

# Project Portfolio Priority Categories

<i>Priority category</i>		<i>Description</i>	<i>Driver</i>	<i>Rationale</i>	<i>Priority</i>	<i>Finance</i>
1	Obligations	Legislation , gentlemen agreements with authorities.	Risk	Mandatory	Must have	Operational
2	Continuity	Continuation of business as usual.		Necessity		
3	Compliance	Compliance as demanded by customers/market.		Prerequisite		
4	Strategy	Tangible business case based change.	Benefits	Business case (Tangible)	Should have	Discretionary
	a) Increased market share	Acquisitions and mergers. New clients/markets.				
	b) Increased revenues	Existing clients. New clients for existing services.				
	c) Reduced costs	Decreasing operational costs. Implementing/optimising mergers.				
5	Enablers and opportunities	Intangible proposition led change.		Proposition (Intangible)	Nice to have	
	a) Commercial opportunities	Commercial leads and prospects.				
	b) Development of capabilities	New or improved capabilities / products / competences.				