



Advanced Research, Applied Science and Tangible Results

## What is the occasion?

Out of every one hundred, twenty die during the first year, another twenty will remain healthy and the remaining 60 will forever be scarred by the consequences of all kinds of infections. If this described the situation of children in a developing country, your first action would be to launch a targeted vaccination program and implement it.

This example, however, is not about children in developing countries, but about projects in Western Europe or the United States. It's also about the concerns of senior management. If 'the buck stops with you', you do not want to waste your shareholders money and keep superfluous projects afloat. You do want to manage risks and to have control over your projects.

If the solution for the infected children is a vaccination program, how about for projects?

## What is it?

A vaccine for projects. We make projects succeed faster, more often and against lesser costs.

We have developed a self-learning algorithm that quantifies the relationship between excess costs or delays and underlying causes. We have tested the algorithm scientifically and preliminary results show six to eighteen percent reduction in structural costs and delivery time.

## How does it work? Vaccination for projects

Once you start a project, you know that it becomes infected with errors, setbacks and other unpleasanties.

These make your project 'ill': higher costs, later delivery. At best, you succeed to make your project well and still deliver the agreed functionality and quality. At worst, the project prematurely dies or remains impaired with a lesser functionality and quality.

Every project has an immune system of its own: processes, tools and procedures, and especially project staff and management.

This system can really do its job well, when it knows not only which infections impact the project but also to what extent: Does "minimal involvement of end-users" lead to €400,000 or €15,000 of extra cost? Does 'wide scope' account for €250,000 excess work, or a mere €12,000?

To aid the project's own immune system, we have developed a vaccine in the form of a self-learning algorithm. This is how it works:

1. **We quickly set the diagnosis.** The self-learning algorithm determines the impact of each infection on (in terms of extra cost and later delivery) on the basis of a representative yet restricted number of completed projects.
2. **We vaccinate the organization once.** The algorithm is made available to all project teams of the organization as a straightforward SaaS tool.
3. **The vaccine immediately activates the immune system.** Project teams enter their active projects in the SaaS and the tool tells which infections threaten the project, the extent and the impact in terms of time and money. Next, the team prioritizes the infections, takes targeted countermeasures and tracks progress using the SaaS tool.
4. **The vaccine also explains the impact of unidentified infections.** This usually turns out to be considerable. So, we can jointly start a targeted search for the unknown infections, determine effective countermeasures and maximize protection.

## Who is XSeed?

My name is Geert Jan Beekman, creator of the algorithm and founder of XSeed. XSeed is an international group of experienced project managers and driven programmers with the sole purpose to make your projects succeed.

## Why did I start XSeed?

"Why is it so hard to get a grip on the causes behind overruns?" About 10 years ago that question stared me right in the face after the umpteenth overrun project. Taking a quick look, the problem boils down to "a number of factors conspiring to create a (be it unpleasant) result". And would we really have made it to the 21<sup>st</sup> century without ever having encountered this problem before? And thus having resolved it dozens of times? Optimization of acoustics, image building of a CT scan, discovery of oil or gas, washing CO<sub>2</sub> from emission gasses, encryption & decryption of data files all have to resolve this very problem. With the one exception, that here all causes are known:

(project) Management has a long, but always incomplete, list of causes. Climbing this hill took a while, but then we had our own 'secret Coca Cola recipe'. And now we want the whole world to taste it and reap its benefits. We continue our scientific investigations of the algorithm and the growing list of underlying factors to improve and to refine.

## Are You interested?

Do you want to know how you can make projects succeed faster, more often and against lesser costs? Do less superfluous projects, more control and less risk appeal to you?

We gladly explain the situation for your organization, discuss your benefits and demonstrate how you can make the difference.

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