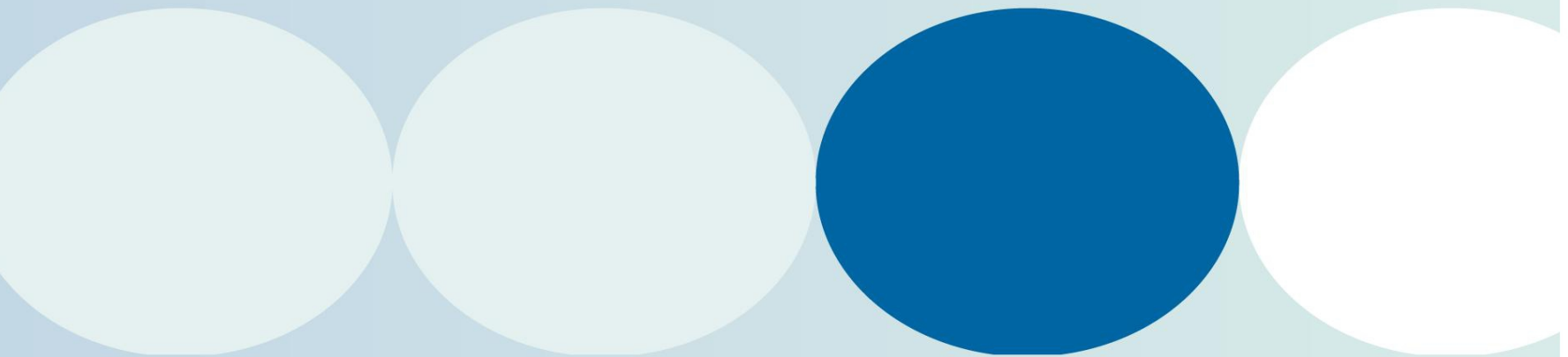


Closing Remarks

-

„Be fast – be good – or be gone“



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ANDREAS SCHERER

BE FAST OR BE GONE

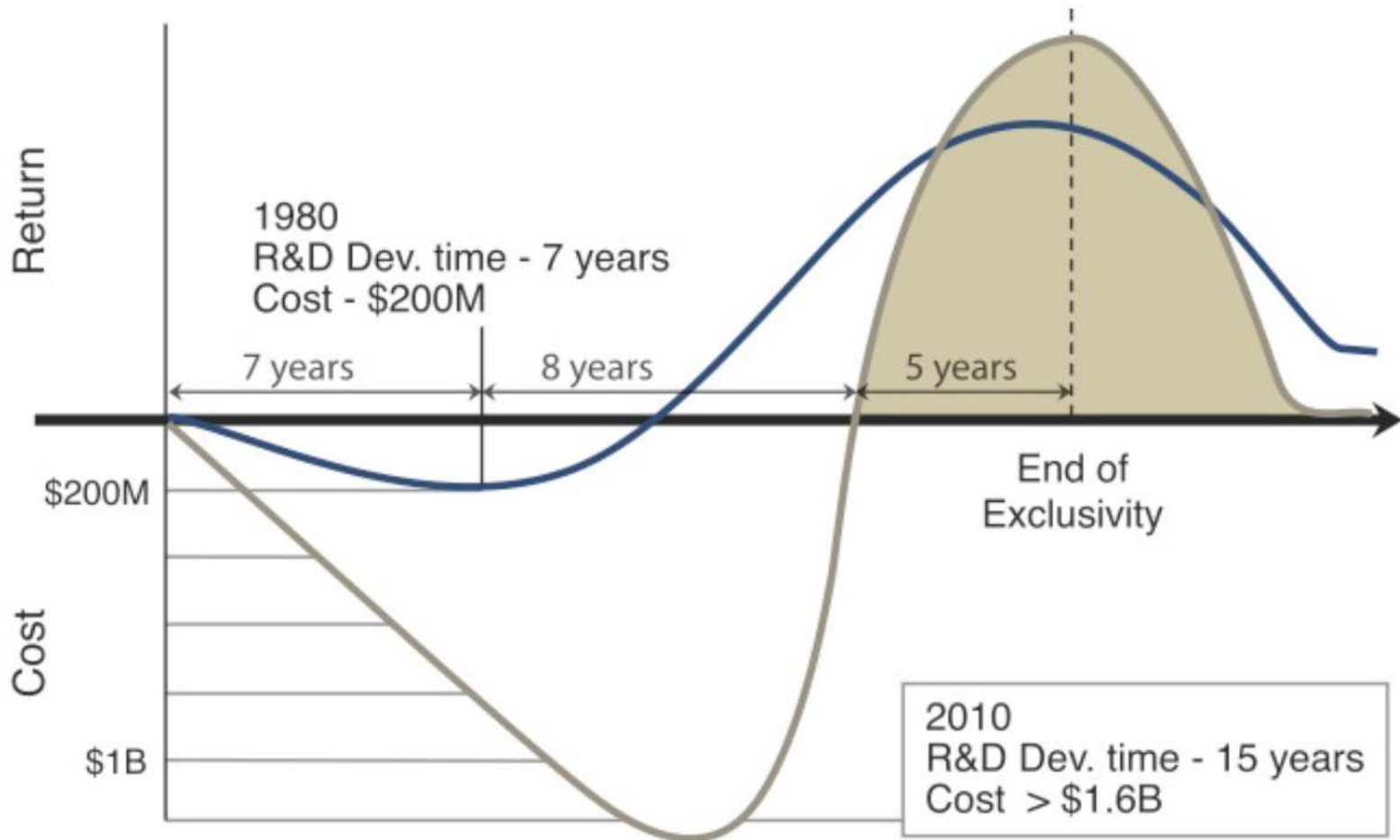
A Business Novel



Racing the Clock with
Critical Chain Project Management

Copyrighted Material

Be Fast...or ...Be Gone

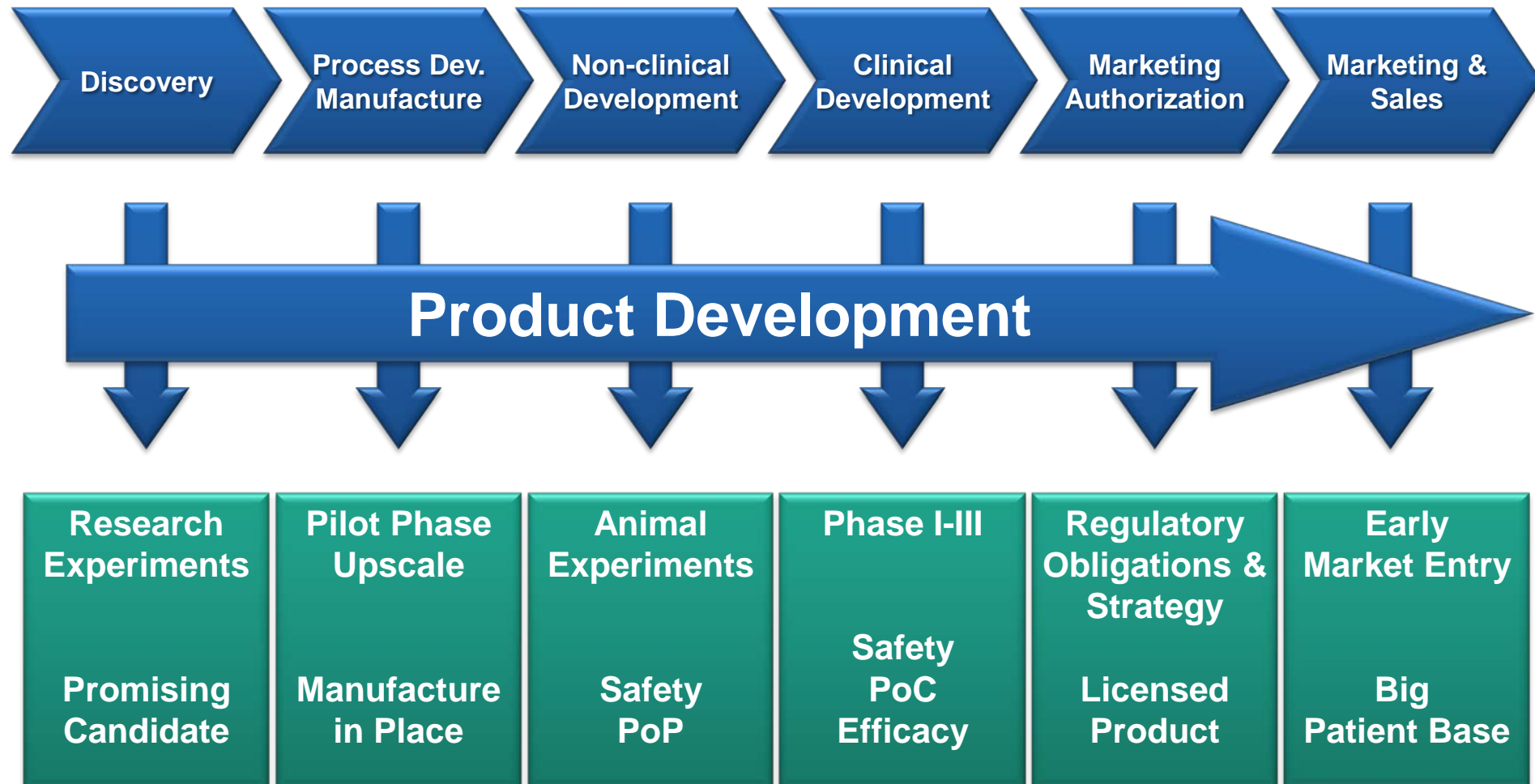


Three Critical Success Factors

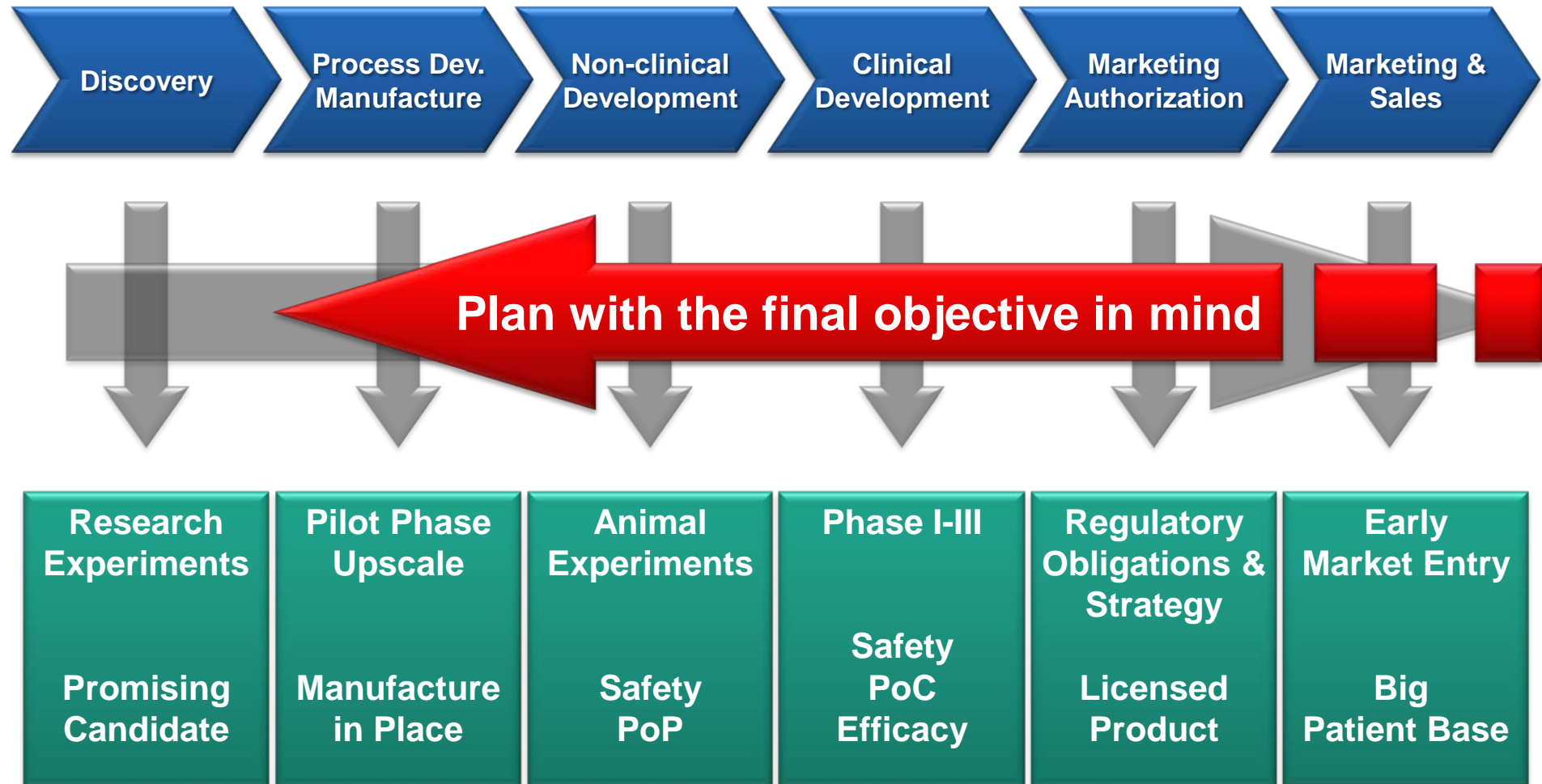


- **Do the right things**
- **Do things the right way**
- **Do them the leanest and fastest way possible**

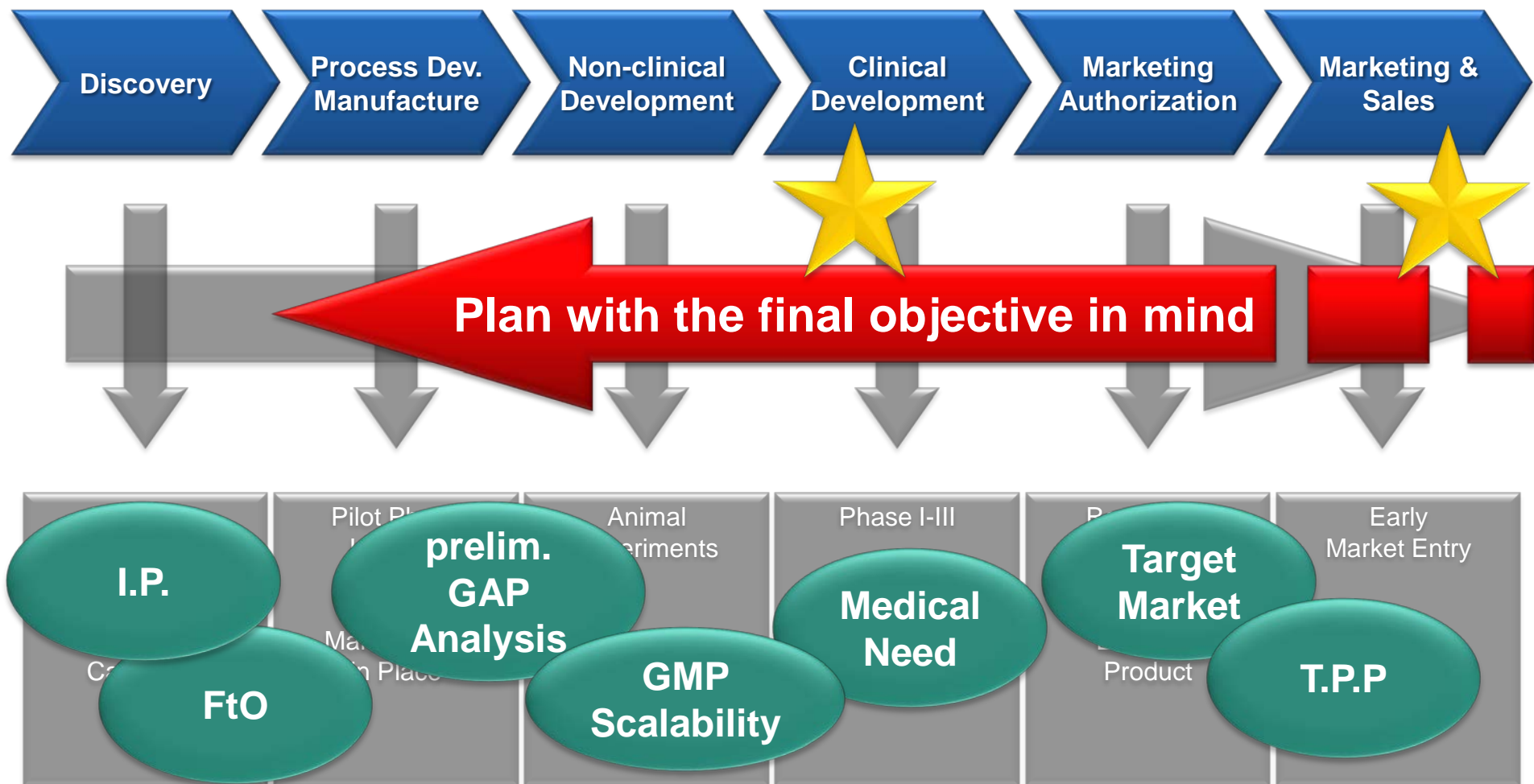
Traditional R&D Planning ...but...



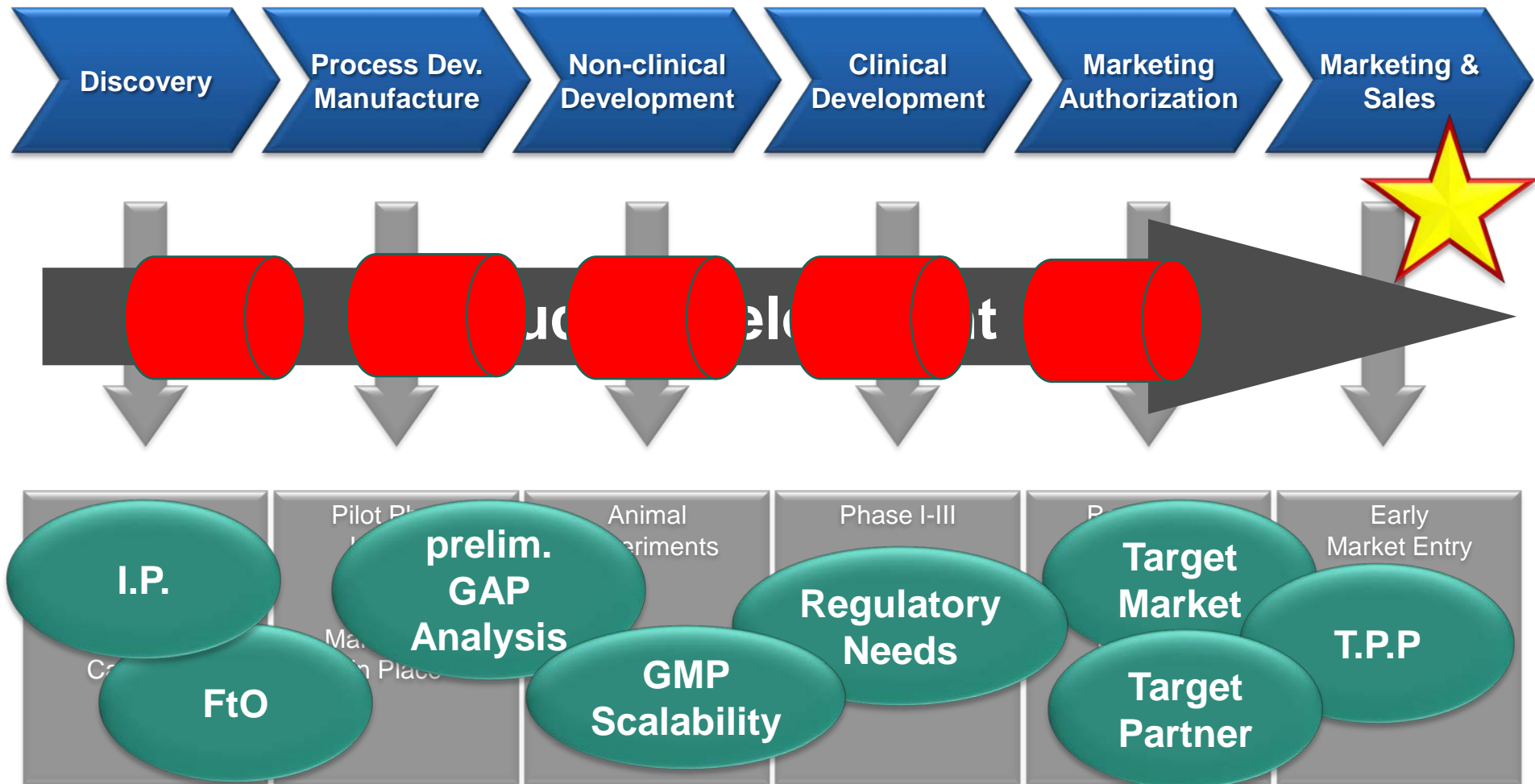
The VPM Way: ... in a Reverse Approach...



... with Deliverables, Market and Exit in Mind



GOAL: Securing Project Success by Continuous Stage-Gate Tracking



Our Method: Translational Project Management

Step 1: Target Product Profile

In-depth market analysis
Patent/FtO evaluation

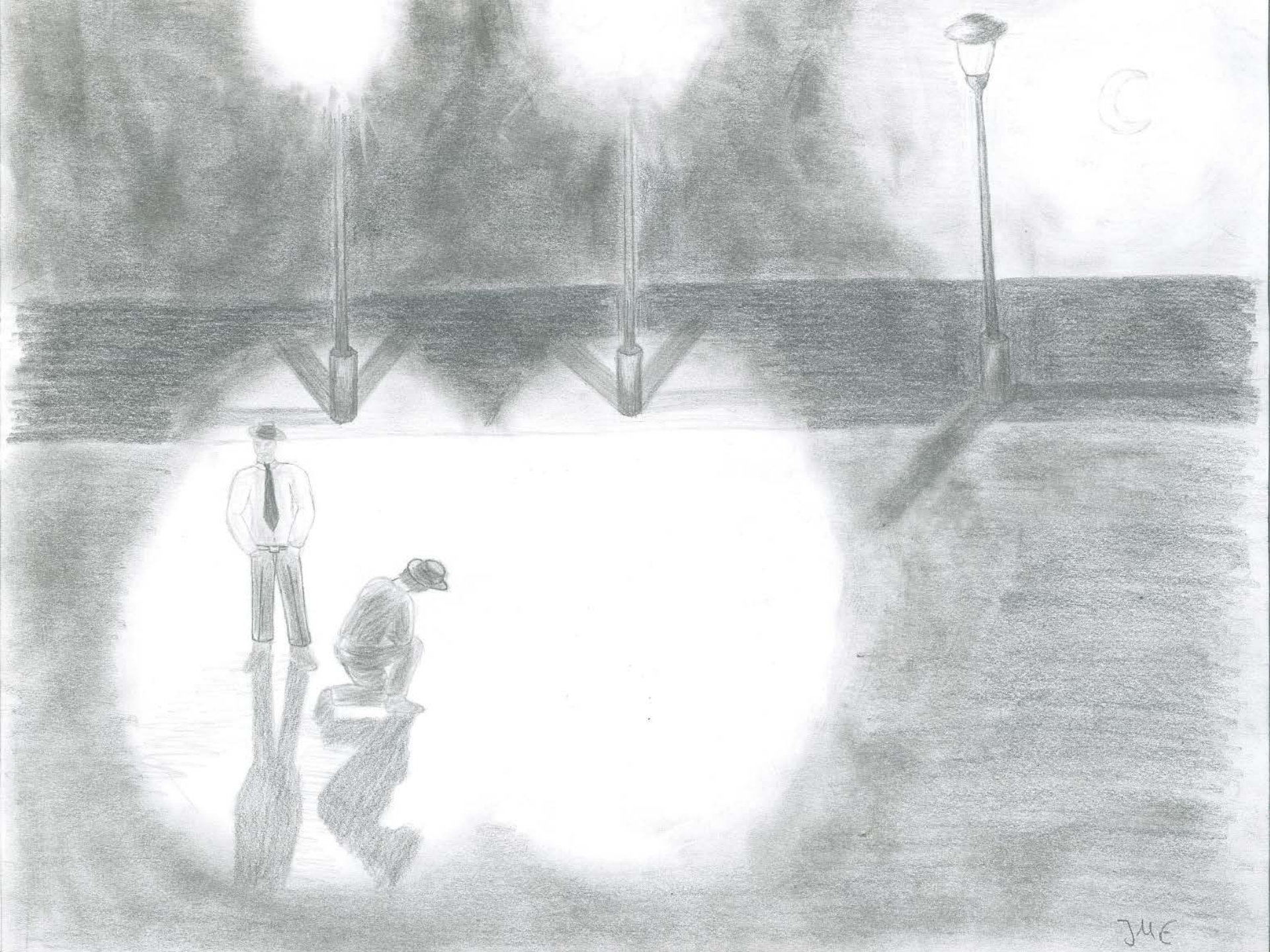


Step 2: Reverse planning

- starting from market and approval strategy
- backwards to (pre-)clinical development

Step 3: Operational **DBR*** project management

- cost-controlled working packages
- feeding buffer-secured milestones
- pre-defined tollgates (stage/gate tracking)
- **TOC CCPM system** (E. Goldratt Theory of Constraints)



JME



To Reach Market from Target

-

Modern Project Management

&

Collaboration is Key

Please save the date!

9th International VPM Days

15th – 16th September 2016