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# MetaPM Case Study

## Business Case Development – Government

### The Challenge

Our Client required development of a comprehensive Business Case for presentation to the Expenditure Review Committee, for funding the replacement of aging Department equipment.

Our Client sought to implement a contemporary state-wide audio and visual recording solution that:

- Encompassed the replacement of analogue equipment.
- Introduced conformity and common standards with other digital mediums (internal and external), and
- Reformed policy and procedures associated with the use of contemporary recording technology.

Despite the continued age-related deterioration of the existing equipment, the Client's specialist units that utilised the equipment had exercised a high degree of professionalism in minimising any impact of equipment failure on their duties, making key inputs into the business more difficult to identify and quantify.

### MetaPM's Approach

MetaPM utilised our proprietary framework for Business Case development assignments. Our framework included a standard delivery approach supported by associated templates and tools which had been developed in line with the Clients output requirements and established methodologies.

This involved four stages:

- Discover - We placed emphasis on fully understanding the current situation, business need and constraints before embarking on the next phase.
- Develop - We then developed a future position and identify alternatives and options for achieving this position.
- Definition - These encompassed aspects such as costs and benefits, a risk assessment and implementation options.
- Deliver - This step brought together all the work streams and activities into a clear articulation of the case for change.

### The Results

Our Client was able to present a thorough and comprehensive assessment of the available options and impact of the replacement of equipment to the ERC for their consideration, including analysis of options, social and environmental analysis, economic and financial impacts, stakeholder identification, implementation plans and a recommendation.



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