

Welcome to the 3Q17 Desai Management Consulting newsletter.
Come on inside and see all that's happening!



Desai Management Consulting - 3Q17 Newsletter

Welcome! We hope you enjoy our new mobile-focused newsletter. Featuring the same great content, we are re-formatting to acknowledge the high proportion of readers who are doing so with a mobile device. We hope you find the format pleasing and visually clarified.

[Visit our web site!](#)

We Can Never Know...

First, the seemingly endless stretch of extreme weather - Hurricanes in Texas, Florida, and the Caribbean, extreme wildfires in the western U.S. - followed by the endless and senseless violence in the world, as we've now seen in Las Vegas, Nevada. We can never know what others are experiencing from such tragedy and loss, yet we must find ways to answer the calls for help as best and often as we can.



Here in Vermont, while we had lengthy rains in spring, and the intermittent sun of summer, it has been followed by a long stretch of "real summer", despite the calendar's insistence it's time for Fall. Only in recent days have cool nights returned, to remind us of what's coming.

I hope that you have all been able to enjoy personal and family time throughout the summer season, and are suitably prepared for the countless renewals that Fall represents.

As the ever-growing demands on our time slow our pace, it is important to spend a certain amount of time thinking strategically. Whether developing a strategic plan, or simply a set of priorities, this time will be well-spent. Check out the article below on Strategy vs. Implementation to read more.

Desai's experienced team stands ready to help you tackle any challenge or opportunity you may be facing - be it operational, tactical or strategic in nature. Our team continues to be active throughout the year, working hard to support our various customers' needs, and to deliver the value that those same customers have grown to expect. Please [contact us](#) for more information on how we can become a trusted partner in your business success. Thank you for your support!

Vijay Desai, Managing Partner
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Your Strategy - a Plan, an Implementation, or both?

Many organizations fail to invest in developing a Strategic Plan. At the business level, this can result in a lack of preparedness for fundamental changes, losing valuable lead time and ability to combat them when they occur. What is equally important is the impact on Projects and Programs when a strategy is missing or ill-defined.

The art and science of Strategy Planning has evolved in recent years to an understanding that a strategy plan is worthless without a corresponding strategy implementation - the coordinated set of Projects and Programs structured to enact the elements of the Strategic Plan.



While individual projects may survive as islands, the enterprise risks great impacts in cost, time, risk and coordination if they fail to produce a strategy plan, and don't use it as the basis for investments in Projects and Programs. Deriving an implementation plan from a strategic plan leaves the business better postured for success because:

- Focus is placed on the important things. Resources (time, talent, money) are properly allocated to those activities that provide the most benefit.
- Staff recognize the impact the changing business environment is having on the company and affect the needed changes in direction.
- Executives and staff develop a frame of reference for budgets and short-range operating plans.

Tying this to Project and Program management disciplines helps reinforce the value of PMP constructs such as the Charter, where business strategy crosses the boundaries to execution. Inputs grounded in a strategic plan will help provide an accurate context and prioritization for business investments. Projects and Programs chosen in this manner, and implemented with project management disciplines helps ensure long-term business success, and lays a foundation for strategic portfolio management for all investments.

Please [contact us](#) if you'd like to learn more about the strategy planning and implementation processes.

Desai Activities

- Bill Atkinson, former Navy SEAL, talked about "Communication: The Good, The Bad and the Ugly" at Desai 3Q Business Meeting on Sept 27th at Best Western Conference center.



- Desai Team recently participated in the [Project Management Institute Champlain Valley Chapter's](#) 20th anniversary celebration cruise aboard the Spirit of Ethan Allen on Sept. 21st.



- Desai staff member Chris Durfee has completed his sabbatical, as he and his teammate Vicki Hart have successfully tackled over 2000 miles of hiking the Appalachian Trail, from Georgia to Maine, finishing in early September! Congratulations!!



Consultant of the Quarter - Chris Triolo

Desai is proud to announce it's Consultant of the Quarter for 3Q17. This is a member of our team who illustrates through hard work the flexibility, values and strengths the Desai team is famous for. For 3Q, the honor goes to Chris Triolo. In his time working for a major Vermont corporation, he has tackled both given and available work, positively impacting the company's ability to implement controls and financial management within their IT PMO. He is considered one with the customer organization, and is relied upon for support, judgement, and consistent value delivery. His energy and personal learning are recognized as key

skills to enable continued growth in value to the customer. Congratulations and thank you to Chris!

Latest News and Events

- Desai is supporting the [Vermont Technology Alliance \(VtTA\)](#) and their advertising program for the [Vermont Tech Jam](#), October 20 & 21.
- David Kearns is nominated again as a Vice President for Membership in the [Champlain Valley PMI](#) Chapter. Congratulations, David!
- [3 Day PMP Certification Test Prep Boot Camp](#) - the next iterations of Desai's PMP Boot Camp training is scheduled for 11/29-30 & 12/1, in South Burlington, VT.
- Desai will be partnering with University of Vermont in support of Professor John Lens, in [the College of Engineering and Mathematical Sciences](#) in 4Q to share "Project Management" real life experiences and challenges
- Vijay will once again be in the role of External Expert for the [SBA Emerging Leaders program](#), held at Vermont Technical College on October 20th.
- Vijay joined [Pure Water for the World \(PWW\)](#) Board President Bob Mohr on Sept 28th for a presentation to the [Cambridge Area Rotary](#) on the PWW mission and current projects



Community Activity

Technology for Tomorrow (T4T), is a non-profit that many Desai staff invest time in. T4T is currently undergoing a planned growth phase, updating their mission and strategy to grow the audience for T4T services, and to impact the largest number of people possible. The Strategy

update will culminate in a Jan 1, 2018 renewal of services to the community. Click [HERE](#) to find out more about T4T, and to stay in touch with the exciting growth ahead.

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