

What Does This Solution Do?

Desai’s Role-Based Project Manager + Business Analyst (PMBA) solution helps businesses of all sizes and maturities efficiently utilize qualified professionals to address business needs in multiple related roles, specifically Project Management and Business Analysis. Such a hybrid role can provide a clear sense of the challenges that await the customer, and the proper paths to navigate them effectively. The skill sets for Project Manager and Business Analyst have a lot in common; however at the same time the roles are required to maintain the significant differences in perspective in order to be effective.

BA-only	Both	PM-only
Solution knowledge Modeling and requirements management tools	Facilitation Planning Leadership and influencing Motivation Negotiation Setting priorities Making recommendations Communication Systems thinking Trustworthiness Problem solving	Work definition Project and portfolio management tools

Figure 1 - Typical Competencies by Role and Overlap

When these two roles deploy together as one resource, their traditional partnership becomes unified – the PM aspect driving team members’ progress in concert towards key dates and deliverables, while the BA aspect covering the customer’s problem in sufficient detail to identify a solution that addresses core business needs. Desai’s staff has sufficient experience in this combined role and solution to understand and optimize the coordinated focus on both PM- and BA-critical capabilities.

What Deliverables are Produced For The Customer?

The typical deliverables produced by discrete PMs and BAs are preserved and streamlined in the Desai combined solution. A look at these typical deliverables clearly shows the areas of efficiency available in a combined resource scenario:

BA-focused	Shared	PM-focused
Modeling & analysis Elicitation Requirements deliverables Traceability and requirements management	Risk management Quality validation Issue escalation Product scope management	Schedule management Budget management Resource procurement Project communications Vendor management

Figure 2 - Deliverables Mapping In A Role-Based PM + BA Solution

What Benefits Does It Provide To Customers?

Desai's Role-Based PMBA solution brings customers value on a broad front. Desai staff experience helps ensure that the standard challenges arising from role consolidation are prevented:

- One perspective starts to dominate – a tendency reflecting only one resource background and experience
- No one to partner with – two sets of eyes can be more all-encompassing than one
- Overload – it is often too easy to say 'yes' to requests for work, which must be properly managed

In addition, Desai's experience helps ensure that the critical success factors for a role-based PM + BA solution is understood and achieved:

- Making sure the right tools exist to support the capabilities required by both roles
- Allocating proper time for the quality execution of both roles
- Tracking logistics and solution information separately
- Building partnerships within the business to effectively utilize subject matter experts
- Scoping and scheduling work appropriately

Clearly the benefits of role and solution consolidation outweigh the risks, especially when the service provider has the necessary experience and expertise for the roles in question. For the role-based PM +BA, Desai has the right people and the right track record to realize these benefits, ensuring improvements in the cost, time, and risk of customer projects embracing this approach.

Please feel free to contact Desai for more information.

Let's get to work!

Three Factors that set Desai apart:

- **ValueBloxSM** is Desai's proven methodology for assembling the appropriate services from its inventory to create specific solutions that meet customer needs. Desai uses **ValueBloxSM** in conjunction with its **Framework for Strategy Execution (FSE)**, ensuring that each customer's needs are addressed as part of the broader business landscape. **ValueBloxSM + FSE** lets Desai deliver exactly what the customer requires—in any situation, at any point in the business lifecycle.
- **24/7/365 Knowledge AccessSM** 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 GuaranteeSM** 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
www.DesaiMgmt.com