

In This Issue

[From the Corner Office](#)

[At the Customer](#)

[In the Business Community](#)

[Community Action](#)

[Desai Team In Motion](#)

Latest News

Consultant of the Quarter Award

Desai is proud to announce the Consultant of the Quarter for 1Q16. 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 1Q, we're proud to announce that this honor goes to **Jim Whitney, PMP.**



Jim is a broad-skilled and deeply-experienced member of the Desai team, engaging with customers on matters of strategy, project and program management, business analysis and organizational change. He consistently brings value to his customers from the various aspects of his broad career. In addition, he readily accepts

From the Corner Office

SBA Award



On March 15, Desai Management Consulting was notified that they have been chosen as the **2016 recipient of the Vermont Small Business Association Minority-Owned Business of the Year!** This is a significant recognition for Desai team, reflecting the high level of professionalism and dedication present in our entire team of consultants. We've come a long way in 5 short years!

Other News

At this point in winter, we are typically lamenting that spring will never ever arrive. Not so this year! Instead, we are often left to wonder if the latest warm spell is the real onset of spring. Mother nature seems both unpredictable and cyclical. So it can also seem for [our customers](#) - just when a problem is solved, it either reoccurs or reveals another previously unknown. And so it goes in the endless hunt to define and optimize business processes.

[Our consultants](#) are trained and experienced for just such a journey, solving customer problems while pulling threads that may lead to the next trouble spot. Whatever it takes, they provide the skills in project and business process management that are needed by our customers.

In closing, as we wait patiently for this year's flower and garden catalogs, we know that your business challenges will not wait to be solved. Please contact us for more information on how we can help tackle them. 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

opportunities to give back to the professional community, by sharing experience and providing instruction.

Desai would like to thank Jim for his contributions, and we look forward to continued great utilization of his skills and experience as a trusted adviser to both our customers and Desai itself.

Project Management (PMP & ACP) Certification Test Preparation Boot Camp News

Our [next PMP Boot Camp](#) will be held on March 30, 31 and April 1, 2016, in South Burlington, VT.

In addition, Desai is proud to announce that starting in 3Q16, they will be offering a new Boot Camp, for the **PMI - Agile Certified Practitioner (ACP)**. You can [click here](#) for more information on the certification.

Quick Links

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

[Join Our Mailing List!](#)

New Solution Offering

Role-Based Project Manager + Business Analyst

Another offering recently added to the Desai portfolio is [Role-Based Project Manager + Business Analyst](#). This is a skill and solution offering that enables customers to receive the benefits of both roles through a smaller, more versatile Desai staff. Please click the above link to find out more information.

At the Customer - Continuous Improvement, Process or Tools?

Desai staff were recently engaged by a local energy company to perform an assessment of their Continuous Improvement and Lean methodology. The team explicitly measured the extent that a Continuous Improvement culture



existed within the customer, any specific Lean tools in use and their effectiveness, and made recommendations for next steps to take for increased use and effectiveness of both Lean and Continuous Improvement.

Findings were pretty typical for Desai experience - while significant energy had been expended in acquiring and deploying tools for Lean, they were not accompanied by the necessary changes in culture, nor an overall methodology. Results clearly failed to meet customer expectation because of this. When you are faced with similar challenges, its imperative that a Continuous Improvement culture first become the centerpiece of change. Only then can tools such as Lean and others have a fertile and receptive environment to be effective in. [Contact Vijay Desai](#) for more information on applying these techniques to your current business.

In the Business Community

Vermont-Quebec Enterprise Initiative

Desai was invited on Feb 10 to join the [Vermont-Quebec Enterprise Initiative](#), a business think tank looking to identify and expand international trade in the Vermont-Quebec corridor. The organization is associated with the Lake Champlain Regional Chamber of Commerce.

Attendees at the recent event included from Quebec: Axon ID, C2 Technologies, and Irosoft; from Vermont: BTV Ignite, Champlain

College, Chroma Technology Corp., Desai Management Consulting, Renaissance Information Systems, and the Vermont Technology Alliance.

Presenting at PMI and IIBA Local Chapter Meetings

Jim Whitney PMP, a Desai team member, recently presented at the local [PMI-Champlain Valley](#) Feb dinner meeting. He spoke on the reasons why project managers and business analysts sometimes clash due to their overlapping areas of responsibility.

In addition, Jim also spoke at the [IIBA Green Mountain Branch](#) Feb dinner meeting on Learning Styles, and how understanding them can be used to improve interpersonal communications.

VT Chamber of Commerce Business Expo

Desai will be participating at the [Vermont Chamber of Commerce Business and Industry Expo](#), the region's largest business-to-business trade show in May. You can find Desai at booth #100. Please stop by on May 26th and say hello.

Community Action

2015 Giving Summary

Desai's final tabulations for 2015 community giving are as follows:

- Desai consultant giving: \$3478.64
- Desai matching donations \$3478.64
- TOTAL \$6957.28

Thanks to all who helped.

We look forward to contributing even more in 2016.

2016 Giving Activity

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

- Vermont State Science and Math Fair: Desai awards the project which follows the best PM methodology.
- Vermont Technology Alliance: Desai supports their Tech Job Impact Study for 2016.
- Technology for Tomorrow: Desai is supporting their May 7th CommYOUunity Tech Talk event.

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 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 Motion

Three of the Desai staff decided to spend their winter staying in shape. **Chris Durfee, Martin Quatt, and Kathy Purdy** trained extensively from November onward. This dedication led to participation in races in Maryland in March. Chris and Martin ran the 35K race, and Kathy ran the full marathon. Each race had about 130 participants, and the Desai staff met their personal objectives in position and time. Congratulations for dedication in training and best use of a mild winter.



For more information, please contact us at:

Desai Management Consulting, LLC
476 Shunpike Road, Williston, VT 05495, USA
Phone: 1-844 GO DESAI (1-844-463-3724)

web: <http://DesaiMgmt.com>

Email: info@desaimgmt.com



Try it FREE today.

Desai Management Consulting LLC | 476 Shunpike Road | Williston | VT | 05495