



## Desai Management Consulting - 3Q19 Newsletter

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### Changing Seasons!

#### **A Time of Transitions**

Once again Fall approaches, with the onset of cooler weather in our region. As we prepare for Thanksgiving, we pause to reflect on how our [Customers](#) continue to affirm the value of our service and solution focus, while our [Staff](#) continues to enable our value in execution.

A recent family trip to California found us driving up the famous Pacific Coast Highway. We were stunned at the sheer beauty and magnitude of nature in every direction, but especially the sea. One of the most striking scenes we found was the lighthouse at Point Arena. Despite its 100+ years' age, it functions as effectively now as it did originally, providing direction to those at sea. Despite our spirit of independence, it is always comforting to have our direction validated to ensure we arrive at our desired destination.

It's appropriate then, that this quarter we look at our Business Diagnostics offering, which can help businesses measure health and progress of projects and processes, and lead to explicit steps to begin improvement, and get validation of successful execution of strategy and plans.

The Takeaway this quarter is a special look at how our children become our teachers, both in business and in life. I hope it triggers some pleasant memories, current thoughts, and even some possible future plans!

In closing, the seasons and their change remind us that everything around us is in constant motion. I'd encourage us all to both enjoy and learn from this chaos. Schools starting up again remind us how important it is to plan family time and events, and renew our vows for work-life balancing. It's never easy, but the rewards are priceless.

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, **Let's Get to Work!**



Thank you!

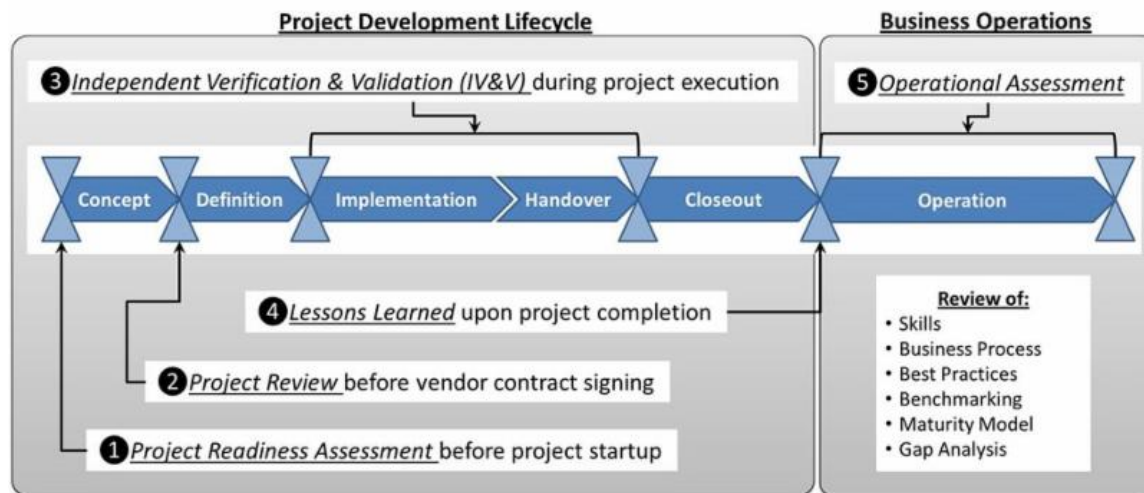
Vijay Desai, Managing Partner

## Business Offering: Business Diagnostics - A Broad Front of Business Value

The Desai solution for [Business Diagnostics \(BDI\)](#) contains methods for business and organizational assessment at stages before, during and after project execution, and during business operations. These result in ongoing project measures to provide maximum assurance of project and operations success, for both internal and external parties involved.



Desai works closely with customers to ensure that proper controls are in place, especially in large and complex projects, and that they exist throughout the project life-cycle and into operations.



(click [HERE](#) to enlarge)

Desai's Business Diagnostics solution provides value across the complete project and operations life-cycles, as follows:

**Project Readiness Assessments** - at pre-project, that examine team, skills, processes, capabilities and influencing factors internal and external to the project for adequacy and risk management in the forthcoming project work;

**Project Reviews** - in advance of vendor contract signing to ensure that work required is adequately defined and prospective vendors are capable of completing it;

**Independent Verification & Validation (IV&V)** - of a project once underway and throughout its execution, to ensure that project deliverables and objectives are met along the way; **Lessons Learned** - upon project completion, designed to measure the degree to which the project met its stated objectives and deliverables, and can be deemed successful;

**Operational Assessments** - once a project is complete and deployed to operations, assessments can be performed on an ongoing basis, to determine how stable and effective operations are performing

Click [HERE](#) to see more about the Business Diagnostics Solution on our website. You can also [CONTACT US](#) directly via email for more information. **Let's get to work!**

### Keith Moran Consultant of the Quarter

Desai is proud to announce its Consultant of the Quarter for 3Q19. This award goes to a team member who illustrates through hard work, flexibility, values and



strengths the characteristics the Desai team is famous for. For 3Q, the honor goes to **Keith Moran**. Keith is very busy at the helm of an enormous and complex customer ERP implementation. His talents for organization, communication, and leadership help inspire confidence in the customer that they are up to this task, and can do the work necessary to be successful. Congratulations to Keith!

## Latest News and Events

- Desai in partnership with PMI Champlain Valley will be offering the next [PMI-PMP Certification Test Prep Bootcamp](#) on November 6-8, 2019. **PMI is changing the current PMP® exam curriculum and June 30th, 2020 is the last day to take the exam as is. It is recommended to take the exam before June 30th, 2020 if at all possible as the updated exam is expected to be more difficult.**
- Desai in partnership with PMI Champlain Valley will be offering the next [PMI-ACP Certification Test Prep Bootcamp](#) on Nov 14-15, 2019.

## Our Children Begin to Teach Us About Business and Life

Children can be loving and kind, frustrating and resistive, inspirational and calming, all at the same time. They are forever the objects of our affections, and our eternal hope as parents that they will learn from our values, yet be their own, independent people, capable of changing the world. As a parent from and in multiple, varied cultures, it has been especially invigorating and exasperating at times, working to ensure that the lessons of your own upbringing can be understood and absorbed by kids being raised in a completely different culture.



You work so tirelessly on their behalf, and then suddenly wake up one morning realizing that you are now learning from them! You're not sure of the exact moment when it began, and are quite uncertain about where it will lead. Yet, the pride it inspires is unparalleled, and as parents, you begin to relax for a brief moment, thinking "maybe we did ok" raising them.

My son (in Boston) is a successful business and technical professional, applying equal measures of his learning and talents to grow his employer and himself. He has shown to me a surprising understanding of value - of people, actions, and things - an understanding that I am learning from every day. He is currently

teaching me about the positive aspects of investing in quality, from socks to computers and cars. His pursuit of lasting items, where affordable, clearly shows his concern for our "throw away" society, as well as how to spend money wisely. I clashed with him on this at first, as my upbringing had a focus only on affordability - cheap socks were okay because

I had two brothers and we all needed them. At my age, I must admit that his approach of lasting value can be a good thing, and I'm slowly trying to adopt this reality, especially in my profession, where we strive to deliver value always. Likewise with my customers, who expect nothing less, but often do not fully appreciate long term value when they consider investments.

My daughter (in Singapore) is a junior in college, and is exposing me to a completely new view of the world, through her interest in both the Arts and Social Justice. Despite her younger age, she is very passionate for things she believes in. In her high school years she was publishing articles in the local paper, expressing her opinion on the social impacts of the current (and long-standing) high school mascot. I am learning a great deal from her, as my life has always focused me more on the scientific, and less on the abstract. Her observations and feedback are increasingly timely, as so many aspects of improved social justice are within the workplace and its behavior. I work hard daily to ensure that I am at least not worsening the situation, while I grow to understand more and more about how to improve it. Her exhortations will be life-long, so there will be no lack of motivation to continue this pursuit.

### **The Takeaway**

Together my children open my eyes more daily, as I learn about the world through their eyes and experiences. They have both shown that deep inside them are planted the lessons and qualities of my home culture, which they have each refined in ways that make sense and add value in today's world. And yet, they have each, in their own way, also absorbed the lessons of their surroundings. Each will continue to become their own unique person, continually more focused on empathy and value in who they are becoming. Along the way, I will continue to learn, as I grow to understand their teachings. Long term thinking has become pervasive in life and business, and social justice is a growing part of my daily thinking. As parents, we got to plant the seeds of our values and culture, and then throughout life reap the harvest of what they each become. Savor every moment, and be open to everything they want to share.

***"There is nothing in a caterpillar that tells you it's going to be a butterfly."***  
**Buckminster Fuller**

Desai Management Consulting | 1-844-GO-DESAI | info@desaimgmt.com | www.desaimgmt.com

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