

“Consultant Secures Big Contract with Project Kickstart”

The Customer

Glenn R. Holmes. Project Management Consultant, Toronto, Canada

The Challenge

Solving client problems under tight time constraints.

The Solution

Glenn, an IT consultant, works for many different clients. In one particular case that he describes, he found Project Kickstart to be just the solution to an urgent challenge:

“I am an IT consultant. I was called by an agency to help one of their out of town customers resolve a major problem. After a 2 hour meeting with the customer that same afternoon to analyze his problem, I requested a follow-up meeting for the next morning; the manager was due to return to his home office in Illinois at noon the next day.”

Glenn booked a motel room. “I worked through the night with another consultant who was assigned to the account. I used Project KickStart for the first time. It took 1 hour for me to prepare a project plan, refine it, and export it into Microsoft Project. The next morning I gave a presentation of my findings to the manager and also my plan to resolve it. Because his flight was leaving shortly he asked when I could prepare and send him a project plan for his review.”

“Imagine his surprise when I presented him with one immediately. He was further surprised when I gave him a diskette with the plan all ready to load on his home system in both the Microsoft Project planning formats they used. He went home with a solution that he presented to

his seniors. This resulted in a 2 year contract for me and a promotion for him. The investment for Project Kickstart is the best I have ever made.”

Glenn has also used Project KickStart extensively for large and small projects since then. According to Glenn, the output never fails to impress management and peers. “I always get the same comments,” he says, “Very professional.”

“Project KickStart give the best bang for the buck.”

“Of all the software I have ever purchased, Project Kickstart gives the best bang-for-the buck. It enhances my stature as a professional because I always present a clear plan in exceptionally rapid time.”

The Benefits

- * Quick learning curve
- * Excellent planning functionality, with built-in flexibility
- * Clear, simple communication tools

About Experience in Software

Experience In Software (EIS) Incorporated creates business software that generate ideas, solve problems, and increases efficiency to help companies realize their full potential.