



Live. Learn. Grow.

PMOnDemand

PMONDEMAND PROJECT MANAGEMENT FOR YOU

PMOnDemand Inc. provides *project management—on demand*. The organization was created to level playing field for businesses wanting to grow to the next level. Strategic insight, tactical execution and consistent outputs are achieved for our clients through our core value of service. The goal is simple: “Put your strategic vision into focus by capitalizing on real-world progress.” PMOnDemand is a Project Management Office standardizing the ideation, execution, governance and change management process for project and product delivery. Our expert project managers have architected processes using industry specific best practices to ensure both success and compliance with your organizational practices.



- **Born out of Innovation:** Doing more with less is a necessity for businesses to take on new projects to support growth. Working with the executive team and sales leaders a member of our experienced staff took an inbound call center and created an outbound sales team. This was done with a modest \$250,000 budget along with teamwork from the legal and compliance areas of the business. By working with IT partners on phone programming and updating software, this health insurance call center began making outbound calls and increased sales on the individual market. This also created another opportunity for supplemental insurance sales and this call-center continues to be the top sales producer of the organization.
- **A financial services company** needed to improve the delivery of fixed income annuities. The strategic objective was to provide the annuities to other financial institutions--on-time, within budget while additionally reducing errors. These problems were on going for numerous years and resulted in decreasing sales. The Project Management team worked alongside the existing project managers and the IT development team. After interviews and research, the analysis and the findings were presented. The solution was to cross-skill the current project managers as product owners, and they were able to present detailed project plans to their team. Detailed acceptance criteria were provided to the IT team to implement necessary changes. The management process was refined it was agreed that future issues would be allocated, classified, and resolved as they occurred. This team delivered their first fixed income annuity on time and within budget with an immediate 80%+ reduction in defects. The final deliverable included user guides and other key documentation which were used for all current and future training.



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- **Problem:** Today's enterprises are becoming more sophisticated and complex. What used to be management led and IT driven has become Management and IT led utilizing SaaS (software as a solution) to deliver business value. Business performance, depends on a balanced and integrated design of the enterprise, involving people, organizational structures, business processes, IT, infrastructure, products and services, along with change management to produce the best results. Executives are being tasked with new roles to become more detail oriented as "Epic Owners". Directors are being tasked with becoming "Product Managers". All while having to maintain expertise in their original job duties. Our mission is to minimize the time required from these organizational leaders, while delivering maximum results. These results will be continuously aligned with your strategic vision during the change process.
- **Solution:** As a trusted advisor, the objective of PMOnDemand is to understand your business goals and understand that the same industries do not equate to a one size fits all solution.
 - First, we architect the desired future state of your business, along with the required information systems and technology solutions that will align with your strategic vision.
 - Second, we aim to give your time back. Once we understand your business objectives, PMOnDemand will tailor a solution to include industry best practices. This plan will align with your current business values while transforming your organization with increased productivity and efficiency.
 - Thirdly, we will fill the gaps between your current situation and your strategic intent with concrete roadmaps to use as tools to continue your new processes long after the project is completed.
- **Expectations:** You can expect a scalable solution when working with PMOnDemand. Execution teams work best alongside your current staff. For that reason, every project/product manager we assign includes a business analyst. The software solution, SaaS or PaaS development effort, is not complete when the technology is connected to your infrastructure. The project is complete when users are trained, user guides are thoroughly documented, and improvements are being implemented.



Kendall Aaron
Owner – PMOnDemand Inc.