Project Assistants Newsletter

May 2012

View from the Top

Changing the Way You Change

As we look back on 15 years of providing successful project and portfolio management solutions, it has become clear that the pace of change is constantly accelerating in business today and the most successful organizations are those which can best adapt to these changes – through innovation and, in essence, by their ability to change the way they change.

How can organizations position themselves to react quickly, decisively and appropriately to environmental changes? Our experience has shown that when we talk about establishing an effective organizational structure, we're really talking about building the organization's ability to embrace change. On a strategic level, portfolio management provides the framework necessary to ensure organizations chose the best action in accordance with the organization's vision. And with a solid portfolio management foundation in place, project management becomes the execution framework that enables this change. In reality, project management is the methodology for managing change in a world where constant change has become the norm.

Contact us to learn more about developing the strategic and tactical framework necessary to allow your organization to effectively compete in today's ever-changing business world.

Offering Spotlight: Microsoft Project Server 2010

Visioning: Enabling a Realistic Approach for Change

A key to success in the project and portfolio consulting services we offer to our clients is our three-phased approach to delivering the promise of improved project outcomes (better, faster and more cost-effective project-based solutions). And the cornerstone of Project Assistants' approach is our Phase 1 Visioning offering. Due to our significant experience with this offering, as well as feedback from our customers, we have updated our Visioning offering to more effectively meet the demands of today's organizations.

We've enhanced the process of defining the future state through the introduction of an interactive Visioning Workshop. This workshop provides an optimal forum for integrating our fifteen years of project management improvement experience with our clients understanding of their unique situation and needs for improvement. Also, because we know it's critical that the speed of transformation is *just right* - changing too quickly causes breakage, but changing too slow is not effective – we help our clients assess the optimal rate of transformation for their organization. Our goal is to help organizations travel from their current state to their desired future state, while keeping the transition as brief and painless as possible.

2012 Webinar Series

Topic: Burn the Ships: Driving Commitment to Change

Date: June 28, 2012

Time: 3:00 PM

Project Assistants is pleased to announce that registration is now open for the second webinar of our 2012 Webinar Series. On Friday, June 28 at 3:00 PM, Project Assistants' CEO Gus Cicala will address ***Burn the Ships: Driving Commitment to Change***.

When the Spanish Conquistador Hernan Cortez landed in Mexico he had one goal, to seize all of the Aztec riches. To motivate his men, he demanded that they burn their ships upon arrival. This action gave his men two options, to be victorious, or to die trying. Returning home (failure) was not an option.
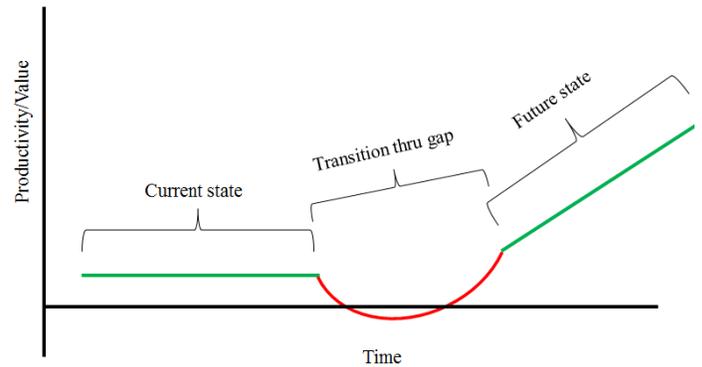
While we are not proponents of arson, this concept can and should be applied to project and portfolio management (PPM). In order to successfully effect change in your organization, you must have complete commitment to this change. And the most critical step in acquiring this commitment is to clearly illustrate your vision for the future.

In this webinar, Mr. Cicala will demonstrate how an organization's approach to change will define its ability to achieve its goals.

This webinar, offered at no cost, will last for one hour and will include time for questions and answers. Please contact us with any questions; you can register for this webinar by clicking HERE. Visit our website for more information about our ongoing Webinar Series.

Project Assistants Awarded Microsoft's Project and Portfolio Management Competency

Project Assistants was again honored

Please contact us for more information about our Project Management Visioning Offering.

Project Assistants' Executive Team is Growing

Project Assistants is pleased to announce that Jim Colton has joined our team as the Director of our Portfolio and Project Management Services Practice. Jim's addition to the Project Assistants family is an important strategic move that represents a significant step forward as a result of our recent sustained growth.

Before coming to Project Assistants, Jim was the Assistant Vice President of Service Delivery Management at Philadelphia Insurance, where his functional responsibilities included Business Relationship Management, Project Delivery, and Project Management Office (PMO) leadership. Jim comes to us with 20+ years of project management experience and 10+ years of consulting practice leadership at Keane Consulting. With an MBA from the University of MD and a BS from Penn State, Jim is PMP certified and a Six Sigma Black Belt.

Project Assistants' Ongoing PPM-focused Webinar Series

As we begin the 5th year of our very successful Webinar Series we want to remind you that recordings of our previous webinars are available for you to download and review at your convenience. Please visit our website to access these recordings, and don't hesitate to contact us with any questions.

recently with the award of Microsoft's Project and Portfolio Management competency.

This competency, awarded by the Microsoft Partner Network, recognizes Project Assistants ability to meet Microsoft customers' evolving needs in today's dynamic business environment. Achievement of this recognition required passing of multiple technical exams in combination with a proven track record of successful Project Server and SharePoint solution engagements.

"By achieving a Silver Competency, partners have proven themselves as specialized technology experts with the skills needed to best serve customers," said Jon Roskill, corporate vice president, Worldwide Partner Group at Microsoft Corp. "The Silver Competency in the Microsoft Partner Network is designed to help customers identify services and solution providers that have demonstrated proof of their capability to deliver quality outcomes and customer satisfaction."

General Services Administration Contract Renewed

Project Assistants is pleased to announce the renewal of our ability to provide Federal Government clients with innovative information technology solutions via our GSA IT Schedule 70 contract. This 5-year option renewal will allow Project Assistants to continue providing a full range of IT services to Federal Government customers, providing government agencies with continued access to Project Assistants' unique, leading edge Project and Portfolio Management solutions that enable organizations to deliver better, faster, and more cost-effective project-based results. Click here to learn more about our Federal Government offerings.

Executive Track

- What Keeps a PMO Director Awake at Night: Selling the Value of Project & Portfolio Management (PPM) to your Executive Team.
- Evolve or Die: How Organizations Use PPM to Adapt to Change
- Making It Stick: The Project Management Adoption Challenge
- Executive Transformation: What Your Executive Team Needs to Know about PPM
- Resource Management: The Keystone to Successful PPM

PPM Strategy Track

- Which Came First: The Project or the Portfolio?
- Achieving Your Business Objectives: Best Practices for Integrating Portfolio Management Strategies with Project Management Excellence in Execution
- Building a Strategy for Integrating Program, Project, and Knowledge Management
- Our Project Management Maturity Assessment is Complete. What Now?
- Acquiring the Best Talent for Crucial Leadership Roles

PPM Technology Track

- Leveraging Business Intelligence: Realize the ROI of your Microsoft Project Server EPM Investment
- Documents, Portals and Dashboards: Using SharePoint Technology to Bring Order to Chaos
- Best Practices for Integrating Portfolio, Project & Knowledge Management by Leveraging the Microsoft EPM & MOSS Solutions
- Enterprise Project Management: Best Practices for Optimizing Resource Management
- Rescuing Your EPM Technology Implementation
- What's New in Microsoft Project 2010: Delivering Project Success