



Who Is Desai?

Desai Management Consulting is a Vermont-based management-consulting firm serving customers in all industry sectors throughout the US and Canada.

What Does Desai Do?

Connecting strategy to execution, Desai delivers value-based, flexible business solutions, within an overall **Framework for Strategy Execution (FSE)**, that build on a comprehensive suite of services. Desai's team of professionals is available to function in leadership, implementation, and training roles.



Strategy matters
but execution
counts.

What Solutions Does Desai Offer?

Project/Program Management Plan: Formal yet flexible methods that define project or program execution, monitoring and control, and closure, resulting in higher success rates and greater return on investment.

Program Management Office: Methods defining organizational structures, roles and responsibilities, and governance, resulting in the implementation of projects, programs, and/or portfolio management of investments.

Business Process Management: Methods for formal business-process definition and execution, plus monitoring and control of key performance indicators, resulting in execution of repeatable, scalable, and measurable business processes.

Business Process Improvement: Methods to identify the root cause of problems, the degree of non-compliance, and recommended improvements, resulting in rapid problem fixes and enabling continuous process improvement.

Talent Acquisition: Customer staff augmentation aligned with needs, through the recruiting of professionals for the short or long term, resulting in local/remote placement in full- or part-time capacity.

A3 Strategy Development and Deployment: Methods for rapid development of a one-page strategy, resulting in execution plans consistent with business strategies.

Business Diagnostics: Methods for business and organizational assessment at stages before, during, and after project execution, resulting in continuous process measurements and improved control.

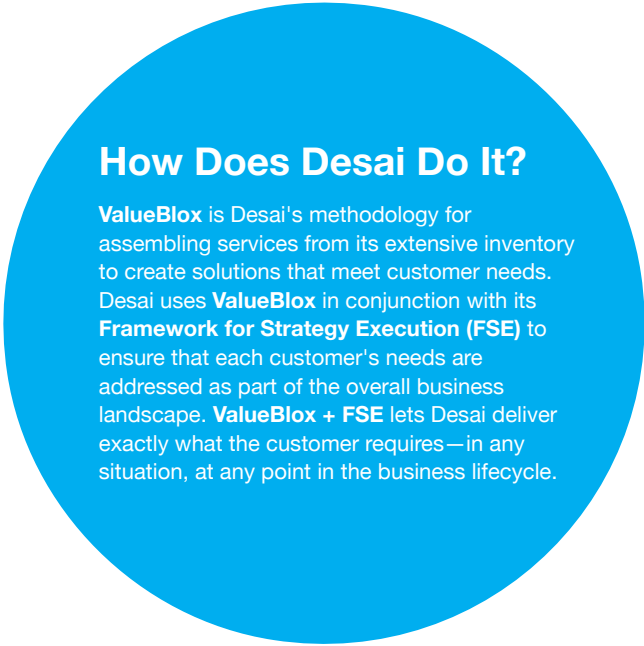
Role-Based Interim CxO: Qualified professionals to address business needs, resulting in interim leadership staffing in key areas (such as COO, CIO, and CPO).

Organizational Change Management: Methods for managing the effect of new business processes, changes in organizational structure, or cultural changes, resulting in successful and lasting adoption of changes.

Management and Leadership Training: Delivery of education and training that supports Desai solutions and covers the spectrum from staff technical needs to leadership advancement and executive effectiveness, resulting in long-term professional growth of customer staff.

Examples include:

- Project Management Professional (PMP®) Certification Test Prep
- Project Management for Teams, Managers, and Executives
- Business Process Management Lifecycle
- Creative/Structured Problem Solving
- Improving Leadership and Influence
- Virtual Team Building and Management



How Does Desai Do It?

ValueBlox is Desai's methodology for assembling services from its extensive inventory to create solutions that meet customer needs. Desai uses **ValueBlox** in conjunction with its **Framework for Strategy Execution (FSE)** to ensure that each customer's needs are addressed as part of the overall business landscape. **ValueBlox + FSE** lets Desai deliver exactly what the customer requires—in any situation, at any point in the business lifecycle.

How Is Desai Different?

Three factors that truly set Desai apart:

A Comprehensive Approach

Desai's holistic **ValueBloxSM + Framework for Strategy Execution (FSE)** approach addresses customer problems anywhere in the business lifecycle, within the context of related business factors.

Industry-Leading Customer Care

24/7/365 Knowledge AccessSM: Desai's total commitment to customer service means that customers have access to the Desai team around the clock, throughout the engagement and beyond.

Satisfaction Guaranteed

Desai is relentlessly driven by results. This is why the unmatched Desai **Performance GuaranteeSM** exists. It is based on one remarkably simple idea: If the customer is not satisfied with Desai's work, they will not be charged.

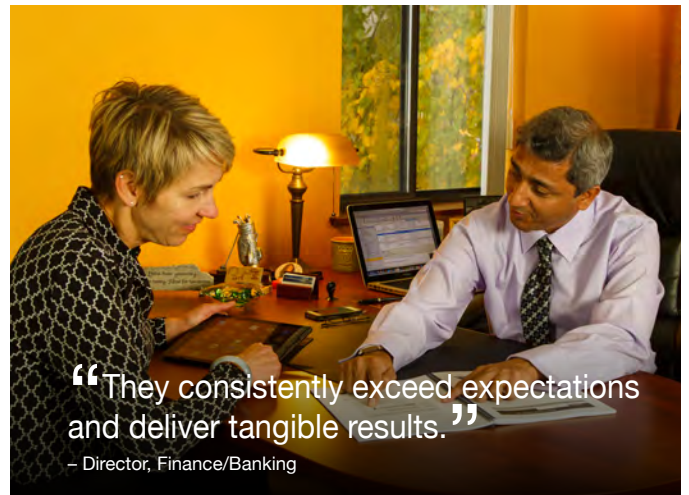
What Are the Benefits of Working with Desai?

After working with Desai, customers are able to:

- Define, plan, and execute projects, with managed cost, time, scope, and risk
- Define, execute, and optimize business processes to measurably implement business strategies
- Solve specific problems, address overall business metrics, and create unplanned opportunities—all at once
- Embrace changes to the business with lasting success

What Industries Has Desai Worked With?

- Education
- Energy and Utilities
- Finance
- Government
- Health Care
- Manufacturing



“They consistently exceed expectations and deliver tangible results.”

– Director, Finance/Banking



“Contagious enthusiasm; real-world experience.”

– Program Manager, Manufacturing/Packaged Goods



**At Desai,
we love what
we do.**



Vijay Desai, MBA, PMP, P.Eng
Managing Partner

We have diverse backgrounds and areas of expertise, but we're united by our curiosity, focus, and commitment. Our passion for helping businesses achieve lasting success is rooted in our belief in the strength of partnerships. We value results, and so do you. ***So let's get to work.***



Contact

476 Shunpike Road
Williston, VT 05495
USA

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

info@desaimgmt.com
www.desaimgmt.com

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