

JUMP-START YOUR
INFORMATION TECHNOLOGY
PROGRAM MANAGEMENT EXECUTION
STRATEGY INLESS THAN EIGHT HOURS



- Can be delivered independently of others in the series
- Less than one day in length and can be delivered at your site
- Drives improvement immediately with tools and guidance adopted on Day 1.

ACCOUNT MANAGEMENT AND PROGRAM OFFICE — IT ENABLING GROWTH

Your culture and "reach-out" is not a "nice to have". IT program management has a direct impact to the enterprise profitability.

Customer engagement of the portfolio is formalized, regular and measured.

- Is your program management overseeing the portfolio with hard and managed metrics vs. floundering timelines?
- Not everything is critical to the company's success today; how do you determine value?
- How are you engaging your customers and leading the knowledge transfer?
- Are you managing an international workforcewith different cultural constructs and interpretations?

The clock is ticking

Fast-Track IT Enablement ™

Series E: Program Office Execution

Executive Workshops for Jump-Starting Action

WORKSHOP E13:

INTERNATIONAL COMMUNICATION AND CULTURE

WORKSHOP E14:

PROGRAM MANAGEMENT

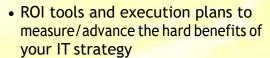
WORKSHOP E15:

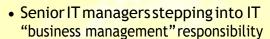
YOUR BENEFITS

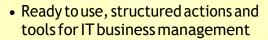
OUR DIFFERENCE

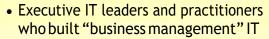
ACCOUNT MANAGEMENT

 Your leadership attacking latest IT challenges with structure and rigor on Day 1 — Fast-Track knowledge









Plans and Answers to your IT Challenge, in one day, with minimal impact to your schedule.







Collaborate



 R&Rs and action plans for leaders



Day 1 Readiness

Drive



 ROI in a matter of weeks vs. years

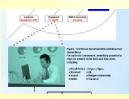


Day 1 Action Plans

Sustain



 Tools to maintain and sustain urgency



Day 1+ Success

SERIES E WORKSHOP CATALOG ON REVERSE



Fast-Track IT: The Enablement Series™

Series E: Program Office Execution

Executive Workshops for Jump-Starting Action

Series #	Series	Work Shop#	Workshop	Executive Mgmt	VP / Directors	Senior Managers	Program & Acct. Mgrs
Е	Program Office	13	International Communication and Culture				
	Execution	14	Portfolio Management Leadership				
	Primary Focus Secondary Focus	15	Account Management Success				



WORKSHOP E13

INTERNATIONAL COMMUNICATION AND CULTURE

Collaboration drives bottom line returns. Its mechanics are part of the company's culture, often mistakenly thought as "nice-to-have." The level of cross-departmental communication has direct bearing on the profitability of the enterprise.



TOPIC AGENDA



- Corporate Mission and IT alignment all depts.
- IT Go-forward plans
- Follow-through and avoidance of stagnation
- End-to-end workflows
- Communication metrics
- DELIVERABLES



- How culture affects profit;
 Impact calculator
- How to avoid meeting waste, sustain discipline
- Formal communication guide for LoBs
- Manager's collaboration toolset and templates

WORKSHOP E14:

PORTFOLIO MANAGEMENT LEADERSHIP

How can all upstream requests be "urgent" and strategically required? An objective approach for managing the requests and collaborating with the Lines of Business is necessary to drive prioritization; strategically and financially.

- Project portfolios and company performance
- Project prioritization
- Financial management in PPM
- Maturity of your PPM activities and quarterly roadmap
- Success factors in developing a portfolio view
- Prioritization templates and collaboration tool
- Financial tracking template
- TCO and ROI calculator; LoB Collaboration Guide

WORKSHOP E15:

ACCOUNT MANAGEMENT SUCCESS

Every process is geared to the satisfaction of your customers. All employees and partners in your organization must recognize their impact to the bottom line. We focus on IT account management strategy; the metrics proving/monitoring value.

- Planning to Reach out to Lines of Business
- Account Management Metrics, finance, strategy
- Ambassador Programs, not a "nice to have"
- Measuring ROI of account management
- Lines of Business collaboration plan
- Maturity Assessment
- How to measure success / ROI of your account management strategy
- IT Objective account management roadmap