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Suddenly Summer!

This year's topsy-turvy weather, while crazy and sometimes damaging, has done one good thing. That is to support my first-of-a-kind summer vegetable garden!

In recent years I had wanted to dabble in gardening, and this year decided to take the plunge, for two reasons - 1) I needed more things to promote relaxation and mindfulness for myself, and 2) I have the good fortune of neighbors nearby who are both very successful with plants, and also very good at recognizing a novice needing help when they see one! Thanks a lot to **Sudarshan and Sagar Gudipelly**, we will be eating many fresh vegetables.



Not surprisingly, as I persevered in horticulture, many similarities to business, especially starting and owning one, came to mind. Two were especially insightful to me:

1. **First, you plant the seeds.** Some seeds will sprout quickly. Others need time to germinate. It's all part of the process. You can't just scatter a bunch of seeds around and then sit around doing nothing and expect a garden to appear one day. It takes time and effort, same in business too!
2. **You have to get over getting dirty!** You have to get your hands dirty when you care for a garden. You have to do some things you don't want to do in order to reap the harvest later. Not every task you do for every customer will be fun, but the rewards should be worth it.

This issue of our newsletter also helps reduce stress by including a business article on finding ways to augment your professional staff in times of need. We end this newsletter with a brief example of helping others in time of serious need. The value one can impart, even from a distance, and the ability of a group of people to form and be instantly effective in helping address a problem are striking.

To our **customers**, I wish that you and your families are enjoying summer activities, while staying aware of the further needs for pandemic protections in order to keep everyone safe. And when the time comes to return to work, Desai stands ready to assist you in any way possible.

Coming Events

3-Day PMI-PMP (PMBOK Ver. 6) Certification Test Prep Boot Camp -
10/27/2021 To 10/29/2021.

Click [HERE](#) for details

Business Offering: Staff Augmentation



In our Talent Acquisition solutions, Desai can help the customers aligned with their business needs, through the recruiting of professionals for the short or long term, resulting in local or remote placement in full- or part-time capacity, for project management and business analysis skills.

Desai works hard to find and place candidates by focusing on the major challenges in managing human resources, using the best in talent- management practices. Together with customer partners, Desai uses best practices to:

- Define the needed talent
- Attract a sound pool of applicants
- Assist in reference/background checks
- Select the most qualified
- Get new hires up to speed quickly
- Determine who's ready among internal staff for a new job
- Candidates and staff gain an understanding of their competencies
- Customers get the most out of employees
- Customers retain the best employees where appropriate

Desai provides skilled and experienced project-management and business-analyst staff, proficient in an appropriate set of industry-standard methods that ensure greatest value to the customer. Desai can propose either contracted or permanent-hire staff, in many configurations, acknowledging parameters such as:

- Location: Staff can be available to work at the customer's location or remotely, if reasonable
- Duration: Staff can be available to augment the customer workforce, adding capacity and skills for short or fixed durations (contracted) or permanently (new hire)

No matter the project size or complexity, Desai is capable of meeting your Staff Augmentation needs. Click [HERE](#) to read more detail. **Let's get to work!**

Friends Helping Strangers in Desperate Times



The ravages of the Coronavirus have been with us all a long time now, yet there are still periodic levels occurring that are especially impactful.

Recent severe outbreaks of Covid-19 in India showed us and the world how completely unprepared we all are to properly treat those who fall ill.

Recent discussion (during month of May and June) with medical professional friends in India alerted us to a critical shortage of some specific medical equipments and supply necessary to handle the growing number of weak and sick patients due to Corona infections. This led to an immediate discussion amongst friends here in the US as well as in India. Together we knew the answer to **"How can we help?"** The Indian hospital and doctors urgently needed some critical equipments such as oxygen concentrators, Ultrasound Systems, Microdebrider System. The pressing question was "How do we get them these equipments to the Indian hospital quickly enough to make a difference?" Together the group addressed each of the many challenges in their way:

1. Identified the equipment(s) needed from the source (hospital and doctors)
2. Found an equipment supplier(s) - locally in India
3. Procured, Arranged transportation and delivered
4. Raised the necessary funds (100 plus donors, 3 weeks campaign, Received donation amount close to \$35K)
5. Found a way to get the funds to the equipment suppliers so that the equipments could be delivered, without local government slowdown and other logistical challenges
6. Met the required deadline.

The group was very successful, and as a result many patients at the hospital survived the pandemic, and avoided the most severe symptoms. Looking back on this effort, we are surprised at how urgency inspired simplicity, and how participants arose from all around. At no time were there political, racial or cultural inhibitors to problem solving - people in need are just people, as are we all!

A big thank you to all the donors, doctors at the hospital and the process participants to make this possible.

The Takeaway

There are many factors that could have discouraged or even disbanded this group. The equipments needed and its cost, the great distance between the problem location and helpers, the many natural barriers posed by the local government, especially involving financial transactions from another country etc. Any number of

these could have caused the effort to take 2x, even 5x as long, with horrible consequences. And yet the simple "will of the people" made this all possible, and successful. The will to understand the required steps, the will to make each step successful on its own, the will to tackle so many steps completely in parallel, at fastest possible speed. There are so many examples - and yet - the greatest Will of all, the root of the group's success, is that someone in need should be helped by anyone who can. No second thoughts, no ulterior motives, no concern for self, only others. How many of us have thought about such things, and would be able to jump into action immediately? We believe we all should.

“Was it you or I who stumbled first? It does not matter. The one of us who finds the strength to get up first, must help the other.”

- Vera Nazarian -

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