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# Successful Project Management Framework in Public and Private Sector – A Comparative Study

Wednesday, 17 October 2007

PMI -Upstate New York Chapter

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# Ying & Yang



- *Paradoxical concept of two primal opposing but complimentary principles....*
- *Phenomena combining to create unity of opposites ...*



# AGENDA



- Introduction
- Public Sector Vs Private Sector
- Angarai International
- Engagement Model – CSF & OPG
- Project Initiation Activities
- Next Steps
- Q&A
- Wrap-Up

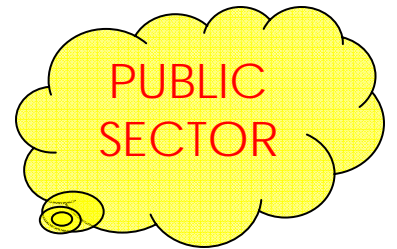


# FLASHBACK # 1



Welcome to the Project. Let me tell you the premise..

- You can't hire anyone because we are on a hiring freeze...
- You can't fire anyone because you don't have the authority
- You can't penalize poor performance because we can't afford to go through another grievance
- You can't promote anyone because we don't have any vacant position
- You can't make any commitments on incentives because no one has the authority
- No one can report to you because you are a contractor
- **NOW GO OUT THERE AND MAKE ME PROUD !!!**

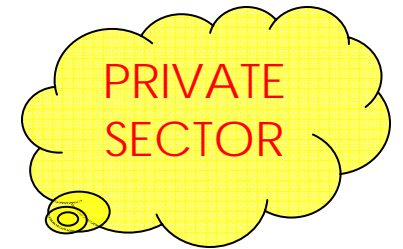




# FLASHBACK # 2



- The contract shouldn't be more than a page ...
- If I don't see the ROI, I will kill the project
- The entire staff will report to you effective now
- Here is AMEX add-on card & give the statement to my assistant
- If the project takes more than 6 months, then we don't want it
- Make no mistake, If I don't see results in a weeks time, I will fire you
- **I DON'T NEED TO SEE YOU, OTHER THAN THE BI-WEEKLY BRIEFING. IF YOU NEED ME, CALL ME ON MY MOBILE !!!**

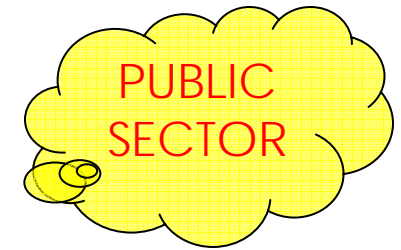




# CRITICAL SUCCESS FACTOR # 1



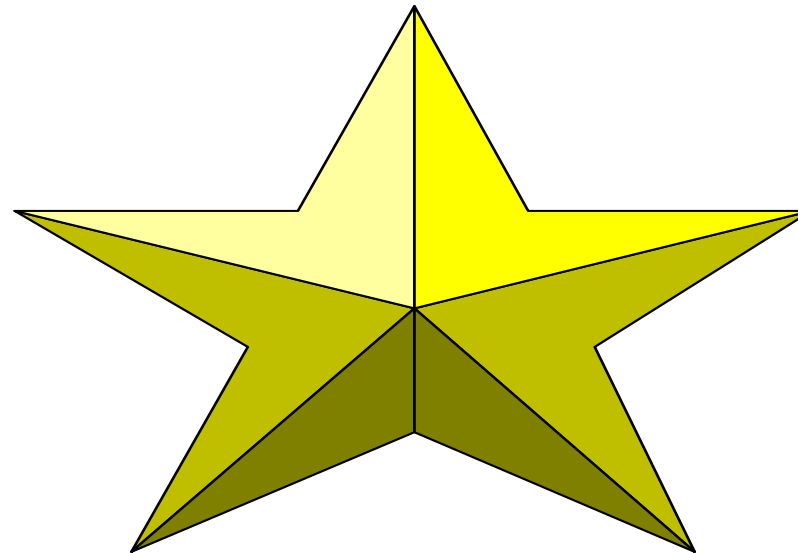
## Engagement Management CREDO



OUTCOME

COST

RESOURCES

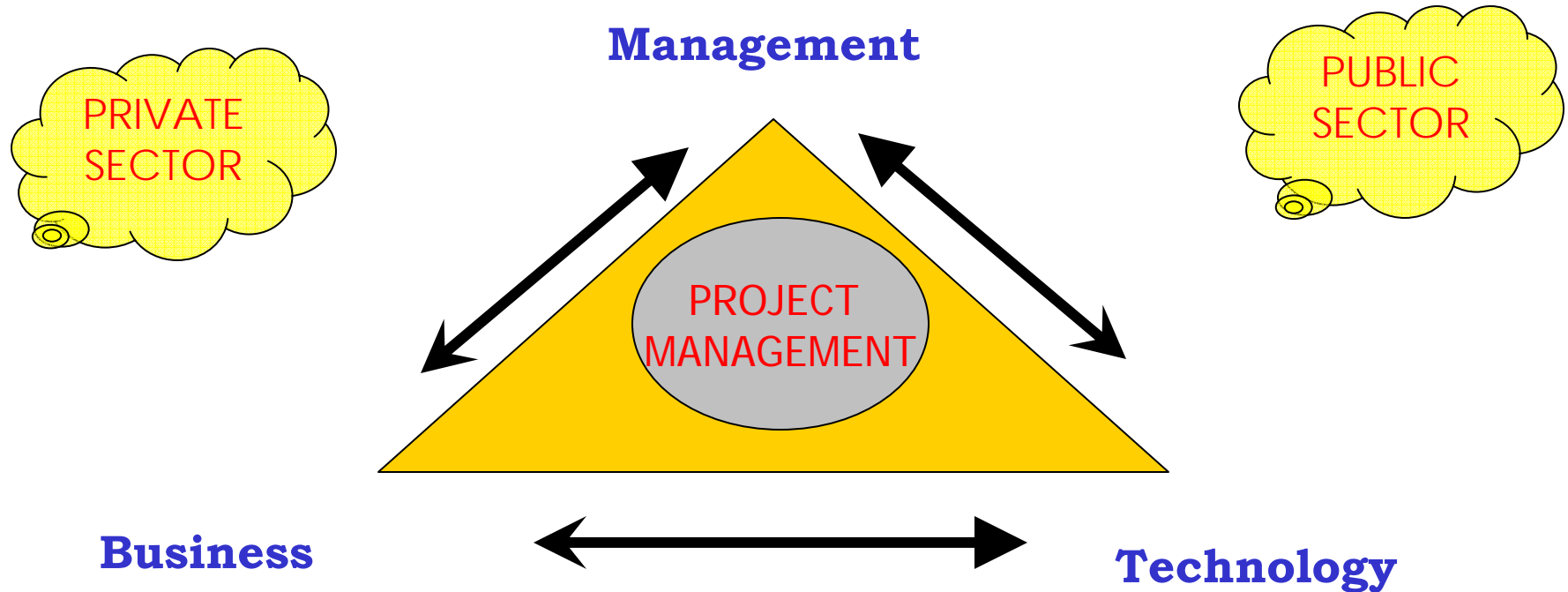


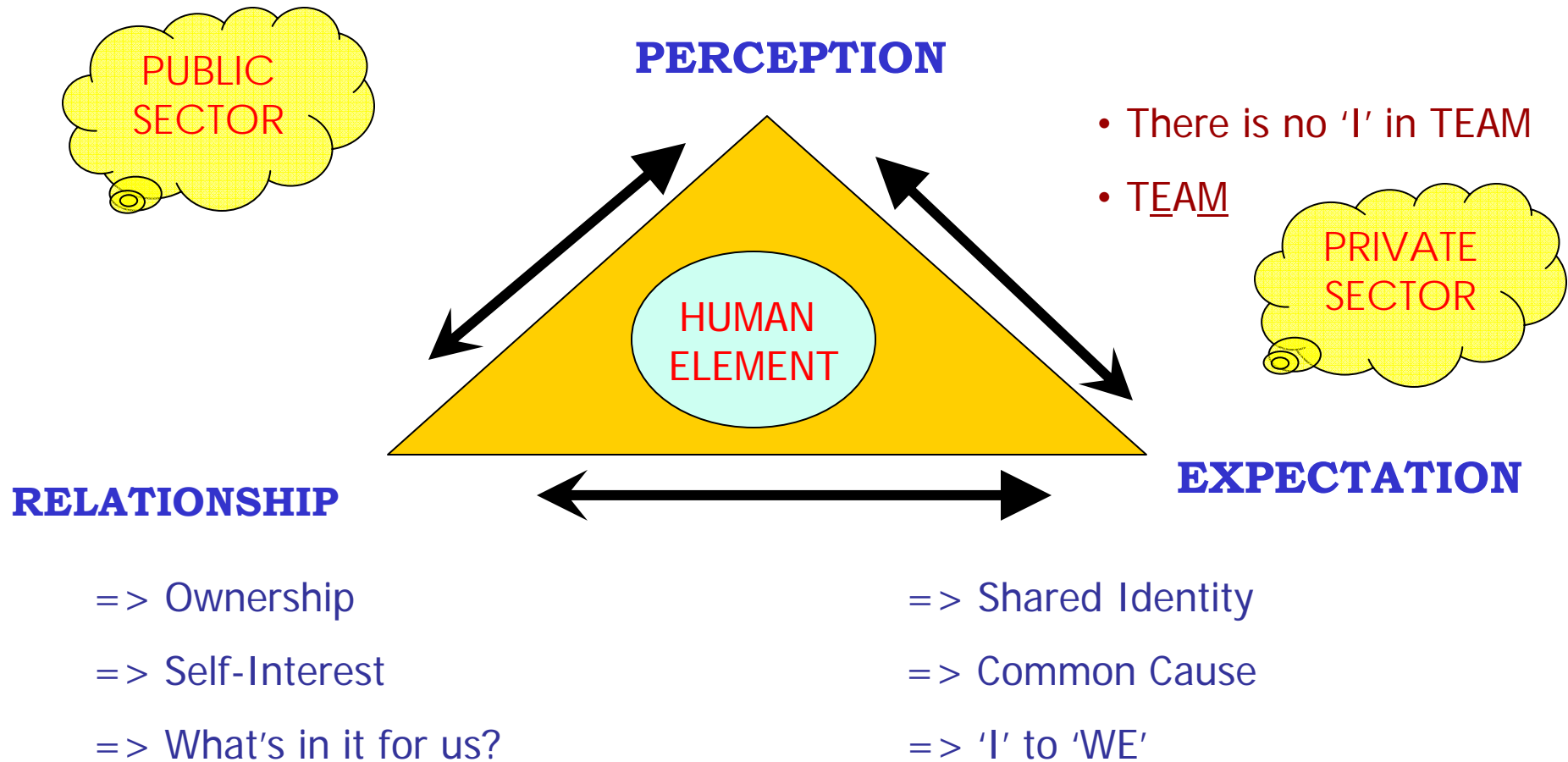
DEPENDENCIES

ESTIMATED TIME



# CRITICAL SUCCESS FACTOR # 2







# KNOW THY TERRITORY



Engaging People

Aligning Everyone  
around a mission

Stretching People

Challenging Leaders





# HUMAN ASPECT



FACTOR	PUBLIC SECTOR	PRIVATE SECTOR
Driving Factor	Responsibility & Self-Development	Extrinsic Monetary Rewards
Working Factor	Fewer Working Hours – Better Work/Life Balance	Aggressive – Rat Race – Up or Out
Work Environment	Hierarchical	Flat or Function Based
Tenure	Long Term	Short Term
Motivation	Not that easily quantifiable, Service Oriented	Career Oriented and Demonstrated results



# CORE VALUE



Pursuing with Passion

Practicing Solid Values

Leading with Heart

Establishing Enduring Relationships

Demonstrating Self-Discipline





# TRIGGER(S)



## PRIVATE SECTOR

- Return On Investment
- Market Needs
- Customer Needs
- Dollars & Sense

## PUBLIC SECTOR

- Political Influence
- Legislative/Mandatory
- Customer Needs
- Funding (Federal Vs State)



# MANAGEMENT DILEMMA



PUBLIC  
SECTOR

## THE Famous 5 P's

- People
- Projects
- Programs
- Portfolios
- Processes



PRIVATE  
SECTOR

- Portfolio Management
- Project Management Practices
- Credential & Certifications
- Rewards & Penalties



# POINT TO PONDER



- 
- Project Management is not executing a perfect Project Plan
  - It is about constantly monitoring and managing to accomplish the mission
  - Projects are real-world events and they will waggle per day-to-day influences
  - It is the ability to manage, tweak & make course correction to achieve the GOAL



# PARTING THOUGHT



We are what we repeatedly do.  
Excellence, therefore, is not an  
act, but a habit.





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# QUESTIONS





# AGENDA



- Introductions
- PMI-UNY
- Angarai International
- Engagement Model
- Current Challenges
- Current Status
- Q&A
- Wrap-Up