



Doctor, Doctor, Give Me the News; Second Opinion Estimates

How does that old joke go? A fellow walks into the doctor's office with a bad stomachache. The doctor examines him and says I think you need your appendix out. The patient says, 'I want a second opinion' and the doctor says '...and I think you're ugly'. Badda-boom.

Okay, so maybe it isn't so funny anymore. Well neither is a project estimate that is ill-conceived, resulting in misrepresented delivery expectations. There are times when a second opinion estimate is critical to the on-time, on-budget delivery of software and to ensure a high level of customer satisfaction.

How many times have you read about a mission critical project that has been late or over budget or both? What went wrong? To be sure, somewhere along the way some piece or pieces of information were either mis-stated, mis-understood or simply missing. Or perhaps all the information was available; however, the process being used to generate a reasonable and accurate estimate was faulty. In either case, the ability to effectively estimate time and cost of delivery was severely impacted. So how would a second opinion alleviate missed schedules, cost overruns and disgruntled customers?

When you tell your doctor that you want a second opinion because the diagnosis doesn't seem right or the cost is too high, what do you do? You call another doctor. You seek another expert's advice, typically from an objective third party. It should be the same for select software project estimates. This is particularly true for a mission critical project or for a very large and very costly project. It can also prove to be of value in assessing vendor responses to an RFP.

An independent third party expert who has the resources (estimating software) and the expertise to gather the appropriate data, analyze that data and produce the information necessary to make a more informed decision. Sometimes the result will prove to verify the initial estimate (providing a level of comfort). Sometimes, as a result of comparing the original and the new estimate, it will come to light that some critical information was missing or mis-understood. Whatever the case, a second opinion estimate is well worth the price considering the potential cost of coming in over budget and behind schedule.

Learn more about how we can help relieve your project pain. Take two estimates and call us in the morning.

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