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Achieving your strategic vision through project and process management

Welcome to the 1Q 2013 DMC Newsletter

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Latest News

Project Management Institute (PMI) - Champlain Valley Symposium

DMC is proud to be a sponsor in part for this year's PMI Champlain Valley Symposium, to be held Friday, April 5th, at the Doubletree Hotel Burlington. The featured speaker is author Neal Whitten, who will share his experiences deploying PM best practices to ensure project success. Early registration ends March 27th. You can check out the [PMICV Web Site](#) for more information. We're looking forward to seeing you there.

Consultant of the

From the Corner Office

Together, We Did It!



Together with you, our valued sponsors, our 'Run DMC' team successfully participated in the recent Penguin Plunge fundraising event for Vermont Special Olympics in Burlington! Eight members of the DMC team braved the cold temperatures, bracing winds and frigid waters. Their efforts and your support combined to raise a total of **\$2,585** for Special Olympics. We thank our many sponsors, family and friends for their involvement, and we are already looking forward to next year's event!

Quarter Award

DMC is proud to begin a new tradition, as each quarter we honor a member of our team who illustrates through excellence the values and strengths of DMC. This quarter, the honor goes to **John (JR)**



Miller. JR is a long-standing member of the DMC team, currently engaged at Green Mountain Coffee Roasters. He

wears many hats there - from DMC representative, to Project Manager and Business Analyst - performing each with daily concern for delivering maximum value to his clients.

DMC would like to thank JR for his hard work, great work ethic, and consistent high standard of performance.

New Consultants

Please welcome our latest additions to the DMC family, **Lisa Beilstein** and **Rob Bromley**! Lisa and Rob bring extensive experience and skills to DMC, providing immediate value to our various clients in the area. [Our web site](#) contains more information about Lisa and Rob.

PMP Boot Camp - March 13-15, 2013

Our classroom instruction is going strong! In the past year and a half, 60 people have attended these sessions, 99% of those who have taken the exam have earned their certifications. Take advantage of our leading-edge PMP certification instruction. Our 1Q offering is scheduled for **March 13-15 in Burlington, VT**. Learn more about it at [PMP Boot Camp Catalog](#). **And remember, if you don't pass the PMP exam the first time you take it, we'll give**

The Desai Foundation - an update

Our philanthropic arm, the Desai Foundation (DF) continues to move forward. First, you'll notice a change in the logo for our newsletter and website, reflecting accurately the integration of DF with DMC. As you will recall from last quarter, DF's objective is to bring the formal methods of Strategy Planning & Project Management to non-profit organizations.

Our work continues with [Youth Services of Windham County](#), helping develop a formal strategic plan and ties to their portfolio of programs.

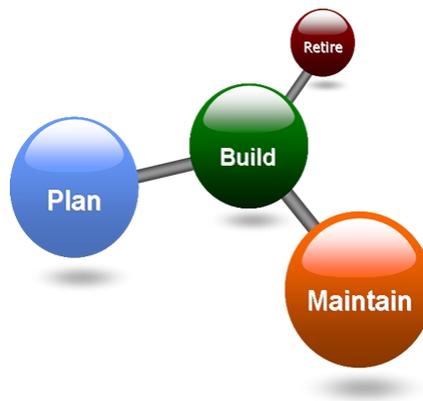
We also continue to partner with [Common Good VT](#) to help spread our message throughout the non-profit community. With their help DF will be appearing on Burlington local cable TV (CCTV, Channel 17) in March, to discuss our Foundation objectives and service offerings.

Interested non-profits can [apply for DF services](#) or [contact Vijay Desai](#) for details.



For the Practitioner

Introducing Portfolio Management



In recent newsletters we've talked about Project and Program management, as steps up the experience ladder, and the means by which you will encounter ever-growing responsibility as a PM.

Portfolio Management is often portrayed as the 3rd/next step on that ladder, and in some ways it can be. It is important, however, to

understand the major ways that the Portfolio Manager role differs, so you know the areas of experience that will be required and of value.

A Portfolio is defined as the totality of an organization's investment in the changes required to achieve its strategic objectives. Portfolio Management is thus a coordinated collection of strategic processes and decisions that together enable the most effective balance of organizational change and 'business as usual'.

Some of the objectives of Portfolio Management are:

- an increase in the number of 'right' programs and projects being undertaken
- removal of redundant, duplicate and poorly performing programs and projects
- More effective implementation of programs and projects via consistent approaches and improved dependency management

**you a seat in our next Boot
Camp class free of charge!**

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As you can see, a Portfolio Manager requires a strong background in Strategy Planning, to understand the business drivers to their investment decision-making. They also must be well-grounded in Project/Program Management methods, to ensure that the results of their decisions will be successfully implemented. In practice, the Portfolio Manager is a pivotal role in bridging the gap between strategy and execution - a gap not always closed or closed well.

The need to successfully bridge this gap is one of the core tenets of DMC's service offerings, expertise and beliefs. Please [contact us](#) if you'd like to learn more about how to incorporate Portfolio Management into your organization.

At the Client

Risk Assessments

A recent DMC client engagement experienced a struggle in deciding between competing investment projects that would both draw on the same scarce and valuable business resources. A comparison of standard decision-making parameters such as business value were not effective, as the motives for each project were significantly different. Discussions and escalations to address the issue were viewed by the stakeholders as subjective and biased.

At this point, DMC facilitated a structured and objective assessment of the components of risk in each project with the business leadership and subject matter experts. Items external and internal to the projects in question were rated, and led to comparative scores by category.

The results of the analysis provided objective clarity on the relative risk levels between the two projects, and helped stakeholders chose between them, and begin work. Risk assessments such as these not only provide value in a specific project instance, but are a valuable input to managing an organization's overall portfolio of investments, as described above (*Introducing Portfolio Management*).



Please [contact us](#) if you'd like to learn more about applying Risk Assessment techniques in your organization.

For more information, please contact:

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