

Mr Lonergan has a rare practical background in benefits planning and realisation in both the public and private sectors.

He authored the very first benefits course available anywhere (globally) in 2003. Interest in the topic started to grow around 2008 onwards. The course was motivated and informed by a large-scale piece of research (which we facilitated) in one major UK industry looking at the reality of benefits delivery following change programmes.

We recognised before the very first delivery of the course that to make progress with developing capability around this topic, the course would have to be a form of coaching involving a real project/programme from the client organisation as its whole basis. We have always done this since day one.

Mr Lonergan is the lead benefits coach for PMIS and has now facilitated real work on benefits inside real business cases on well over 150 projects and programmes. This makes our material and approach to this topic highly practical and real-world. We never encourage people to do anything that is not fundamental to doing this task well.

The benefits work must start within business cases, and it goes on after the delivery of the project. During this whole period, Mr Lonergan has developed advanced skills in:

- Developing benefits-focused portfolios
- Assuring that all portfolio items support strategic aims
- Developing benefits-focused business cases with total clarity
- Benefits identification
- Benefits planning
- Benefits realisation
- Developing a benefits realisation framework (for specific programmes)
- Supporting Sponsors and SROs with their role around this topic

### **Client Feedback (from Public and Private sectors):**

*"I wanted to once again thank you for yesterday – it was a **masterclass** in Benefits Realisation."*

*"I found it extremely useful, you really made me think."*

*"I really enjoyed the course and got a lot from it. The trainer, Kevin, was fantastic."*

*"You kept us fully engaged throughout the whole day - excellent session."*

*"I loved it, I've got a lot to think about"*

*"The course was a resounding success and the team has already started to look at things in a completely different way"*

*"Many thanks, I found the course both interesting and enjoyable, it's as if you've shone some light on what seemed to be a dark art. I now feel we have a framework that will allow us to progress with our benefits processes in a more structured and logical manner. "*

*"Very worthwhile course, clarified the scope, activity and associated work to implement a BM approach"*

*"Thank you, I found the course very useful and now feel I have the tools and understanding to progress this element of our Programme. Wish me luck!"*

**For further information,  
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