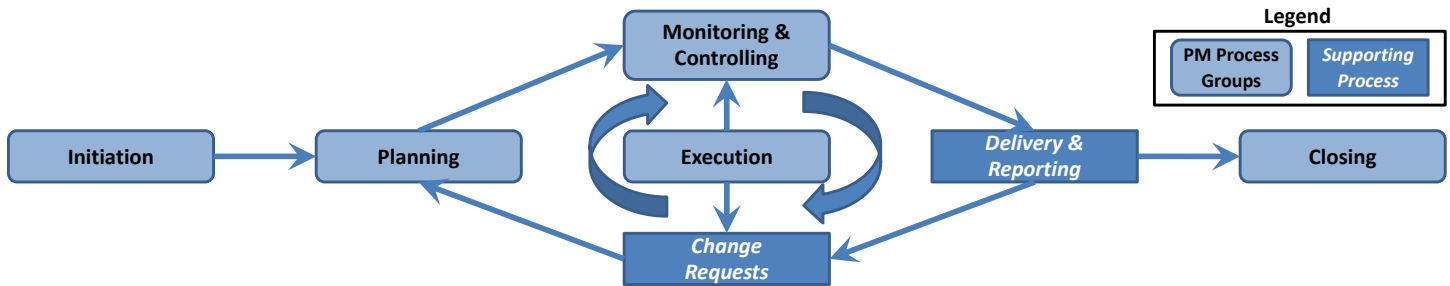


### What Does This Solution Do?

Desai’s Project / Program Management Plan (PMP) solution brings together Desai’s expert team and their collection of formal yet flexible industry-standard methods that define what happens during project or program execution, monitoring and control, and closure.

Desai’s PMP solution provides customers with a turn-key capability for Project Management (PM) excellence. Their team is deep in expertise built around PM standard practices for project execution and control, yet also has the experience necessary to know when flexibility is key to success. Desai’s methods scale from a small, stand-alone project to a program of large projects across a customer’s business. They are configurable to manage the spectrum from traditional to non-traditional projects. Desai can drive conventional straight-line project execution, or more iterative Agile methods. Their strong emphasis on metrics and Key Performance Indicators (KPIs) will ensure that customer projects are in control from initiation to closeout. Their solution builds upon the PMI PMBOK five major phases for the life of a project:



### What Customer Deliverables Are Produced?

Desai’s PMP solution is anchored by the following customer deliverables, with others defined as appropriate:

Initiation/	Planning	Execution	Monitoring & Controlling	Closing
<ul style="list-style-type: none"> <li>• Develop Project Charter</li> <li>• Identify Stakeholders</li> </ul>	<ul style="list-style-type: none"> <li>• Develop Project Management Plan</li> <li>• Collect Requirements</li> <li>• Define Scope</li> <li>• Create WBS</li> <li>• Define Activities</li> <li>• Sequence Activities</li> <li>• Estimate Activity Resource</li> <li>• Estimate Activity Duration</li> <li>• Develop Schedule</li> <li>• Estimate Cost</li> <li>• Determine Budget</li> <li>• Plan Quality</li> <li>• Develop Human Resource Plan</li> <li>• Plan Communications</li> <li>• Plan Risk Management</li> <li>• Identify Risk</li> <li>• Perform Qualitative Risk Analysis</li> <li>• Perform Quantitative Risk Analysis</li> <li>• Plan Procurement</li> </ul>	<ul style="list-style-type: none"> <li>• Direct and Manage Project Execution</li> <li>• Perform Quality Assurance</li> <li>• Acquire Project Team</li> <li>• Develop Project Team</li> <li>• Manage Project Team</li> <li>• Distribute Information</li> <li>• Manage Stakeholder Expectations</li> <li>• Conduct Procurement</li> </ul>	<ul style="list-style-type: none"> <li>• Monitor and Control Project Work</li> <li>• Perform Integrated Change Control</li> <li>• Verify Scope</li> <li>• Control Scope</li> <li>• Control Schedule</li> <li>• Control Costs</li> <li>• Perform Quality Control</li> <li>• Report Performance</li> <li>• Monitor and Control Risks</li> <li>• Administer Procurements</li> </ul>	<ul style="list-style-type: none"> <li>• Close Project or Phase</li> <li>• Close Procurements</li> </ul>

## What Benefits Does It Provide To Customers?

To be successful, Desai's methodology strikes a balance among many factors. It is neither a "quick fix", nor an abstract cookbook for project success. It is also not simply a detailed litany of inflexible steps. Instead, it is a detailed and flexible collection of methods that supports the entire project lifecycle, with sufficient knowledge transfer to deliver sustainable customer capabilities. By working in conjunction with their Framework for Strategy Execution (FSE), Desai's PMP solution is adaptable to a customer's specific business factors, such as:

- Corporate strategy
- Complexity and size of projects
- Management's faith in project management
- Customer requirements and development budgets

Desai's team works in conjunction with the customer to adapt the FSE appropriately, reinforcing customer strengths and supplementing weaknesses. The resulting partnership increases the business value of any project, yielding:

- Improved control over costs, schedules, scope and risks
- Flexible adjustment of projects during execution to fit changing customer requirements
- Capture and use of best practices
- More accurately predicted results with better status visibility to stakeholders
- More efficient and timely use of resources

Desai's approach to project execution via PMP has additional differentiators, because we believe that while success is first measured by the Triple Constraints, there are other less tangible factors also to be considered, such as:

- Considerations for customer satisfaction
- Business components, including s knowledge transfer and customer skill growth
- Prioritization of success constraints
- Secondary factors such as image and reputation
- Inclusion of one or more value components

Desai's PMP solution and supporting team are ready to help with any type of Project Management need you may have.

*Let's get to work.*

### 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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