

Establishing independent consulting practice

Panel

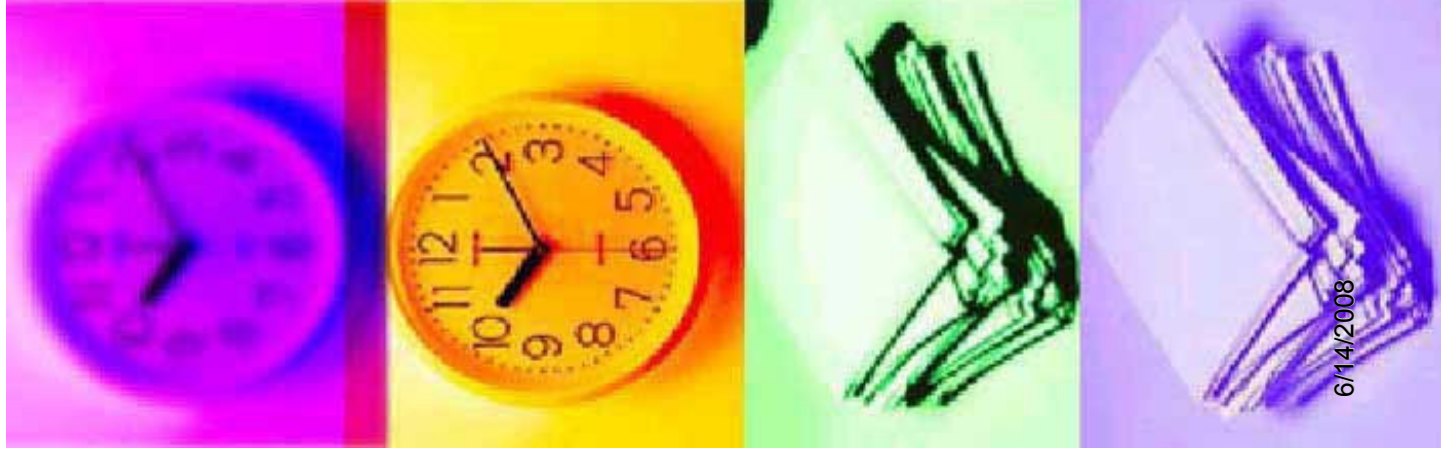
PMI Puerto Rico Chapter

Brenda Lee Hernández, PMP

March, 27, 2008

Establishing independent consulting practice

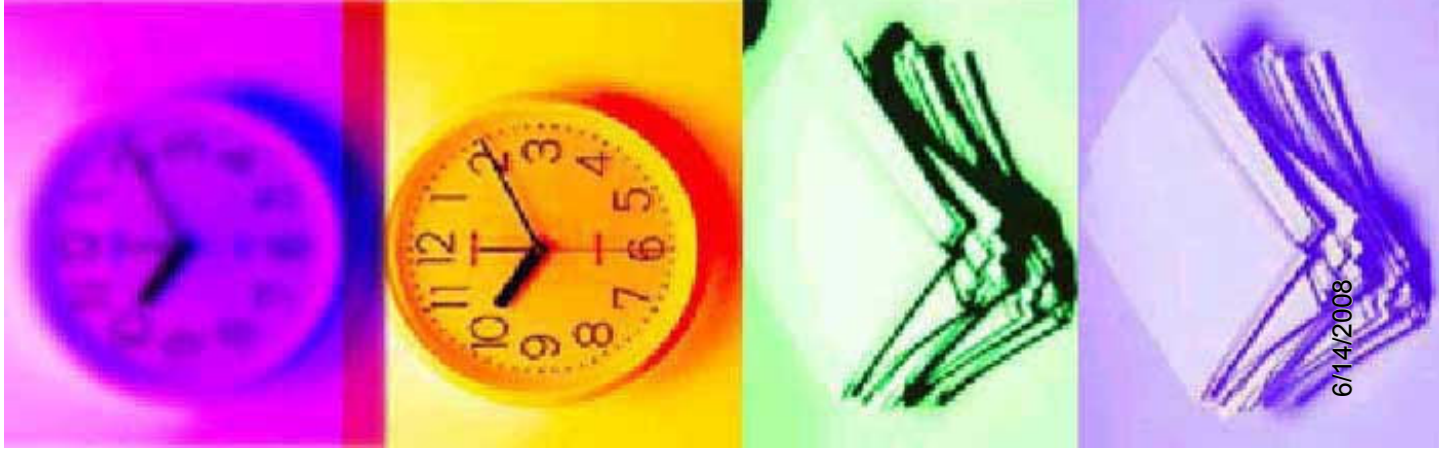
- Overview
- Speakers introductions
 - Ms. Brenda Hernández- Marketing management
 - Mr. Carlos Carrasquillo-Information Systems
 - Mr. Luis Manuel Carrillo- Construction
- Presentations
 - Marketing Management
 - Information Technology
 - Construction
- Q & A
- Activity evaluation



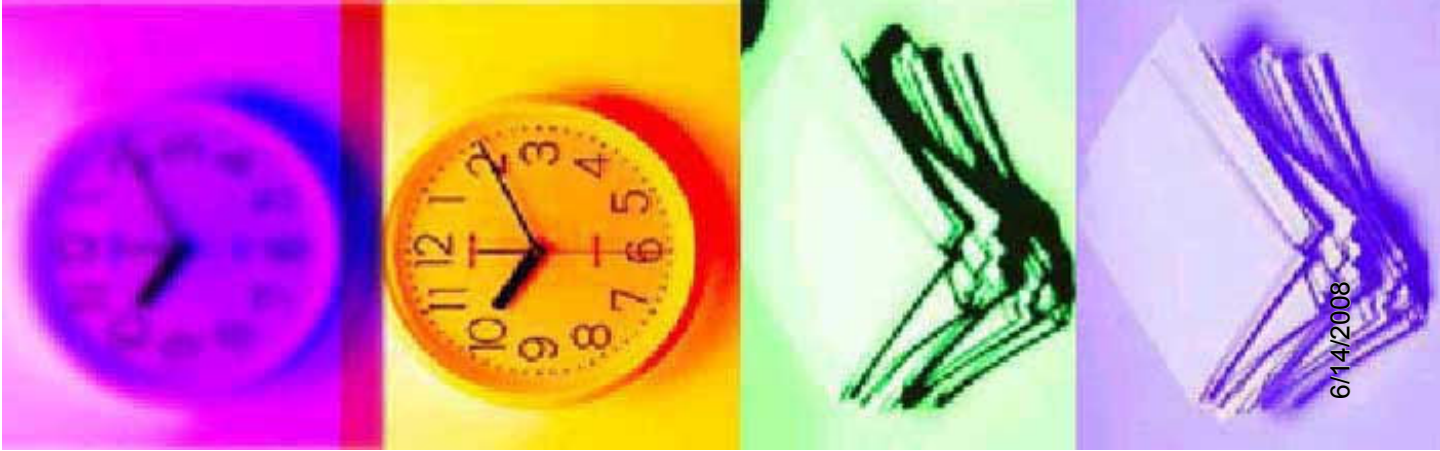
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Establishing independent consulting practice

- Independent consulting
- Aspects to consider: What is needed?
 - Applying Project Management
 - Process and Knowledge areas
 - Maximizing your PMP credential



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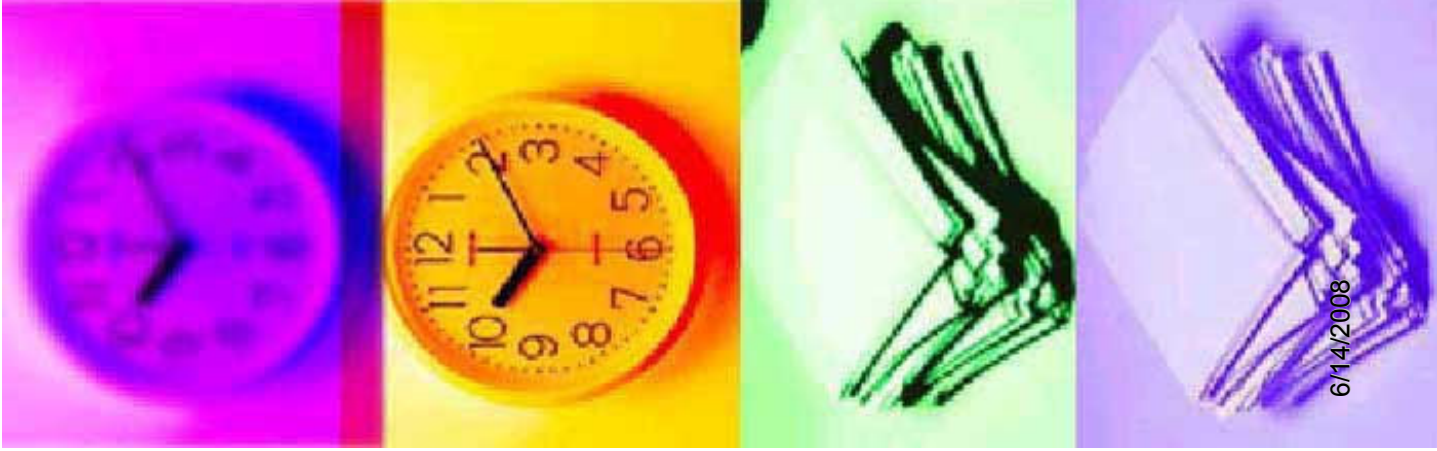
Marketing Management Business Development

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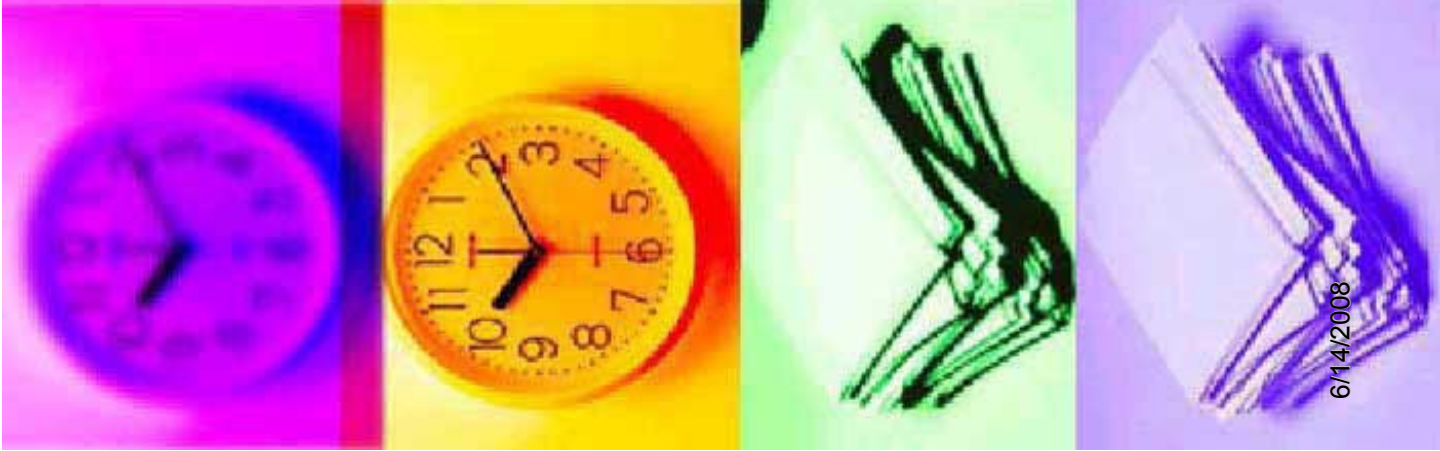
Marketing Management

Project Management and consulting opportunities:

- Marketing research and analysis
- Marketing strategy
- Projects
- Process
- Vendor management



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Establishing independent consulting practice PM Processes & Knowledge areas

- Initiating
 - Integration
- Planning
 - Scope
- Executing
 - Schedule
- Controlling & Monitoring
 - Cost
 - Quality
- Closing
 - Human Resources
 - Communications
 - Risk
 - Procurement
 - Professional Responsibility

Establishing independent consulting practice PM Processes & Knowledge areas

Initiating

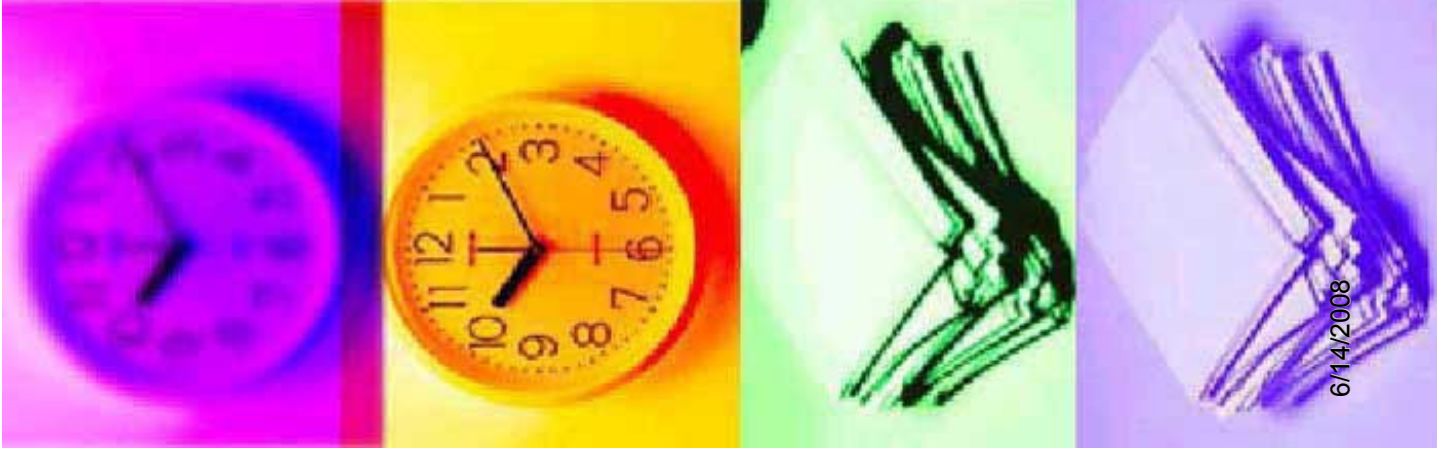
How it helps?

- Identify business opportunity
- Self assessment to choose client
- Create contract or agreement
 - Business need
 - Project description
 - Stakeholders
 - Assumptions
 - Defined process and procedures
 - Historical records

Establishing independent consulting practice PM Processes & Knowledge areas

Planning How it helps?

- Develop consulting business plan:
 - all Knowledge areas management plans should be included
- Develop project plan for client
 - all Knowledge areas management plans should be included

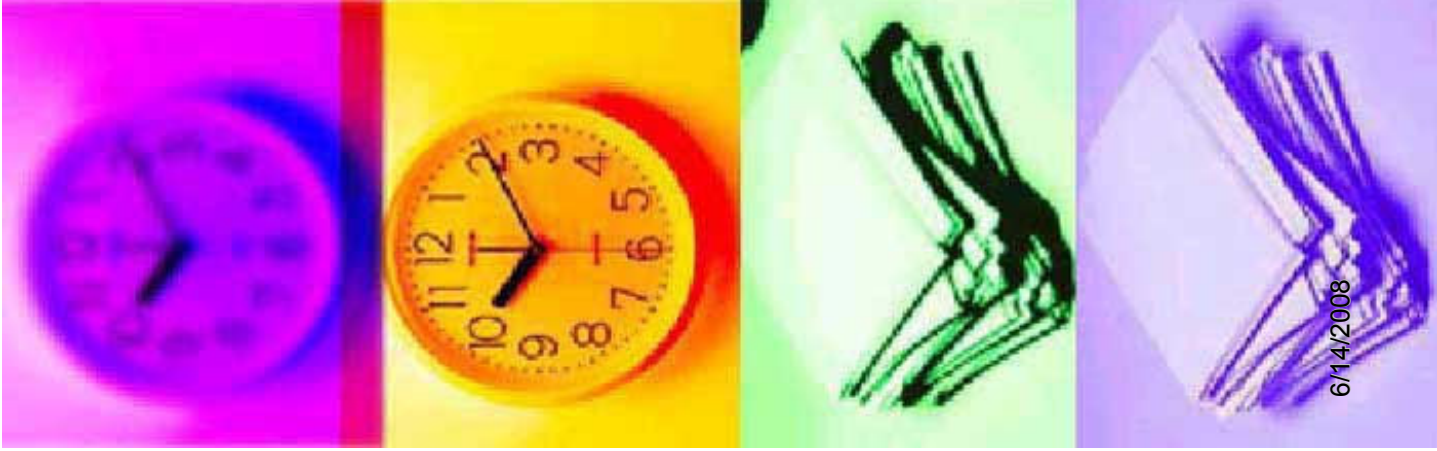


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Executing How it helps?

- Be ready to deliver getting all resources
- Make the most out of meetings and reports



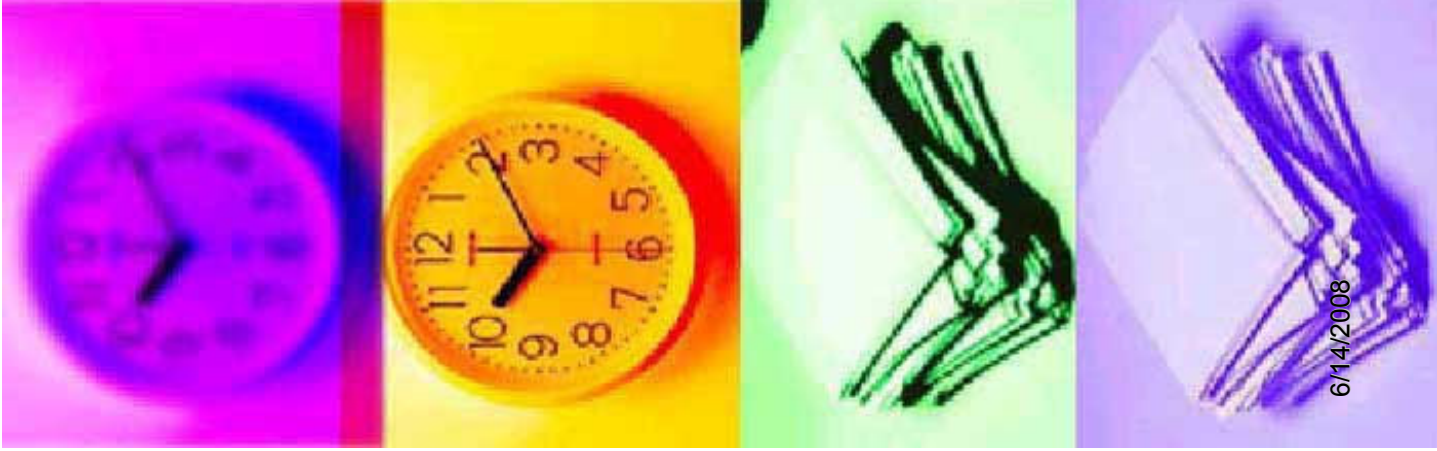
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Monitoring and control

How it helps?

- Consulting business expected results
- Client relationship
- Approvals and plan changes
- Preventive actions



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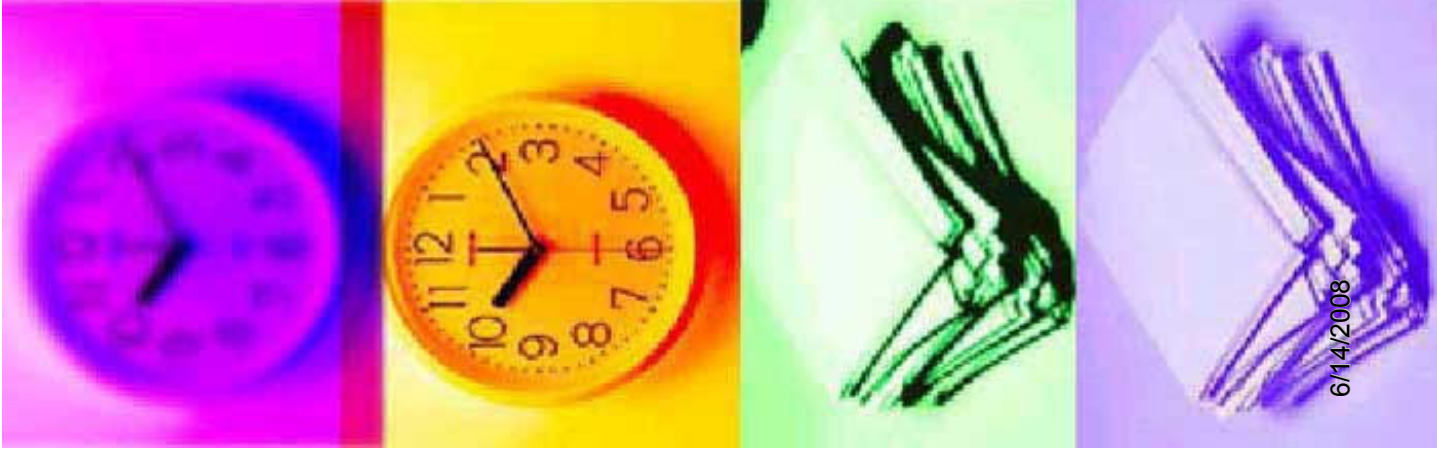
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PM Processes & Knowledge areas

Closing

How it helps?

- Client satisfaction and acceptance
- Record of other consulting expenses-taxes
- Beyond the final report



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Information Technology

By: Carlos Carrasquillo, PMP

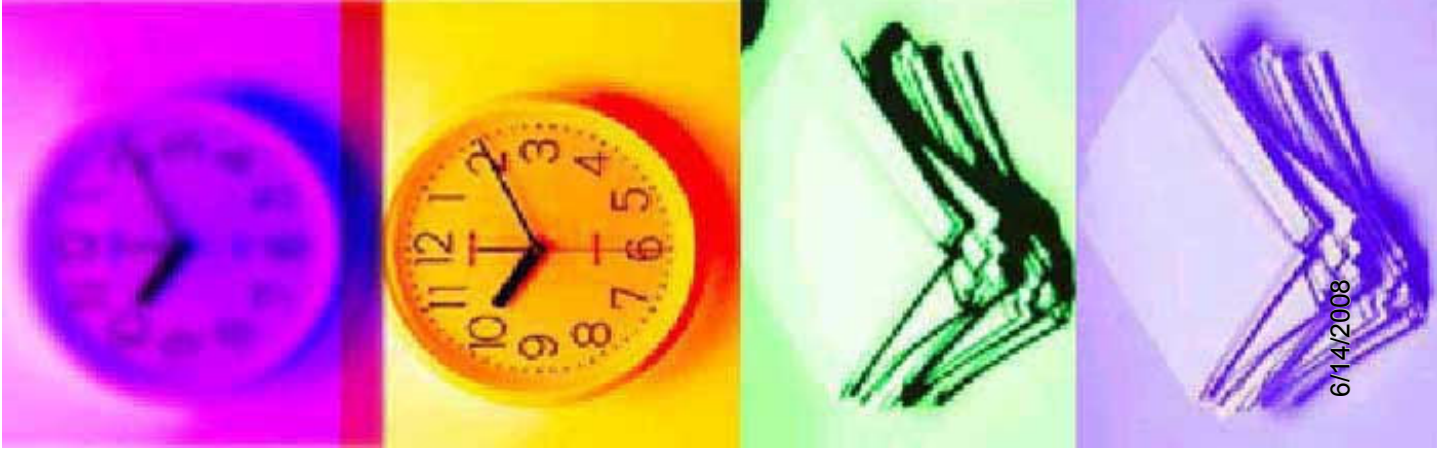
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Project management and consulting opportunities:

- Health Information Systems
- Bank Industry
- Government
- System development departments where expertise is needed



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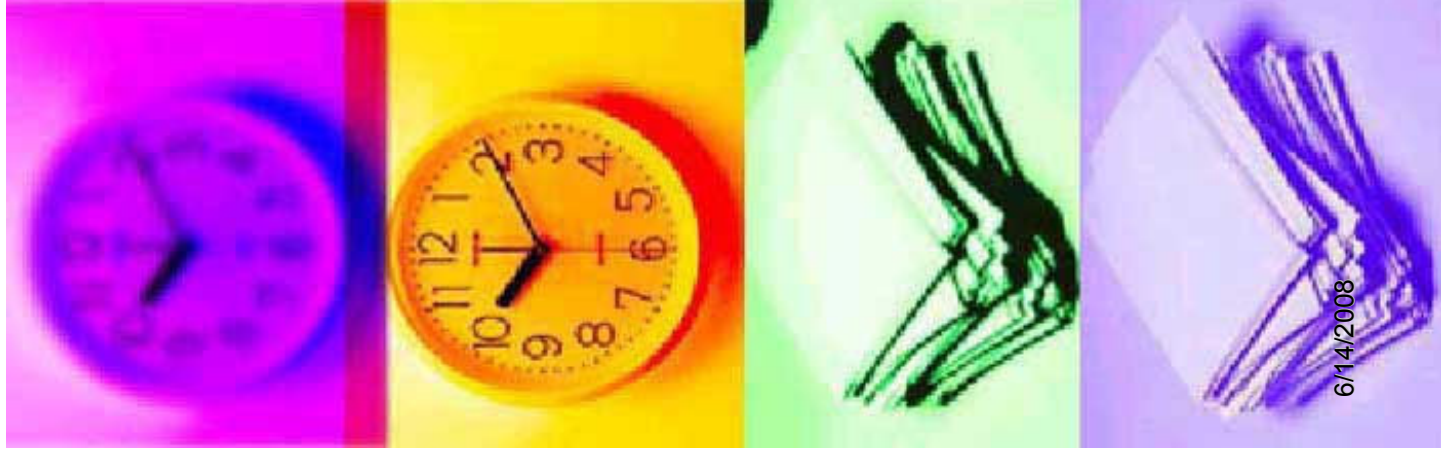
Establishing independent consulting practice PM Processes & Knowledge areas

Initiating

How it helps?

Evaluate:

- Research
 - Identify Business Needs
 - Contact other Project Managers
- Self Assessment
 - Services
- Family Support
- Networking



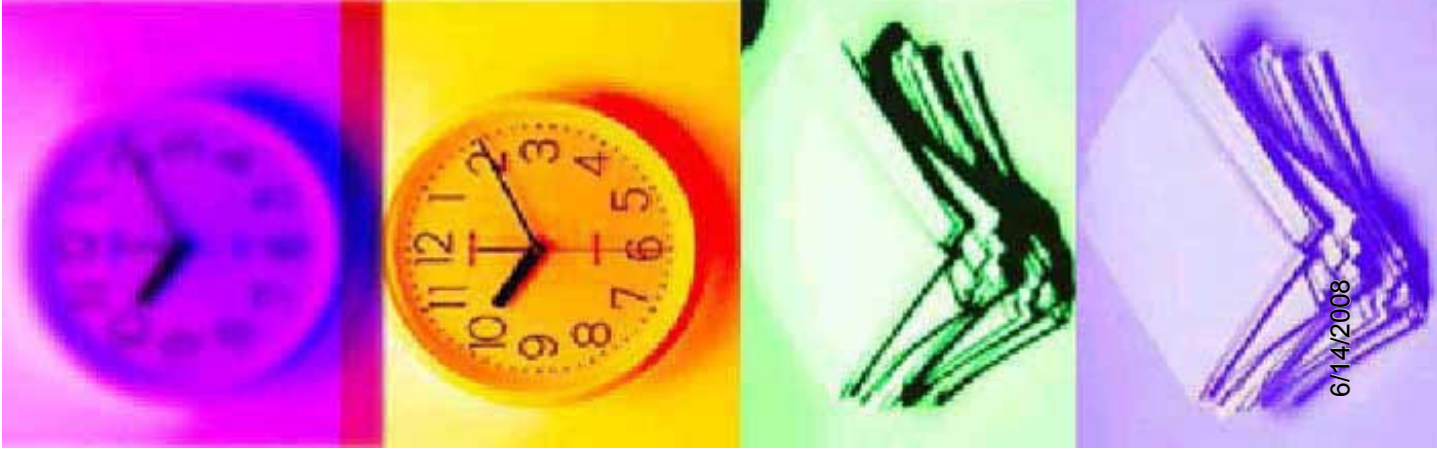
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Planning

How it helps?

- Financial / Salary Reserve
- Business Plan / Proposal / Resume
- Contact Clients
- Rate
- Equipments Needs
 - Electronics
 - Office Materials



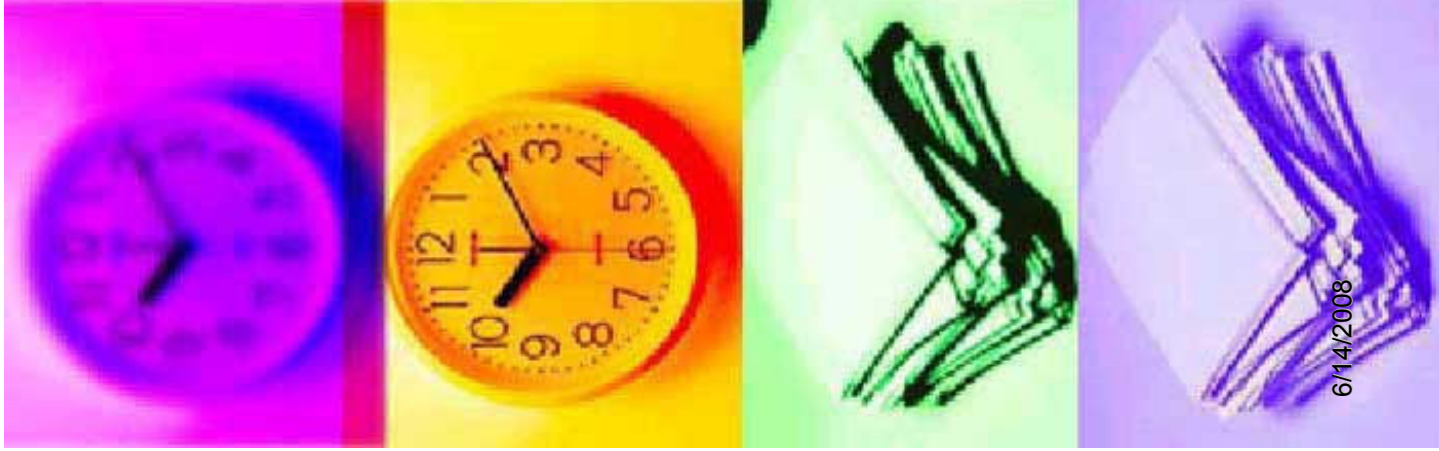
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Establishing independent consulting practice PM Processes & Knowledge areas

Executing

How it helps?

- Contracts
 - Manage sponsor approval
 - Team
- Understand what you are managing
- Expert needed
- Project Documentation
- Client meetings productivity
 - Sponsors / Executives
 - Project Team
- Professional Conduct

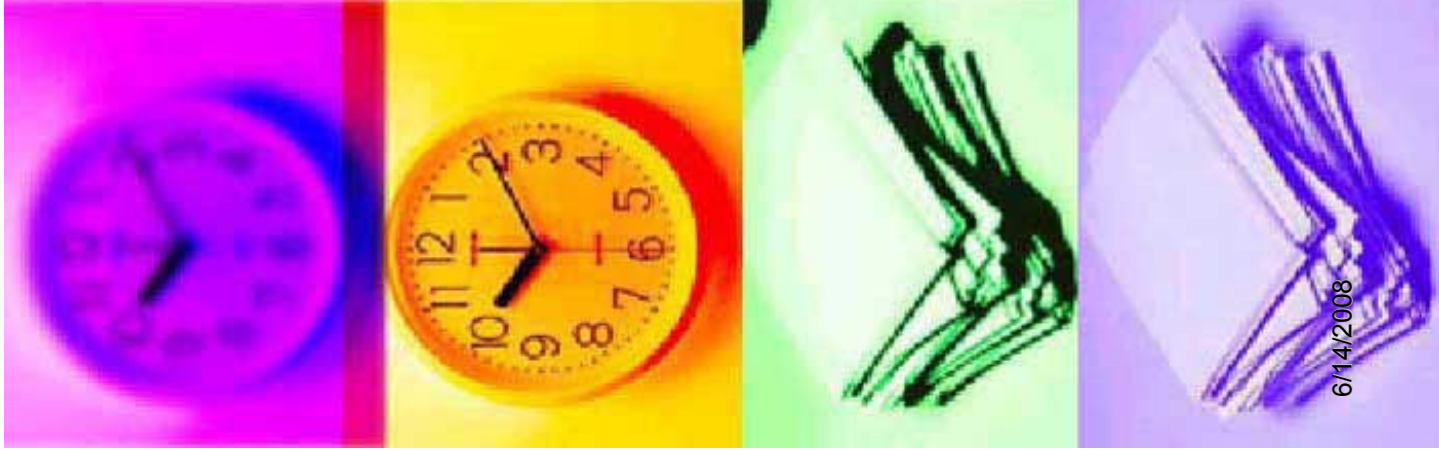


Establishing independent consulting practice PM Processes & Knowledge areas

Monitoring and control

How it helps?

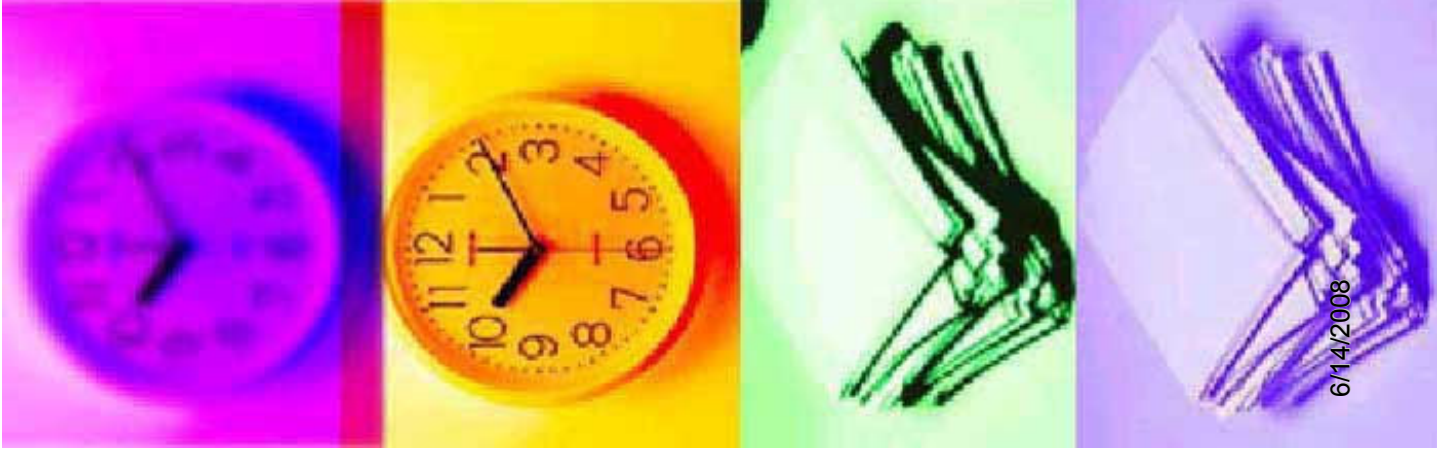
- Communication with client and stakeholders
- Success metrics definition
- Validation of client expectations
- Validation of deliverables
 - Contract
 - Plan
- Project Control
- Searching for other projects
- Knowledge update



Establishing independent consulting practice PM Processes & Knowledge areas

Closing How it helps?

- Acceptance
- Project Documentation
- Lessons learned



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Construction

By: Luis Manuel Carrillo, PE/LS

Project management and consulting opportunities:

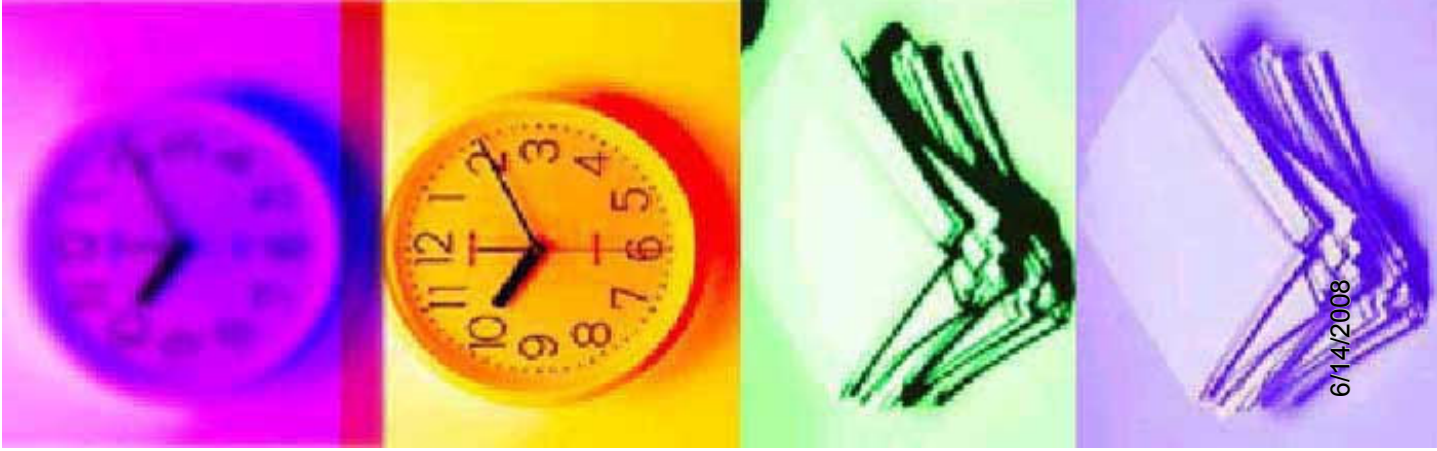
- Introduction
- Definitions
 - Consultant
 - Offers his/her professional opinions, consulted on any matter.
 - Expert witness
 - Skilled individual who testify on matters on which he/she has total knowledge and domain.
- Areas of Opportunity
 - Engineering, Architecture, Surveying
 - Construction
 - Sub-Specialties
 - ~~Others~~ Independent Consulting Practice

Establishing independent consulting practice PM Processes & Knowledge areas

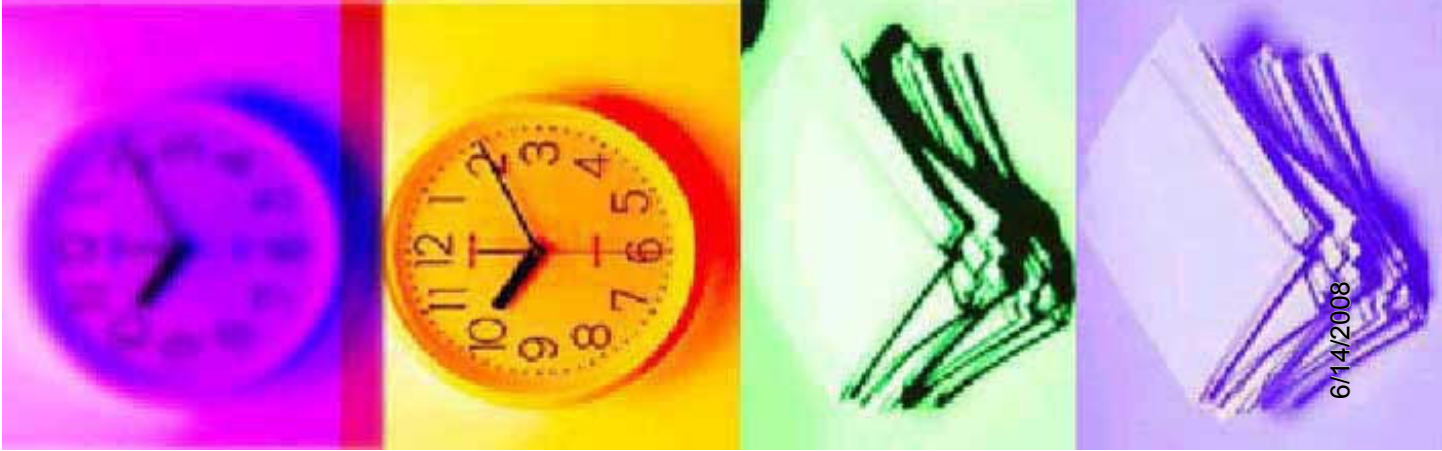
Initiating

How it helps?

- **Self-Assessment**
- **Assessment of External Factors**
(Areas of Opportunities and Challenges)
 - Marketing (Clients)
 - Sociodemographic factors
 - Competition
 - Technology
 - Economics
 - Government
 - Productivity factors
- **Comfort or Secure Area**



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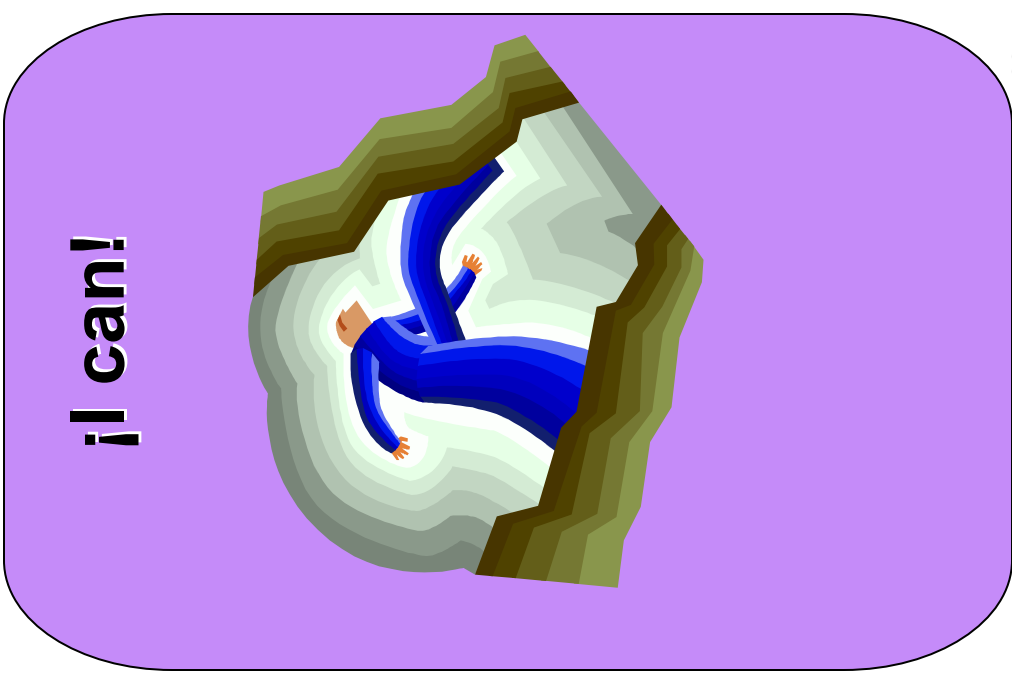
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Establishing independent consulting practice PM Processes & Knowledge areas

Initiating

How it helps?

- Priorities and Marketing
 - Strengths
 - Weaknesses
 - Opportunities
 - Challenges
- Special Projects
 - LI Housing at DR
 - Portugués Dam
 - Sub-Cable CO to PR



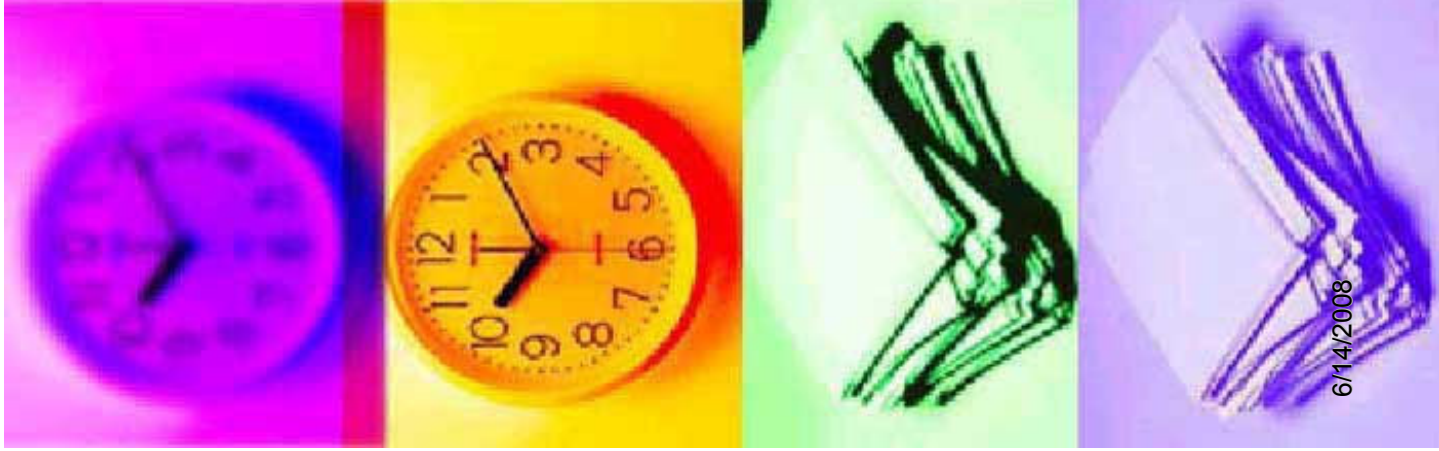
Establishing independent consulting practice PM Processes & Knowledge areas

Planning

How it helps?

- A Good Start
 - Develop a Business Plan
 - Talking with Successful Professionals
 - Visiting Similar Operations
 - Taking Related Courses / Seminars
 - Wise selection of personnel

- Size of Organization (Organizational Chart)
 - “Head to Tail Ratio”
- Physical Facilities (Image and Location)
- Furniture and Equipment
- Technology
- Management
- Operations



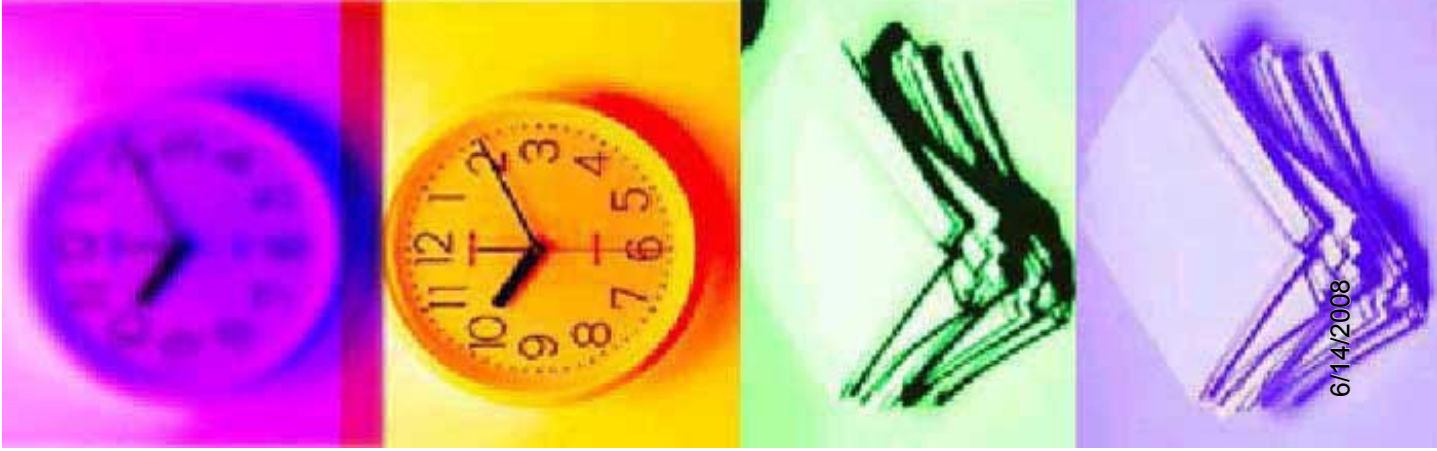
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Establishing independent consulting practice PM Processes & Knowledge areas

Executing

How it helps?

- Human Resources
- Service
- Technology
- Facilities



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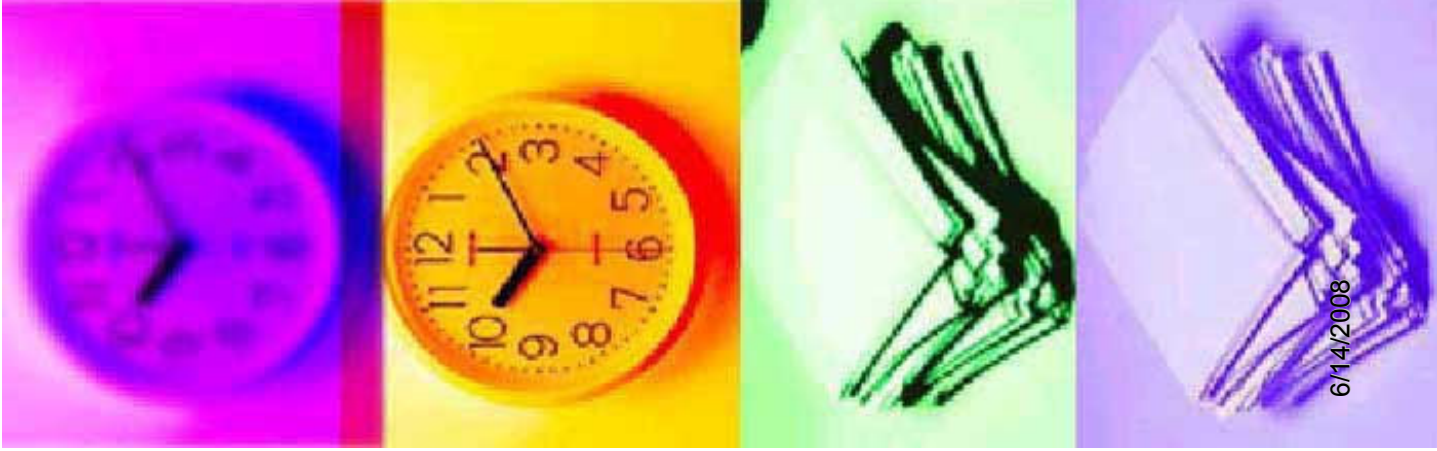
Monitoring and control How it helps?

- Assessment of Strengths, Weaknesses, Barriers
 - Management Practices
 - Efficiency
 - Quality
 - How far should I expand?
 - Culture
 - Organizational Structure
 - Systems
 - Marketing Segments
 - Innovation

Establishing independent consulting practice PM Processes & Knowledge areas

Closing How it helps?

- Project Closure
- Documents to Owner
- Training to users of facility
- Turn-Key



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Q&A



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Gracias!

