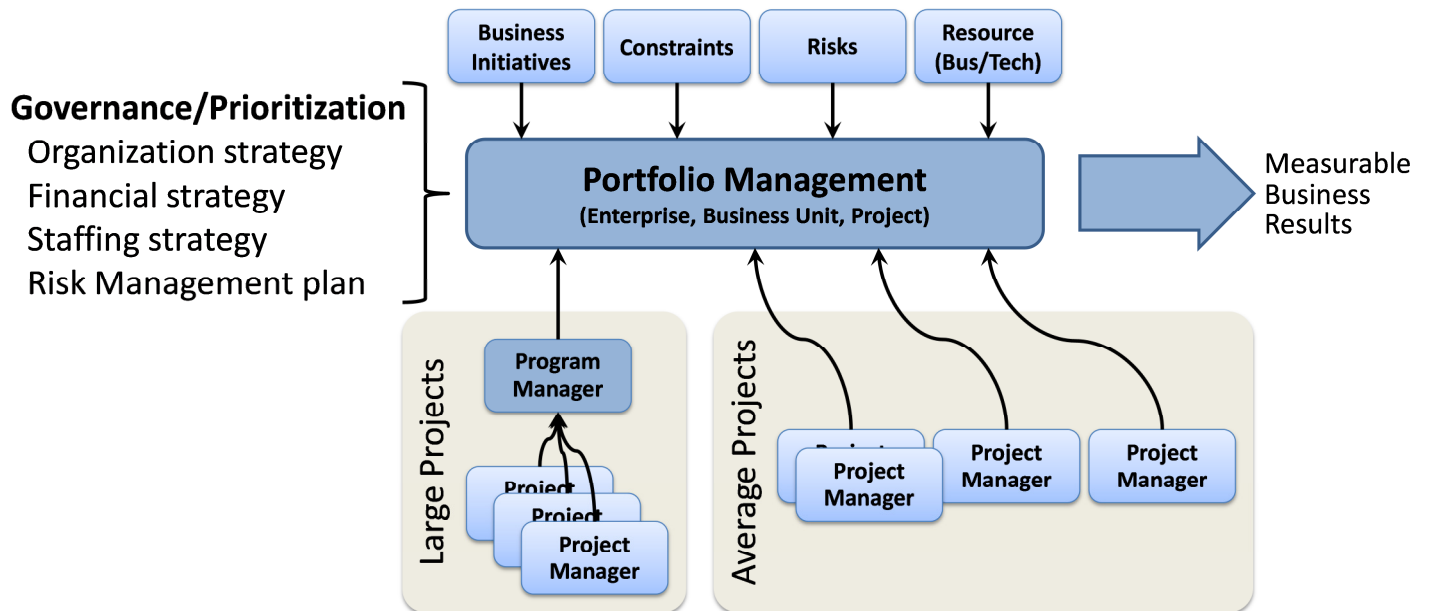


**What does this Solution do?**

Desai’s Program Management Office (PMO) solution consists of methods for defining organizational structures, roles and responsibilities, and governance, resulting in the effective implementation of projects, programs and/or portfolio management of investments.

Desai’s solid foundation in project management has enabled them to craft a robust approach to project governance and business interlock with their PMO solution. Their methods acknowledge that every organization is unique, with their own requirements for governance and business integration. Desai’s approach to the configuration of PMO capabilities, using their Framework for Strategy Execution (FSE), addresses diversity in projects and identifies the focus areas necessary to drive business value, from strategy to execution.

With their PMO solution, Desai is responding to industry directions that are driving PMOs to expand their influence and become a strategic resource for companies. The framework-based approach, utilizing Desai’s FSE, helps them understand PMO needs from top to bottom of a customer business, and specifically what integrates a business from strategy to execution. Desai’s PMO solution reflects this integrated, contextual view:



**What customer deliverables are produced?**

Desai’s focus on clarity of roles and responsibilities, combined with their belief in the value of metrics-based operation results in industry-leading support for all facets of a PMO. Specific deliverables from the PMO solution can include:

### Strategic Consulting Services

- PMO Strategy and roadmap development
- Current state / future state assessments
- PMO and project management maturity analysis
- PMO organizational assessments
- PMO business case development
- “PMO in a box”
- Portfolio management and project prioritization analysis
- PPM tool analysis and recommendation
- PM / PMO training and coaching
- Project / program audits
- Balanced scorecards and project dashboards

### Practical Project Management Services

- PM On Demand: flexible staffing and seasoned project managers with Tier 1 PM consulting experience
- Manage 3<sup>rd</sup> party vendors or systems integrators
- Drive cultural change around project management (demonstrating the value of good project management)
- Project management best practices

### PMO Services

- PMO on Demand: partial or full outsourcing of PMO
- Build, operate and transition a PMO
- Provide temporary PMO leadership resources
- Tailor and implement tools, templates and techniques
- Optimize IT spending and resource utilization
- Recruit, develop and place skilled PM/PMO resources

## What benefits does it provide to Customers?

Desai’s PMO solution, working with the Framework for Strategy Execution, provides two fundamental business values to every customer – *How to choose the right things to do*, and *how to do them right*. All other solution capabilities are in support of those customer values. Project execution can now be tied directly to a customer’s strategic business initiatives. **Let’s Get to Work<sup>SM</sup>!**

### Three Factors that set Desai apart:

- **ValueBlox<sup>SM</sup>** is Desai's proven methodology for assembling the appropriate services from its inventory to create specific solutions that meet customer needs. Desai uses **ValueBlox<sup>SM</sup>** in conjunction with its **Framework for Strategy Execution (FSE)**, ensuring that each customer’s needs are addressed as part of the broader business landscape. **ValueBlox<sup>SM</sup> + FSE** lets Desai deliver exactly what the customer requires—in any situation, at any point in the business lifecycle.
- **24/7/365 Knowledge Access<sup>SM</sup>** is Desai’s total commitment to customer service – meaning customers have access to the Desai team around the clock, throughout the entire engagement and beyond.
- Desai is relentlessly driven by results, which is why the unmatched Desai **Performance Guarantee<sup>SM</sup>** is based on one simple idea: if the customer is not satisfied with Desai’s work, they will not be charged.

### Desai Framework for Strategy Execution (FSE)



### Contact:

476 Shunpike Road  
Williston, VT 05495 USA

Phone: 1-844-GO DESAI  
1-844-463-3724

[info@desaimgmt.com](mailto:info@desaimgmt.com)  
[www.DesaiMgmt.com](http://www.DesaiMgmt.com)

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