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## Latest News

### Consultant of the Quarter Award

Once again Desai is proud to announce the latest Consultant of the Quarter, for 1Q15. This is a hard-working member of our team who illustrates the flexibility, values and strengths Desai is famous for. For 1Q, we're proud to announce that this honor goes to **Henry Huston, PMP**.

Henry is a certified Project Manager who brings an extensive history from multiple industries



where he has applied project management methods to achieve business value. He is a great match for Desai's high energy, flexible and adaptive approach to customers.

Henry is keeping busy at the State of Vermont Agency of Human Services, where he is helping lead large programs of great impact to Vermonters. His

## From the Corner Office

### A New Year Well Underway

Welcome to 2015! It is an exciting time for Desai and for our customers. We are very pleased to invite everyone to visit our newly-redesigned website - [www.desaimgmt.com](http://www.desaimgmt.com). We've greatly expanded visibility into the many facets of Desai, and we hope that you find it a help in understanding our offerings and how they can best bring you increased value.



Starting this quarter, we will be using a portion of the newsletter to introduce each of our solution offerings. This quarter's focus is our Business Diagnostics solution, which you will see has many possible sources of value for customers during both project investment and operation cycles.

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, as always, Let's Get to Work!

Vijay Desai, Managing Partner

## 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.



ability to bridge his experience to the world of healthcare is invaluable, and his tireless energy and enthusiasm help engage the customer in lasting partnerships.

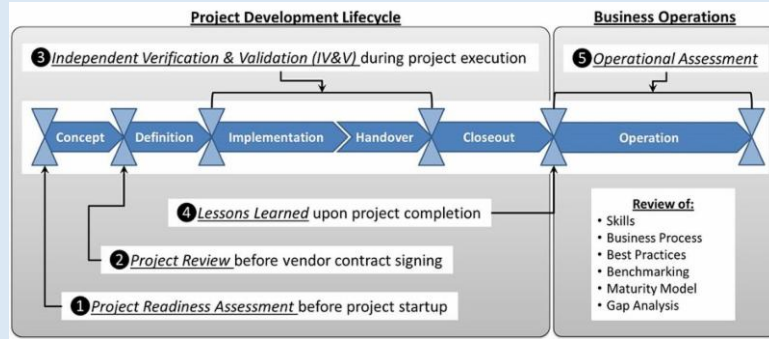
Desai would like to thank Henry for his contributions to our customer and our business, and look forward to great utilization of his skills and experience.

## Quick Links

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

[Join Our Mailing List!](#)

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 lifecycle and into operations.



(click [HERE](#) to enlarge)

Desai's Business Diagnostics solution provides value across the complete project and operations lifecycles, 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. A hardcopy Solution Brief can be downloaded from our website Library. You can also [CONTACT US](#) directly via email for more information.

## Community Action

Desai takes great pride in our ability to support non-profit organizations in our community through our direct donation and matching grant programs. In addition to our non-profit partner Technology for Tomorrow, we actively support a number of organizations that we encourage you to check out. You can see more information [HERE](#) on our website.



## **Technology For Tomorrow (T4T) News**

Just a reminder to take a look at what's going on with our 501(c)(3)

nonprofit partner, Technology for Tomorrow (T4T). They are working hard extending their reach in high schools and the community, while also pursuing partnerships with multiple supporting organizations. It continues to be an exciting time for T4T - and you can be part of things. Check it out! Click [HERE](#) for more information.



**Technology For Tomorrow**

Empowering Youth to Connect Communities

### [Our Team in Action](#)

On the lighter side, our customers all know that our Desai team is tireless and hard working, but there is also a less-serious side to them. Members of the team recently visited the newly-opened go-kart center in Essex Junction for some friendly competition. All survived, with nary a bruised ego in the bunch!



**For more information, please contact at:**

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