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Latest News

Consultant of the Quarter Award

Desai is proud to announce the Consultant of the Quarter for 2Q16. 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 2Q, we're proud to announce that this honor goes to **Tony Thibault, PMP®**.



Tony is a broad-skilled and deeply-experienced member of the Desai team, engaging with customers as a highly-skilled and experienced project manager. His leadership qualities consistently bring value to his customers, as he helps quickly focus on the right issues to pursue, and the steps needed for success..

Desai would like to thank Tony for his contributions, and we

From the Corner Office

Welcome!

Once again, we in Vermont celebrate the onset of summer weather. It seems we have plans to do so many things in such a short period of time - a joyful dilemma! [Our customers](#) often face just such a challenge year-round - which problem to solve next and how, which opportunity to pursue first?



[Our consultants](#) are trained and experienced for just such challenges. Our problem-solving skills and experience help customers rapidly solve the hurdles they face, and our innovative solutions and methods often expose to customers new and unique opportunities for growth and efficiencies.

SBA Award

As we were proud to announce in our last newsletter, Desai Management Consulting was chosen as the 2016 recipient of the Vermont Small Business Association Minority-Owned Business of the Year for growing revenue and profits, increasing team members, innovation and contributions to the community. We were honored to join the other winners, along with state and national government representatives, and members of the business community, at the award ceremonies, held June 16th at the Country Club of Vermont, in Waterbury.



Partnership with Champlain College

Desai is extremely proud to announce a new partnership with the

look forward to continued great utilization of his skills and experience as a leader to both our customers and Desai itself.

PMI - Agile (ACP) Boot Camp News

Desai is proud to announce a new Boot Camp, for the **PMI - Agile Certified Practitioner (ACP)**. First class will be held on September 22 & 23, at the Windjammer Hotel in South Burlington, VT. Click [here](#) to find out more about the course.

PMI - PMP Boot Camp News

Our next 3-Day PMP Certification Test Prep Boot Camp will be held on November 9-11th, 2016, at the Windjammer Hotel in South Burlington, VT. This will be our last Boot Camp for 2016, so don't miss out. [Visit us here](#) for more details.

Appreciative Project Management (APM) Course

Desai and Champlain College have partnered to introduce a course that blends the qualities of Appreciative Inquiry (AI) with the rigor of Project Management (PM). The first course is targeted for January 8-12, 2017, at Champlain College in Burlington. Click [here](#) for more details on the course content.

Quick Links

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

[Join Our Mailing List!](#)

[David L. Cooperrider Center for Appreciative Inquiry](#) (AI) at Champlain College, in Burlington, Vermont. The partnership is in support of a new educational offering called Appreciative Project Management (APM), which integrates the best of both AI and PM disciplines. The first training offering will be held in January, 2017.

Please contact us for more information on how we can help address your business needs. Thank you for your continued support of Desai, and for making us a trusted partner in your business success.

Now, Let's get to work!

Vijay Desai, Managing Partner

At the Customer - Project and Program Governance

No project or program can proceed from start to finish successfully without some manner of oversight. Typically this takes the form of a Governance Model. A typical governance model can be thought of as a working set of processes and management structures



that allow key decisions to be made during the life cycle of the project or program, to ensure that the benefits and outcomes of the program are achievable. In it's simplest form, a governance model is the coordinated intersection of three components:

- Decision-making structures - the 'layers' of decision-makers that manage the project from the micro- to macro-level of detail.
- Operating procedures - the relevant set of defined behaviors best suited to ensure complete and consistent execution, monitoring and control.
- Collaboration enablers - the methods and tools by which members of the governance structure can receive, process and react to all of the information about the project or program.

Our Desai teams are involved in multiple types of governance model, depending on the client and projects. Recently we worked with a client whose governance model 'intentions' were perfect, however their implementation lacked the rigor of procedures and processes. The lesson? No amount of good will could overcome the gaps that resulted, both in topic (scope vs risk) and level of detail (macro vs micro). Only by rigorously assessing the shortfalls in governance, and adding appropriate processes and staff could the expected and necessary project results be assured.

Please [contact us](#) if you'd like to learn more about getting started with formal Governance Models, or to examine the adequacy of your current one.

In the Business Community

VT Chamber of Commerce Business Expo

Desai participated at the [Vermont Chamber of Commerce Business and Industry Expo](#), the region's largest business-to-business trade show in May.



2016 VT Expo

Partnering with BTV Ignite

Desai is proud to announce their partnership with the [BTV Ignite](#) initiative, as it works to organize the energy of Burlington's technology ecosystem.

VT Technology Alliance (vtTA) Co-Sponsor

Desai is one of the sponsors for the recent technology jobs report, "[Vermont Tech Employment - The Hidden Driver of Our Economic Growth](#)." The report draws attention to the increasing role that the technology sector plays in creating high-paying jobs throughout the state, and the economic growth opportunity it represents for Vermont's future.

PMI Champlain Valley 2016 Symposium

Desai was a proud sponsor of the 2016 Symposium for the [Champlain Valley chapter of the PMI](#).

Community Action

2016 Giving Activity

To-date Desai has been active supporting the following organizations:

- [Vermont State Science and Math Fair](#)
- [Penguin Plunge](#)
- [Vermont Technology Alliance](#)
- [Technology for Tomorrow](#)
- [Vermont Public Radio](#)
- [Michael J. Fox Foundation for Parkinson's Research](#)
- [52 Kids Foundation](#) (read more below)

Teaching in the Community

Desai staff members Kathy Purdy and Jim Wagner recently contributed their time and experience by providing technology instruction at two recent Technology for Tomorrow workshops for senior Citizens.



Thayer House, Burlington



Winooski Senior Center,

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. In addition, they are broadening their volunteers to include college students and professionals, and their audience to include refugee and new American communities, blind, visually- and memory-impaired, and disadvantaged youth.



Technology For Tomorrow

Empowering Youth to Connect Communities

Desai Team In Action - 52 Kids Foundation

Kathy Purdy of Desai Management Consulting recently spend two weeks in Kamuli, Uganda volunteering with the [52 Kids Foundation](#), a non-profit based in both Vermont and Uganda.

52 Kids provides opportunities for children in Kamuli by giving them the tools they need to be successful. The foundation currently supports over sixty children who will one day become the new leaders, pioneers and innovators in Uganda. While in Kamuli Kathy worked with students interested in technology and assisted with updates to an internet cafe at the 52 Kids dormitory.



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