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Latest News

Consultant of the Quarter Award

Desai is once again proud to announce the Consultant of the Quarter, for 3Q15. This is a hard-working member of our team who illustrates the flexibility, values and strengths Desai is famous for. For 3Q, we're proud to announce that this honor goes to **Martin Quatt**.



Martin brings value to his customers through his great experience and expertise. When combined with his flexibility and adaptive nature, he is perfectly suited to meet the unpredictable needs of Desai's many customers. He is a great representative of all that Desai stands for, and because of this he is in great demand from his many customers.

Desai would like to thank Martin for his many

From the Corner Office

A Change of Seasons

Welcome to the beginnings of Fall, that beautiful time of year that both reminds of summer past, and warns of winter's advances.



We hope that summer brought everyone memorable times with family and friends. Here at Desai, we've been busy balancing times of rest and rejuvenation with the accelerated pace of customer engagement that we are fortunate to share.

The fourth quarter brings us close to an important milestone - Desai's fifth anniversary! We are proud to have been serving our customers well these last five years, and look forward to many more. Check out the article below for a broader overview of our work to-date bringing customers value.

Please also take a look at the Community Action section for an important announcement from our friends at Technology for Tomorrow!

As always, we encourage you to [contact us](#) for more information on how we can help you realize more value from your investments.

Thank you for your continued support of Desai, and for making us your trusted partner in achieving business success. Now, as always, Let's get to work!

Vijay Desai, Managing Partner

Desai Anniversary Approaches

In five short years, Desai has become the go-to organization for bringing customer value from strategy through execution, building on their strengths in project and business process management.



contributions to our customer and our business, and look forward to great utilization of his skills and experience.

PMP Boot Camp News

Our next P3 Day PMP Certification Test Prep Boot Camp will be held on November 11-13th, 2015, at the Windjammer Hotel n South Burlington, VT. This will be our last Boot Camp for 2015, so don't miss out.

Early bird registrants can get 15% off if they register by October 15th! Visit us [here](#) for more details.

Quick Links

[Our Website](#)
[Our Solution Catalog](#)

[Join Our Mailing List!](#)

From its early beginnings in 2010, Desai Management Consulting has grown into a reliable force known for bringing its customers experience, expertise, and above all, value. Desai has helped many customers, large and small, and in a variety of industries, learn the value of organized management processes:

- How [Project Management \(PM\)](#) is so much more than a gantt chart, but instead represents a complete and correct understanding of the work at hand, its complexities and priorities, and how it can be relied upon to ensure that the customer is working on the right things at the right time;
- How [Business Process Management \(BPM\)](#) ensures that the customer knows their business processes, and has defined them sufficiently to be measurable, accurate, repeatable, and consistent with business objectives;
- How no significant change taking place at a customer can be successful or sustained without proper consideration for [Change Management \(CM\)](#) - the many ways the change affects the business, and the proper treatments for each of them;
- How none of these methods individually can bring the same value as those brought in combination - how an end-to-end focus on business strategy and its execution helps ensure that while PM and BPM and CM each bring customer value in their own ways, when combined in a [Framework for Strategy Execution](#), their total value is greatly increased.

Supporting these methods are Desai's own Corporate attributes:

- Vision:
 - To become a trusted partner to global organizations, helping fix problems, achieve metrics, and create opportunities for innovation, growth, and efficiency.
- Mission:
 - To create customer value by integrating business strategy with execution.
 - To enable customers to achieve lasting success through repeatable, scaleable, and measurable business processes.
- Values:
 - Cultivating partnerships based on relationships of trust, transparency, and professionalism.
 - Lifelong learning inspired by curiosity, resulting in continuous improvement.
 - Dedicated to disciplined execution.
 - Effective delivery of value to customers.

We are confident that any customer who has engaged with Desai these past 5 years has seen these attributes modeled in our team and in our engagement processes. We are committed to continue to embody these attributes in all that we do, to ensure the next five years' success in our customers finding value in all that we do.

Community Action

Desai would like to announce Vijay's upcoming trip in October to [Honduras](#), with it's partner [Pure Water for the World](#). He will be doing a feasibility study on the logistics necessary to support an eventual distance-learning effort with local schools in the capital city of Tegucigalpa. Watch this space to keep up with the trip outcomes.

As always, Desai continues to support its staff and the community through grants, scholarships, and matching donations to non-profit activities. Click [HERE](#) to see more information about Desai's 2015 community participation on our website.

Technology For Tomorrow (T4T) News

Please take a moment to look at what's going on with our 501(c)(3) nonprofit partner, Technology for Tomorrow (T4T). They continue to scale up their work bringing technology education to senior citizens, adding more volunteer schools and more destinations for helping in the community. You can check out their latest work in [this inspiring video](#).

In addition, T4T is just announcing an important partnership with [AARP](#) which provides an important foundation for strategic growth. It continues to be an exciting time for T4T - and you can be part of things. Check it out! Click [HERE](#) for more information.



Technology For Tomorrow

Empowering Youth to Connect Communities

For more information, please contact at:

Desai Management Consulting, LLC
476 Shunpike Road, Williston, VT 05495, USA
Phone: 1-844 GO DESAI (1-844-463-3724)
web: <http://DesaiMgmt.com>
Email: info@desaimgmt.com

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