

# CONSULTANCY SERVICES **Global**

CLOSING THE STRATEGY EXECUTION GAP

INCREASING COMPETITIVE ADVANTAGE

DRIVING BOTTOM-LINE RESULTS

## Global Business

Business Management Consultants is a leading global provider of project, program and portfolio management consulting and professional development services. Established in 1987, with main offices in Houston, Brussels, Singapore, Istanbul, the United Kingdom and regional offices worldwide, BMC works closely with its clients in tackling their most difficult organizational development challenges. BMC is a 'niche' organization that uses experienced consultants directly on its clients' issues and problems. BMC is a participant of the PMI® Registered Consultant Program (RCP).



## Why BMC?

Top global companies engage BMC when they need to develop their people, systems and culture to deliver high performance results in line with their strategic objectives. BMC consultants are adept at analyzing the client's needs, developing targeted, high impact organizational interventions, and deploying solutions to close the strategy-execution gap, producing measurable bottom line results.

BMC consultants bring extensive "practical" Project Management experience which sets BMC apart from our competition. Our customers benefit from hundreds of years of cumulative experience with organizations worldwide from startups to Fortune 500 in a variety of industries.



## Interventions

BMC works closely with our clients to deploy enhanced project management solutions and organizational interventions to achieve the desired goals and maximize the return on investment. Each client challenge is unique in its scope and objectives. BMC develops custom solutions drawing from our range of services listed:



Operations in: United States Canada Mexico European Union Countries Russia Turkey Saudi Arabia  
Malaysia Singapore China Hong Kong Japan



## »» Diagnosis/Assessment

BMC provides a number of diagnostic services to define an organizations' 'as-is' situation, from which issues and improvements can be defined into an overall 'blueprint', or 'road map' that provides direction. We have tools and approaches to deal with critical aspects of change such as:

- Project Management Assessment Inventory;
- Assessment of Organizational Support;
- Project Management Maturity Model; Gap Analysis;
- Project Audits/Health checks.

These can be applied according to our client's requirements from a straightforward unaudited approach to on-site coordination and support.

»» **Professional Development** has been BMC's core component for over 26 years. BMC has a full curriculum of project management related development, each registered with the Project Management Institute (PMI®). The curriculum is targeted at both 'topic area' and 'career level' and delivered in a number of different ways such as 'in-class' and 'public' training, and 'E-Learning'. What differentiates BMC is our ability to fully customize our training to meet specific client needs by incorporating as much, or as little, of the client's practice as required. This led to HP evaluating BMC as "... the world's top project management solution provider."

## »» Coaching, Facilitation and Management

Professional development on its own is often not enough. BMC recognizes that its clients frequently require follow-up support, neutral co-ordination, external knowledge, and sometimes just an 'extra resource' to do the job. This service is provided in a number of different ways that suits best the client. We apply knowledge directly to a 'real-life' project enabling the customer to maximise the benefits of our coaching.

## »» Methodology and Tools

BMC designs, develops and implements project management governance, process, procedures, templates and tools. Clients select the level of intervention required. Design typically involves consultation and definition which the client's personnel then develop; development involves the co-ordination, validation and verification of content; and implementation ensures new methods and tools are properly and effectively communicated and used by appropriate personnel. BMC uses its vast library of globally accepted standards, practices and references as a starting point that helps expedite the process

## »» Competency Mapping and Career Development

Many organizations need a consistent approach to measuring and developing their project management community. This helps aligning projects with the most appropriately qualified project managers, provides a structured career 'path' for project personnel, enables effective succession planning for an organization's key resource pool and helps motivate staff, improve efficiency and reduce project risk. BMC designs, develops and implements competency models that include such elements as:

- Tiered project management career 'ladders' aligned to existing resource groups;
- Roles and competency requirements for project personnel
- A defined 'bench mark' of competence for different roles;
- Mapping of training and development to competency profiles;
- Tools that assess performance and ability against the 'benchmark' target;
- Mapping of project management specific remunerations.

## »» Technology and Automation

BMC has helped its clientele select an automating technology that meets their needs, resulting in concrete business performance improvements. Diagnosis and assessment of existing business process should always be the first steps in any technology implemented solution. From the diagnosis we can implement enhanced, integrated business processes, and select the appropriate technology that provides automation. We adapt our approach depending on the organization's project management maturity and methodology. This allows careful selection of an automating technology that meets actual need, rather than speculation.

## »» Project Office Development and Consultancy

BMC offers a variety of interventions in developing project offices, at an enterprise (portfolio), program, and/or project level. Services we provide include:

- System for **identifying, filtering, selecting, and prioritizing projects** in a consistent way, against a standard set of criteria.
- A process, procedure and tool for **reviewing projects/programs at an individual level**, and a portfolio level ensuring a balanced mix.
- An approach to effective **resource planning and capacity management** that more effectively utilizes resources and manages the capacity the organization has against the portfolio of work.
- The transition, migration and sustainment of project management practice.
- Assistance for troubled projects ranging from recovery to 'enforced project closure'.



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