



PROJECT MANAGEMENT
CENTER FOR EXCELLENCE

A.J. CLARK SCHOOL OF ENGINEERING
Civil & Environmental Engineering Department



PROJECT TRICKSTERS AND FRAUDS: WHY BENEFITS REALISATION PRACTICES MATTER

Shane Perkins

2020 Project Management Symposium



How do you define success?



Litigation?

Accused of failure to incorporate requirements

centure with \$32 million
website redesign

NEC sue
term

Wants to close
Identification Service
Rohan Pearce (Computerv)
19 July, 2019 13:22

**Project abandoned
accused of being
premature and
poorly scoped**

Sydney
NSW
Minist

By Nick Sas
Updated 29 Jul 2019, 5

**Accused of not
meeting targets**

endlease cannot sue
se it failed 'objectiv

**Accused of
having no
reasonable basis
for its forecast**

A stretch too far
the brink by Amy
Jenny Wiggins Infrastructure Reporter

Oracle

**Accused of
fraudulently
misrepresenting its
software**

sys
2015
no
Le
contract
fraud, breach of

SAP disr

**Accused of
false
or misleading
statements**

Investors
deployment

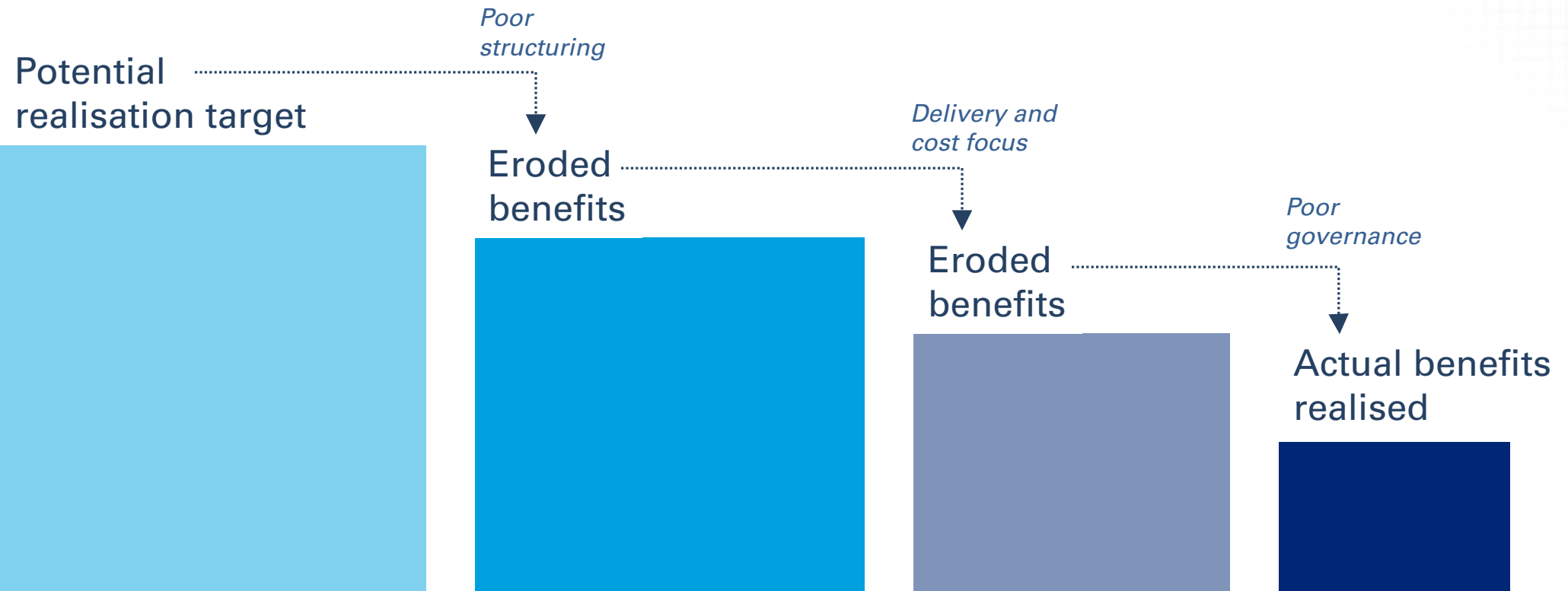
By Cliff Sara

ion class action lawsuit

owing a bungled SAP ERP

Published: 31 May 2019 10:45

How does failure affect us?



Professional tricksters and frauds?

Deloitte : 63% - 83% not meeting cost reduction targets

McKinsey : 70% failure rate

PMI & Forbes: 25% success

KPMG: *"disturbing"*

Global Research : 8% industry growth vs 2.8% average



How to make your project remarkable?





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Questions?

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