



Networking Infrastructure Solutions
Information Worker Solutions

Project Management Overview

Jim Primrose

CEO/President of Primrose + Associate

CEO of CONEXiS

Email: Jprimrose@CONEXiS.net

Phone: 949-360-1880

Fax: 949-360-1884

www.conexis.net

Project Management: The Key to Organizational Success

- Company Overview
 - Primrose + Associates
 - CONEXiS
- Why Project Management
- Project Types
- Project Management Disciplines
- Project Management Tools
- Getting Started
- Typical Project Phases
- Fundamental Facts
- Real Life Experience – Helen Streck
- Wrap up / Questions

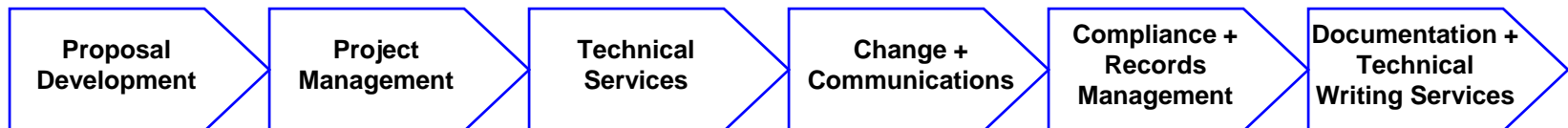




Primrose + Associates Company Profile

- Founded in 2004 as Primrose Consulting, Incorporated in Nevada in 2005 as an LLC then changed to Primrose + Associates Inc in 2009 as a C Corp.
- Southern California based
- Geographical areas supported primarily are:
 - U.S. West Coast
- Core business: Solutions Provider / Consulting Services
- 10 to 15 employees with an additional 15 to 30 contractors

Primrose + Associates is a business solutions provider. Our work spans six major service areas. Our integrated solutions help a broad range of small, medium, and Fortune 500 companies reach their business goals.





Company Profile

- Founded in 1994, Incorporated in California in 2000
- Southern California based
- Geographical areas supported primarily are:
 - North America
 - Western Europe
- Core business: IP Infrastructure technology
- Financials: \$5M to \$10M Annual Revenue
- 10 to 25 employees with an additional 25 to 35 contractors

- Network Design/Installation
- Data Storage & Virtualization
- VoIP Telephone Systems
- Webcasting & Conferencing
- IP Security Camera Systems
- Audio/Video Solutions
- IT Outsourcing
- Hardware/Software Procurement

- Microsoft Gold Certified
- NetApp & VMware
- HP Warranty Repair
- 3COM Warranty Repair
- Cisco Certified
- CEDIA Certified
- ISF Certified
- Crestron Certified

Notes:

- Part of Primrose + Associates as of February 15, 2010
- Primrose + Associates will continue with CONEXiS name going forward



Company Profile



Now Known As:



One Company

One Vision: Total Solutions Provider

Your Business. Our Focus.

? Why Project Management ?

What Is PM?

Project management is an integrated approach to planning, organizing, and managing resources to drive the successful conclusion of specific project goals and objectives.

Why PM?

- Quality
- Risks Reduction
- Transparency
- Support Strategic Objectives

SPOC = Single Point of Contact

Why is this important? What has it got to do with PM?

You would not make a cake without a recipe or direction, why would you implement an expensive project or program *without a project plan?*

Appropriately rigorous project management has emerged as a crucial factor that determines the success of an ORGANIZATION

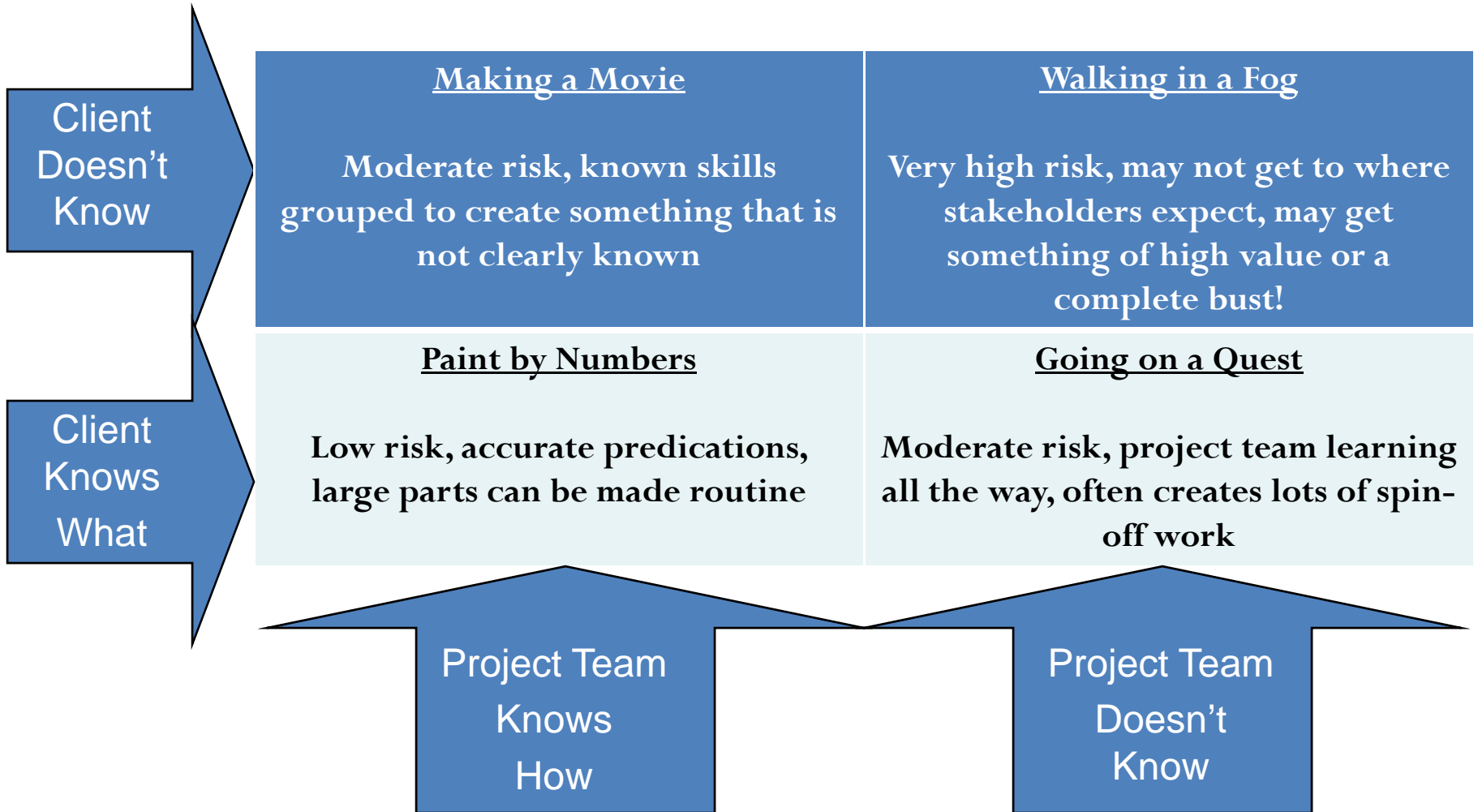
Every **project** has a set of **objectives** to meet. These relate to how quickly the project needs to be completed, how much it should cost, and what quality level will be achieved.

(The PM is responsible for these once they accept the project)

Prior to accepting responsibility for a project, the PM may/will need to negotiate for resources. Knowing the type of project is the key to this, and the four types of a project are as follows:

- 1: Painting by Numbers
- 2: Going on a Quest
- 3: Making a Movie
- 4: Walking in the Fog

Project Types: What & How



CONEXIS™ Project Types: 1-Painting by Number

Definition

This is the most straightforward type of project. The stakeholders all know exactly what needs to be done and they how it needs to be done. This type of project tends to move along steadily and the problems that may arise are usually quite predictable.

Example

Building a house, where the project manager and the client have experience in this trade



The project manager has the least negotiating options with this type of project

Definition

Stakeholders know what they want to achieve, but are not so clear as to how to achieve it.



Typically several strands of the project happen at the same time, which come together to meet certain deadlines.

Common in Research & Development.



Example

NASA was given a brief to put a man on the moon by the end of 1969. When they were asked to do this at first, there was no known way to do it. Separate teams were set up to deal with the rocket, nutrition for the astronauts, and so on.

Definition

Methods to be used are known, but the end result is not so clear.

Often occurs with creativity projects, where the final result could be a masterpiece or a flop, hence the title “making a movie.”

The person with ultimate responsibility needs to be aware of how the end result may not be well liked, even though a standard process has been followed.

Example

Creating a Policy Projects



The project manager should be very strong with their PM discipline

Definition

This is the highest risk type of project. The main stakeholders are not only unclear about how things need to be done, but are also not totally sure about what the end result should be.

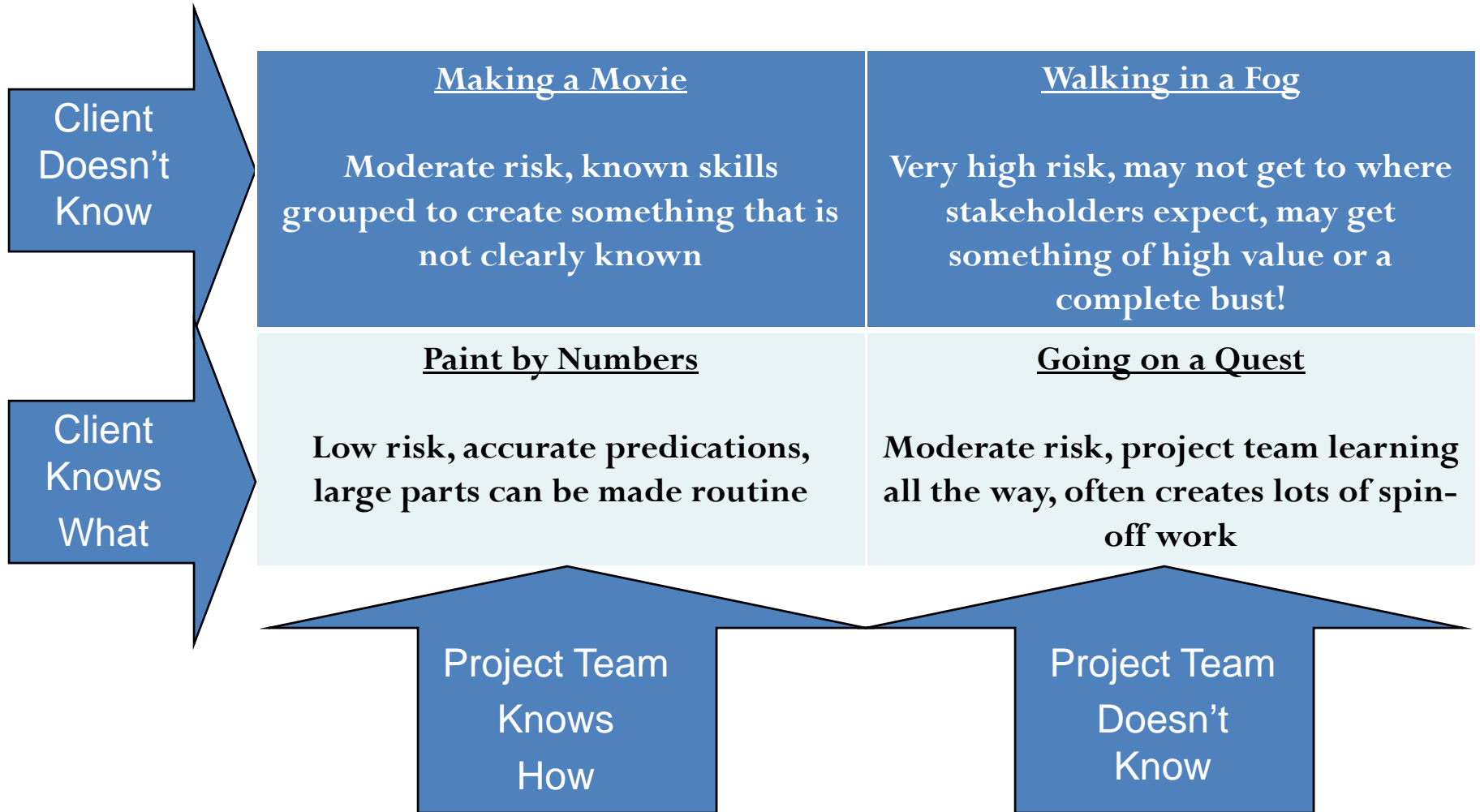
Example

Introduction of a new Business Excellence program such as Six Sigma etc.



Requires strong leader and must ensure that the project has the complete commitment & support of the senior stakeholders / management

Project Types: What & How



Conceptual Comparison

PMBOK

- Larger Project Orientation
- Focused on Coordination and Management (in addition to Results)
- Management and Control Methods
- Foundation for Planning, Organizing, Managing, and Controlling Projects

SCRUM

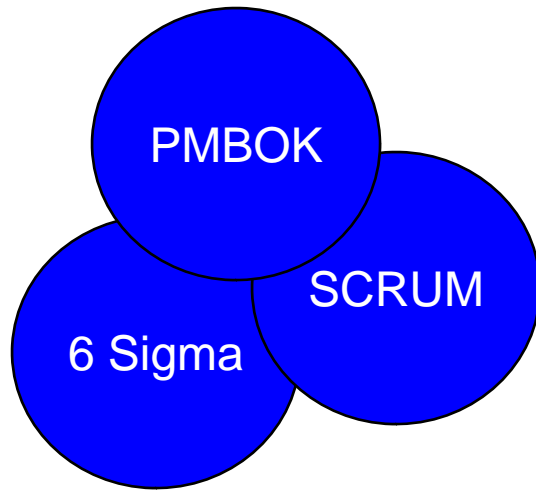
- IT Project Orientation
- Focused on incremental delivery of observable results
- 'Agile' based methodology, very simple structure
- Incorporate PM Concepts

6 Sigma

- Small Project Orientation
- Focused on Results – very numerical
- Systematic Data-Driven Methods
- Incorporate PM Concepts

Observation: Shades of Difference

Pragmatic Comparison



- Mutual Leveraging of Concepts and Methodologies
 - Six Sigma uses PMBOK Planning, Organizing, Managing and Controlling Methodologies
 - PMBOK PM applies Six Sigma Data-Driven Techniques
 - Improved Scope Management
 - Improved Quality Planning and Control

- Achievement of Common Goals
 - Reduce Failures
 - Prevent Defects
 - Manage Risk
 - Control Schedule and Cost
 - Meet Scope

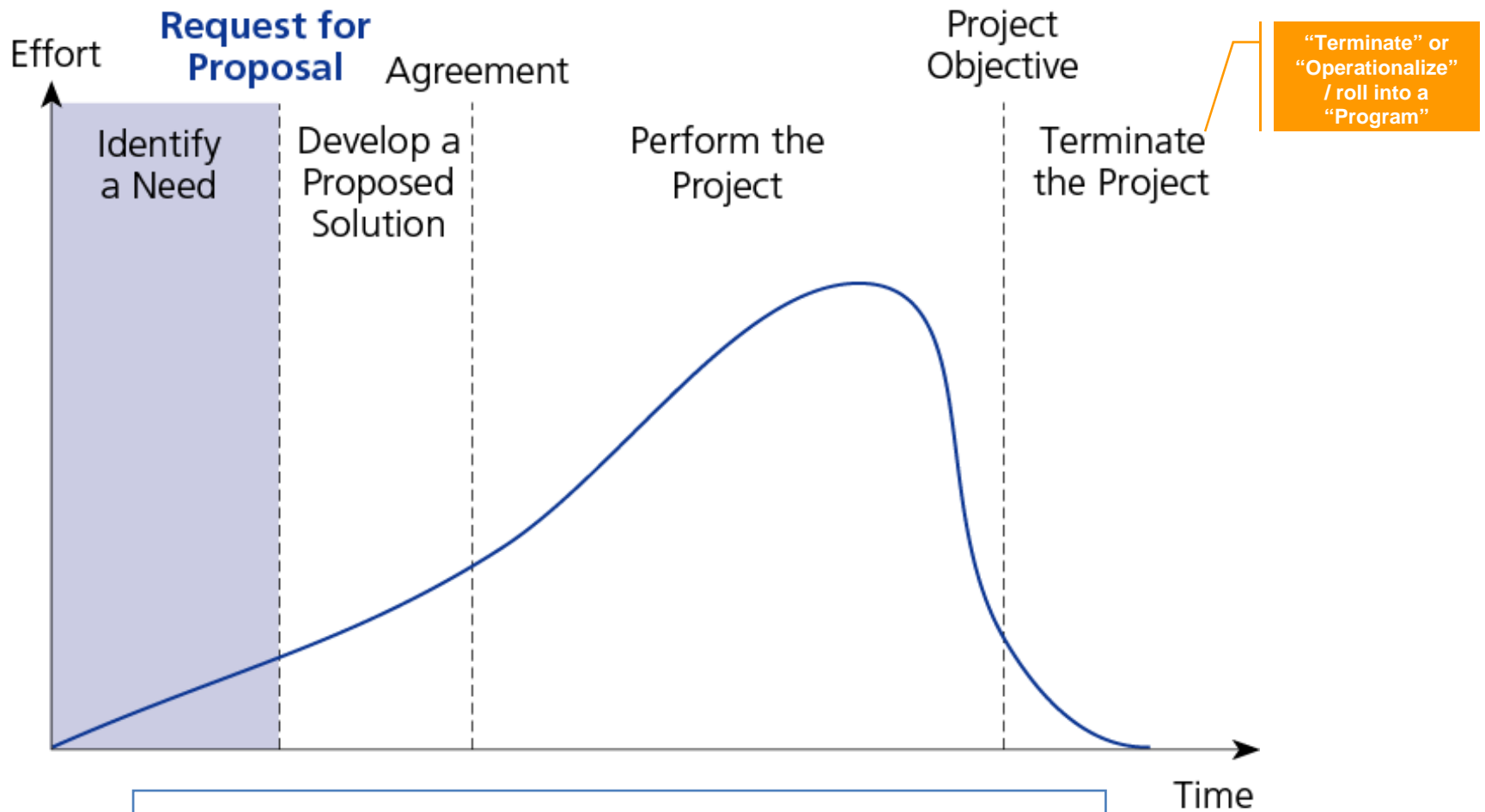
Conclusion: Complementary & Mutually Supporting Methodologies

- MS Project
- Word
- Excel
- Visio
- PDF
- PKZip
- Meeting Minutes Template
- Agenda Templates
- Status Reports
- Risk Analysis Documentation



- Project Portal
- Project Contact List
- Charter/Vision Template
- Meeting Matrix
- Communications Matrix
- SharePoint
- CD Burner
- Reporting Structure Document
- Organizations Chart
- Approval Process ID/Documented

Typical Project Phases



But it's not really that simple!

- **Initiation**

- ID Executive Sponsorship
- Program/Project Charter/Vision
- Roles & Responsibility Requirements
- Define Success

- **Planning**

- Establish PM
- Establish other Team Members
- Outline Project Plan
- Kick Off Meeting
- Define Project Structure (mtg's, updates etc)

- **Design (Staging)**

- Develop materials
- Develop Training materials & Schedule
- Communications Matrix
- Kick Off Meeting
- Review & Approval Process

- **Execution (Rollout)**

- Communications
- Train
- Implement
- Support
- Move from Project to Program (if required)

- **Close Out**

- Team Meeting / Celebration
- Lessons Learned Report
- Presentation / Report to Management
- Sign Off

High-Level Activities Listed Only!

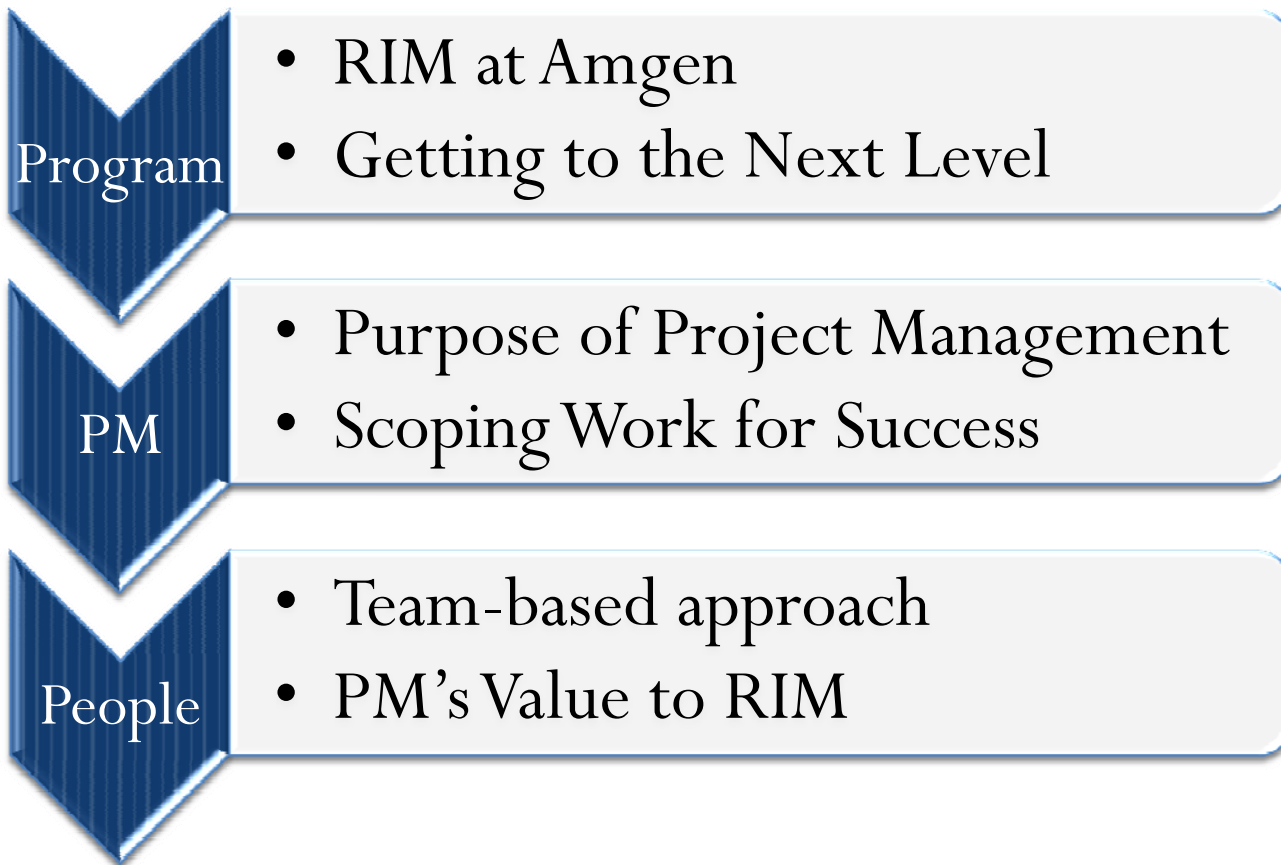
It's all about the
~~\$Benjamins\$~~

~~Project~~

Organization

= People

PROJECT MANAGEMENT at AMGEN



Thank YOU for your time!

Yay, it's Over!!!

Wild Applause

Ovations



Shouts and Cheers

Yay, it's Over!!!

Questions

Comments

Observations



Yay, it's Over!!!

Congratulations

Finished At Last!!!

Praise and Adulations

Yay, it's Over!!!



Jim Primrose

Email: Jprimrose@CONEXIS.net

Phone: 949-360-1880

Fax: 949-360-1884

www.conexis.net