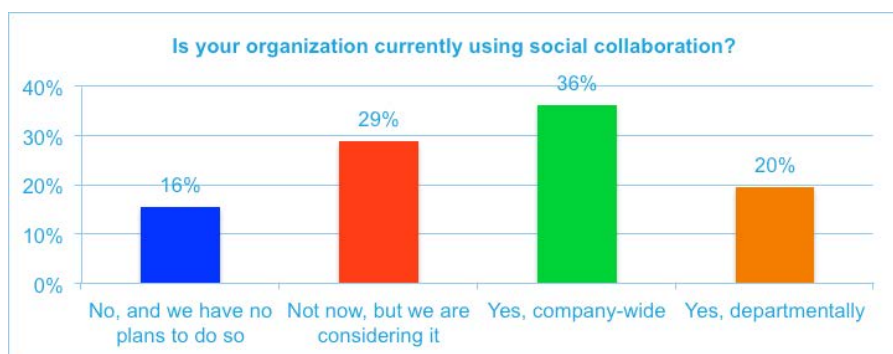


Project Management Survey Results

Clarizen conducted a research survey on real-world project management practices, processes and procedures. The following data was collected from 1,750 project management professionals via an 8-question survey.

1 Enterprise Collaboration Adoption

Participants were asked if they are currently using social collaboration and, if so, whether they have plans to expand their adoption. Over half of the respondents indicated they are using some form of social collaboration. These results align with industry trends, where the benefits of collaboration are driving higher adoption rates. Analyst research such as findings from McKinsey Research show that enterprise collaboration can improve operational productivity by up to 25%.¹

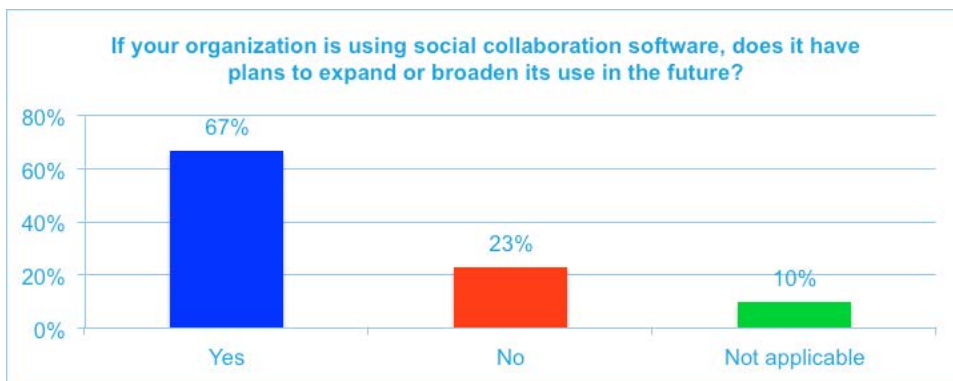


67% of organizations using social collaboration software, have plans to expand or broaden its use in the future.

1. The social economy: Unlocking value and productivity through social technologies.
http://www.mckinsey.com/insights/high_tech_telecoms_internet/the_social_economy

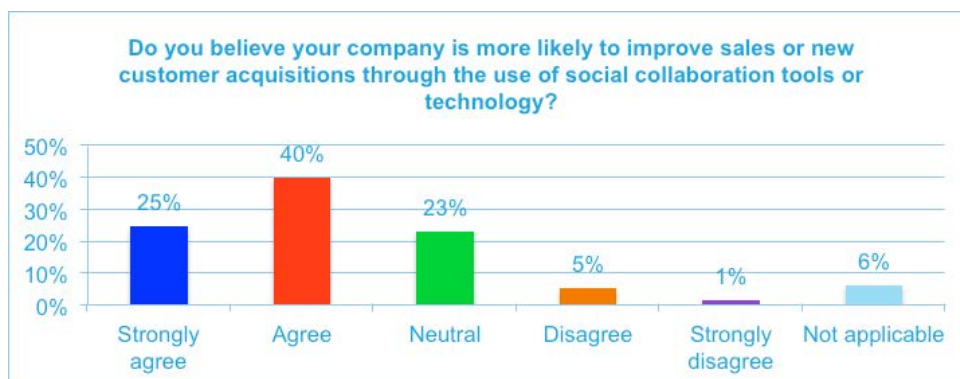
2 Scaling Out Enterprise Collaboration

Of the participants adopting social collaboration, more than two-thirds specified that they have plans to expand their usage. Analyst research supports this claim: as companies increase business interaction and collaboration they experience greater productivity benefits. Clarizen sees this trend with its own customers as well. Enterprise-wide collaboration can lead to higher levels of productivity, visibility and business agility.



3 Art of the Deal: Collaboration Helps Close Business

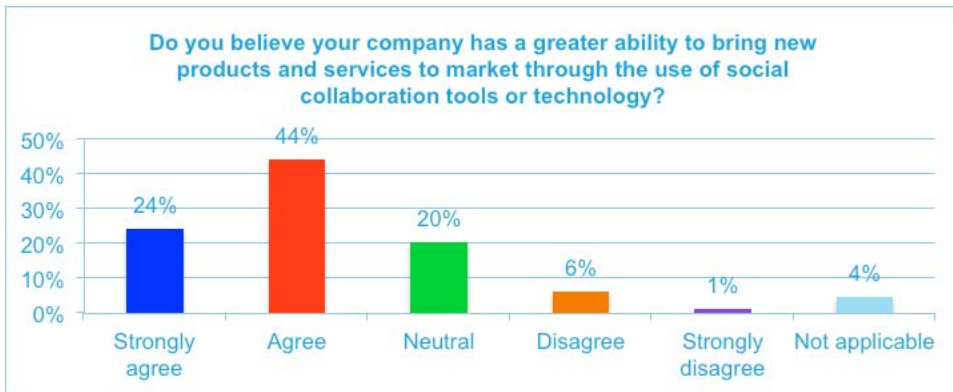
More than half of the survey participants affirmed that they can improve their sales cycle through greater collaboration. Research from Frost & Sullivan² has shown that sales teams using advanced collaboration have among the highest ROI of any group organization.



2. The Impact of Collaboration on Business Performance https://e-meetings.verizonbusiness.com/maw/pdf/MAW_white_paper.pdf

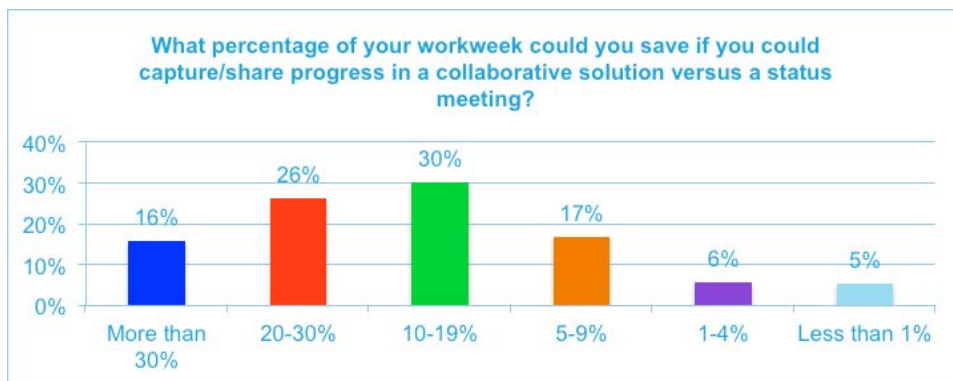
4 Getting to Market Faster

Participants were asked if social collaboration gives them the ability to accelerate their products and services to market and nearly 70 percent agreed. Clarizen customers discover that when ideas get socialized and diverse perspectives are shared, market challenges can be met at an accelerated pace.



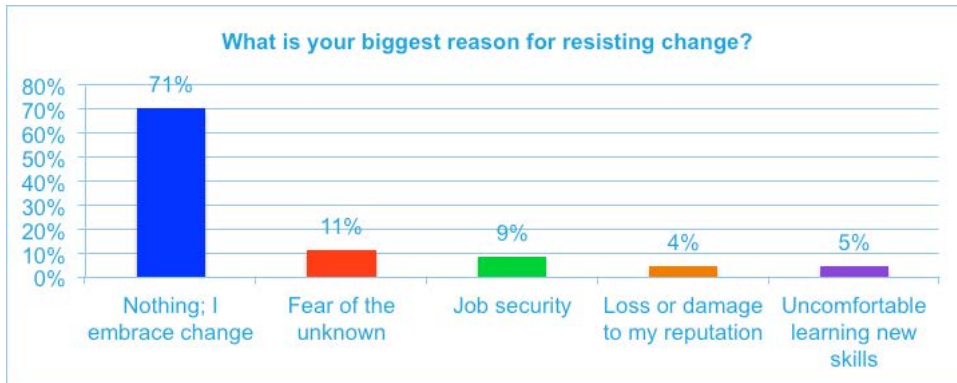
5 No Status Meetings Can Boost Productivity and ROI

Respondents were asked how much time could they save if they shared progress in a collaborative solution versus attending status meetings. More than 40 percent indicated that they could reclaim twenty percent or more of their workweek. Clarizen customers have seen similar productivity and ROI gains. For example, Clarizen customer Sodexo, a leading food services and facilities management vendor, increased enterprise collaboration, visibility and delivery performance for a 30% return on investment for their PMO.



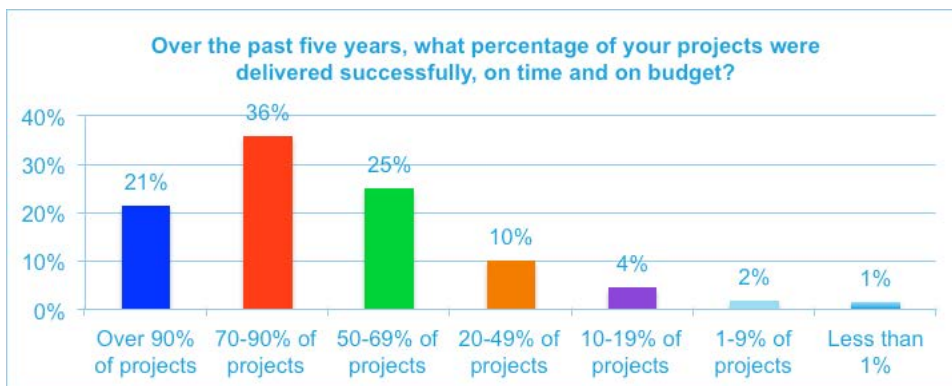
6 Resisting Change: The Only Thing to Fear...

When asked what was the biggest factor for resisting change, the majority of respondents indicated that they embraced change and that they were not afraid of change. This statistic may indicate that it is often project management professionals who lead change within an organization. Research from PMI.org also validates this trend--change enablers are seven times more likely to use standardized project management practices for strategic initiatives.³



7 Delivering as Promised

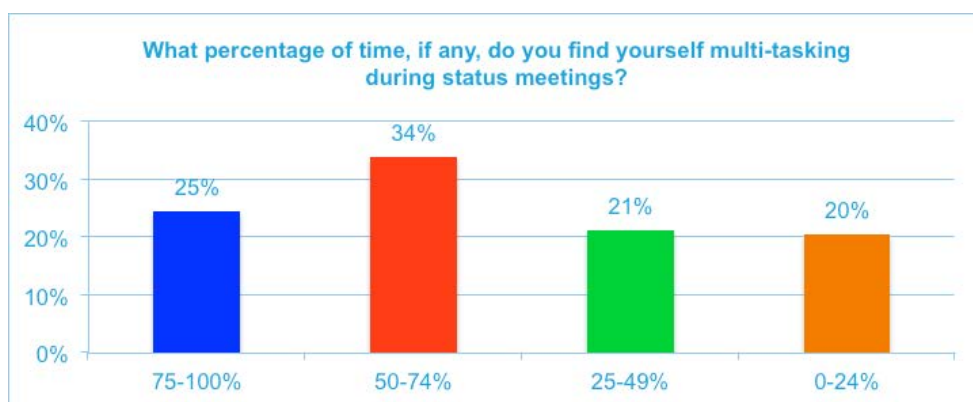
Respondents were asked what percentage of their projects were delivered successfully, on time and on budget, over a five year period. Responses ranged widely here. Somewhat more than 20 percent indicated 90 percent or more of projects were delivered on time and on budget. While nearly 20 percent indicated half or fewer projects successfully met budget and time targets. Independent research findings indicate the main reason for project overrun is failure to align strategy to larger company goals--verses concentrating on day-to-day budget and scheduling concerns.



3. Enabling organizational change through strategic initiatives.
<http://www.pmi.org/-/media/PDF/Publications/Enabling-Change-Through-Strategic-Initiatives.ashx>

8 Multi-tasking the Day Away?

The final question asked survey participants how much multi-tasking activities do they do during status meetings. Nearly sixty percent of respondents multi-task from 50 to 100% of the time during status meetings. This statistic reveals the inefficiency of status meetings how they can impede work performance. In fact, research has shown that productivity can go down as much as 40% when we multi-task.⁴



The Value of Collaboration

Identify new efficiencies, match resources with actual needs and break down cross-departmental silos to accelerate the pace of your business. These are all ways that enterprise work collaboration can add value. Discover how Clarizen can help you get there by contacting us today.

 **1 (866) 502-9813**

 **sales@clarizen.com**

4. Is multi-tasking bad for your brain. <http://www.dailymail.co.uk/health/article-1205669/Is-multi-tasking-bad-brain-Experts-reveal-hidden-perils-juggling-jobs.html>