

Time to Value (TTV) Grading Scale

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Knowledge Base Category: PMO | Project Management Standards | Delivery Metrics

Purpose

The Time to Value (TTV) Grading Scale provides a standardized method for measuring project delivery performance based on the number of calendar days from project start to project completion. This grading scale allows the PMO to consistently evaluate project health, identify delivery trends, recognize high performance, and proactively address projects that are at risk of becoming delivery outliers.

Dashboard

Project Managers should monitor their TTV performance using: [PMO Delivery & Execution Health Dashboard \(Salesforce\)](#)

Filter the dashboard by your name to review the current TTV status for your assigned projects. TTV metrics will also be reviewed during regular leadership 1:1 meetings.

TTV Grading Scale

New Implementation & Migration Projects

Project Duration	Grade
120 days or less	Fast Delivery
121 to 180 days	On Target
181 to 270 days	Moderate Delay

271 to 359 days	Very Slow
360 days or greater	Critical / Outlier

Add-on Module Projects

Project Duration	Grade
0 to 30 days	Fast Delivery
31 to 45 days	On Target
46 to 60 days	Moderate Delay
61 to 75 days	Slow
76 to 90 days	Very Slow
91 days or greater	Critical / Outlier

Expectations

Project Managers are expected to:

- Monitor the TTV status of all active projects.
- Use the Salesforce dashboard regularly to identify projects approaching delay thresholds.
- Raise risks and delivery concerns as early as possible.
- Work with leadership to develop recovery plans before projects become Critical/Outlier.
- Focus on predictable, efficient delivery while maintaining a high quality customer experience.

How TTV Is Used

The PMO uses TTV metrics to:

- Measure overall delivery performance.
- Identify positive delivery trends and recognize exceptional performance.
- Identify projects requiring additional attention or escalation.
- Improve delivery predictability across all project types.
- Support continuous improvement initiatives.
- Provide a consistent method for evaluating project health across the organization.

Best Practices

- Review your TTV dashboard regularly, not just before leadership meetings.
- Address customer or internal blockers immediately.
- Escalate risks early rather than allowing delays to compound.
- Keep Salesforce project dates accurate to ensure reliable reporting.
- Discuss projects trending toward Moderate Delay or worse during team and leadership reviews.

Related Resources

- PMO Delivery & Execution Health Dashboard (Salesforce)
- PMO 1:1 Performance Reviews
- Project Health Review Process
- Project Recovery Planning Process

Revision History

Version	Date	Owner	Summary
1.0	July 2026	PMO	Initial publication of the Time to Value (TTV) Grading Scale and PMO standards.