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## Spring Arrives

Despite winter's best efforts, spring is finally arriving here in Vermont! It is such a strange and busy time for most this year - getting COVID-19 vaccinations, carefully easing a year or more of isolation from those we care about, and above all finding the hope and belief that the darkest days of the pandemic are starting to diminish.



The healing experiences of friends and family are proof that science and its supporting data cannot lie, and are leading us out of this great tragedy. I wish everyone continued good health, and encourage you to adopt the springtime example of renewal.

To our **customers**, I wish a welcome spring and beyond of business recovery and clarity in the next steps. Desai stands ready to assist you in any way possible in your return to operation.

Thank you!  
**Vijay Desai, Managing Partner**

## 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: Program Management Office (PMO)

Desai's offering for Program Management Office (PMO) consists of methods for defining organizational structures, roles and responsibilities, and governance, resulting in the effective implementation of projects, programs,

and/or portfolio management of investments.



Desai's solid foundation in project management has enabled them to craft a robust approach to project governance and business interlock with their PMO solution. Their methods acknowledge that every organization is unique, with their own requirements for governance and business integration. Desai's approach to the configuration of PMO capabilities addresses diversity in projects and identifies the focus areas necessary to drive business value, from strategy to execution.

With their PMO solution, Desai is responding to industry directions that are driving PMOs to expand their influence and become a strategic resource for companies. Using a framework based approach helps define PMO needs from top to bottom in a customer business, and specifically what integrates a business from strategy to execution. Desai's PMO solution reflects this integrated, contextual view.

Desai can partner with customers to help bridge from strategic objectives to execution, identify core processes, and apply appropriate elements of their framework for analysis, to help ensure customer success.

Desai's PMO solution provides two fundamental business values to every customer:

- 1) How to choose the right things to do and**
- 2) how to do them right.**

All other solution capabilities are in support of those customer values, and can be integrated with them. Project execution can now be tied directly to a customer's strategic business initiatives. The PMO role serves as the "traffic cop" for the business, acting as the gate to startup, execution, completion and acceptance of projects. Click [\*\*HERE\*\*](#) to read more detail.

Desai's PMO solution and supporting staff are ready to help with projects from small to enterprise. **Let's get to work!**

## Business Teachings from my Piano Lessons

Throughout life, my educational focus has been in the sciences and engineering. Sports and the arts received much less emphasis. Recently, however, I have been drawn to learn to play the piano. The immediate peaceful feedback has been striking and

motivates me to continue.



As I progress, I have begun to see how learning the piano could open doors to learning useful skills in business. For those of you feeling it is too late in life to tackle such a thing, studies show it is truly never too late to start learning piano – the mental and physical benefits apply to all ages. Let's look at some examples:

1. Piano lessons teach you the value of persistence - to keep going until your interpretation is correct; that excellence is worthy and attainable, and the only way to get there is attention to detail, awareness of defects, and practice.
2. Practice can serve as a holistic and natural treatment for depression and mood disorders.
3. The discipline of playing music is the equivalent of a full-body brain workout. By strengthening multiple areas of the brain, including our ability to concentrate, focus and apply knowledge, playing music allows us to exercise our brain similarly in other areas.
4. Learning to play piano and experiencing the excitement of mastery after learning a piece of music is an incredibly powerful way to boost one's self-confidence.
5. Practice regimens often require time management and organization to best incorporate them into daily routines.

Obviously, there is a limit to this extrapolation. All of life is not like piano lessons, and building a business is harder, takes longer, and the stakes are higher. But, the underlying approach is the same, and it applies to business, relationships, and everything else you do.

## The Takeaway

So even if you didn't grow up taking music lessons, it's never too late. Let your ambition exceed your ability. Use brute force determination to get over the hump. There's no doubt that you'll get it, sooner or later, as long as you keep running it. The possibility of failure is simply not part of the experience. There is frustration but there's no anxiety about the outcome. Simply practice, practice, practice, and let your shared talents and experience help support success and advancement.