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Latest News

Consultant of the Quarter Award

Desai is proud to announce the Consultant of the Quarter for 4Q15. This individual is a long-standing member of the Desai team, known for his hard work, flexibility, and support for both customers and the Desai team. For 4Q, we're proud to announce that this honor goes to **Mike Maslack**.



Mike is a broad-skilled and deeply-experienced member of the Desai team, engaging with customers on matters of strategy, project and program management, business analysis and organizational change. He consistently brings value to his customers with his unparalleled communication and puzzle-

From the Corner Office



It seems impossible, but here we are once again at year end, looking forward to the holiday season, and a more relaxed pace with family and friends. Looking back on all that has happened in 2015, it is ever more important to thank [our customers](#) for the trust they put in us to bring them business value.



I would also like to thank [our consultantst](#) for their role in our success. They provide the experience and skills in project and business process management that are needed by our customers.

This year, there is one other celebration to share - Desai Management Consulting's fifth anniversary! From its early beginnings in 2010, Desai Management Consulting has grown into a reliable team known for bringing customers experience and expertise. In five short years, we have become the go-to organization for delivering customer value. The Desai team is proud of their first five years, and looks forward to many more years of quality service to our customers.

It is appropriate at this time of the year to be thankful and appreciative of those around us. I encourage you all to use this holiday time wisely - personally as a cherished time with friends and family and special events, and professionally as a time to recharge your batteries and give thought to next year. As you will see in the Celebrating Together section that follows, our Desai team takes this advice seriously!

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

solving skills, and talent for both "big-picture" thinking and detailed execution.

Desai would like to thank Mike for his contributions, and we look forward to continued great utilization of his skills and experience as a trusted advisor to both our customers and Desai itself.

PMP Boot Camp News

The recently-conducted PMP Boot Camp (November 11-13) was another great success, bringing the total number of people trained since inception to 275. This was the last Boot Camp for 2015.

You can start planning for our [next Boot Camp](#), to be held on March 30, 31 and April 1, 2016, at the Windjammer in South Burlington, VT. Early bird registrants can receive a 15% discount for registration by 2/15/2016.

In addition, Desai is proud to announce that starting in 4Q16, they will be offering a new Boot Camp, for the PMI - Agile Certified Practitioner (ACP). You can [click here](#) for more information on the certification.

Quick Links

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

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

Vijay Desai, Managing Partner

Celebrating Together

The 2015 Desai Holiday Party took place once again at Jay Peak Resort. It combined a day of splash-filled fun for everyone with an evening of entertainment, dining, dancing, and a surprise guest! Over 40 family and friends were in attendance to share in the memorable celebration.



At the Client - Getting Started With A3 Methodology

At Desai, we strive to tie a client's business strategy with their execution efforts. [Lean A3 methodologies](#) have proven to be excellent way to achieve this.

| Focus: Profitability | Get Rid of the Waste | Dept: Finance |
|--|--|---|
| Performance, gaps, and targets Bar chart showing performance metrics over time. This year: Targeting range = 20 days (90% better delivery) Last year: Targeting range = 20 days (90% better delivery) | Get Rid of the Waste Line graph showing waste reduction over time. This year: Targeting range = 20 days (90% better delivery) Last year: Targeting range = 20 days (90% better delivery) | This year's action plan Gantt chart showing project milestones and completion dates. |
| Reflection on last year's activities Activity: Key results / lessons Target: Lead time - 10 working days Actual: 10 working days Cost reduction: No need program through targeted effort System in relation to effort: Did not see any substantial program | Analysis / Justification to this year's activities Profile: Revenue - Cost: we have major problem in both areas Cause: Inventory growth, quality, and customer waste have not been reduced Effect: Inventory growth, quality, and customer waste have not been reduced Target: Inventory growth, quality, and customer waste have not been reduced Effect: Inventory growth, quality, and customer waste have not been reduced | Follow-up / Unresolved issues 1. Update team regarding goals to be met in 2016. Year-end review, one meeting and 1 email 2. Identify primary responsibility and a lead. Get responsibility transferable to keep time door 3. Be sure to report back on the effectiveness of the A3 in a following meeting 4. Review and update as an ongoing 5. Review and update as an ongoing 6. Review and update as an ongoing |

A recent Desai client was experiencing a disconnect between their strategy efforts and the output from their execution teams. Desai was able to bridge this gap by implementing the A3 Strategy and Project methodologies throughout the organization.

A number of A3 strategy analysis sessions were conducted throughout the organization. This included examining the organization's overall yearly strategy and the strategy efforts of numerous market segments within. Excitement grew as cross-functional teams experienced the process, and began to understand how it clearly linked the strategy they collaboratively defined, with subsequent execution efforts derived from the strategy.

The teams then took the next step and engaged the Project A3 methodology to support the execution efforts identified as part of the Strategy A3 sessions. This brought additional cross-functional teams together to develop an A3 to clearly define the purpose of the projects, targeted results, action steps, owners, and expected delivery dates. Even more excitement ensued for the teams as they began to get work done that directly supported the strategic goals.

These cross-functional A3 efforts have produced notable results for the organization. One senior manager stated that they were very excited to finally see tangible results that clearly linked strategy and execution. New lines of communication were formed between team members. The output from the A3 session promotes clear communication and transparency of decision making and expected results. The teams going through the A3 process experienced a much higher level of engagement and buy-in ultimately resulting in better success in the execution of the strategy.

As a result, after experiencing the results of the A3 methodology in 2015, the organization is expanding its use in 2016 and making A3 Strategy and A3 Project methodologies part of the organizational culture.

Community Action

Off to Honduras

As mentioned last quarter, Vijay successfully visited Honduras in October, traveling with Desai partner [Pure Water for the World](#). As a member of the field team, in one short week, Vijay helped install water filtration for 37 homes and a community septic system, and helped outreach to local citizens on the need and value of medications for water-borne illnesses that are decimating the youngest population, distributing medicines to fight bacterial and parasitic invaders.

He ended the week with a successful work session with representatives of the Tegucigalpa school system, arranging to conduct distance learning pilots between high school students in Vermont, and their counterparts in Honduras. Focus will be on Vermont spanish-language students helping teach the Hondurans english, math and science. This follow-on effort will be coordinated by the Technology for Tomorrow (T4T) non-profit, as an extension of its technology-training by high-school students.

Technology For Tomorrow (T4T) News

Please take a moment to look at all that'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.



Technology For Tomorrow

Empowering Youth to Connect Communities

2015 Giving

Finally, Desai's 2015 community giving has reached a total of 17 area organizations., with a total of \$3478.64 donated by Desai consultants, and an additional \$3478.64 in matching gifts from Desai, for a grand total of \$6957.28. Thanks to all who helped. You can see all the recipients [here](#). We look forward to contributing even more in 2016.

For more information, please contact us at:

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