for 2022, which is also forecasted to reach 681 billion by 2025.

36%

Forrester's estimate of large- and mid-sized organizations expected to deploy location intelligence software.

Yet most projects fail

Even as investment increases, most enterprise implementations fail.



70%

of projects **fail to deliver** on goals.



56%

of projects have **less value** than predicted.



45%

of projects **exceed budget**.

Poor IT leads to costly data

Poor project planning contributes to increased data costs, which includes the ever-growing location data market.

\$9.7M

per year

The average financial impact of poor data quality on the organization, according to **Gartner**.

\$3.1T

annually

The estimate for the cost to U.S. businesses alone due to poor data quality, according to **IBM**.

How can you avoid failure and ensure success?

3 ways to define IT success

Project Management Institute (PMI) considers successful projects those that meet three simple mandates:



ON TIME



ON BUDGET



ON TARGET

One way to ensure IT success: hire an expert consultant

The services market is growing, with more companies turning to experts in delivering complex and transformational projects.

\$821B

in 2022

The global IT **professional services market** size.

9%

from 2022 to 2030

The market expected compound annual growth rate (CAGR).

5 reasons to partner with the right company

Outsourcing your next IT and geospatial project provides a clear pathway for success because of five key factors.



Unburden your IT department.



Gain an objective perspective.



Learn from experienced IT professionals.



Align IT with current and future business strategies.



Leverage the latest proven technology and best practices.

10 questions to ask

The way to search for the right consultant includes defining needs, determining scope and budget, and exploring consultant offerings.

Then, ask the right questions:

1

Does the consultant have experience in your industry and with companies your size?

2

Does the consultant have relationships with relevant software vendors?

3

Can they provide detailed work examples that demonstrates business value?

4

Do they provide references you can talk to directly?

5

Does the vendor employ agile or flexible methodologies?

6

Do they emphasize open communication and trust and foster listening and collaboration?

7

Is the consultant flexible and do they follow up on questions promptly?

8

Do they supply modern security in the design and implementation of the system?

9

Does the vendor provide comprehensive post-implementation training and support?

10

What's their vision, mission, and purpose? What values do they embrace?

In today's complex environment, with technology rapidly changing, **leveraging world-class consultation and support from IT experts** experienced in best practice will enable you to avoid pitfalls and succeed.