



PM-PROformance™ SYSTEM

Proven, professional
Project Management
results in a flexible, easy
to use system, designed
especially for small to
mid-sized organizations

Technical Partners International Inc.

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Nothing is more rewarding than a
well-managed project.

It saves your organization time and money,
reflects well on everyone involved,
and builds teamwork and morale.

So why do they so seldom
turn out that way?

- A one-size fits all approach
- Failure to consider the human factor and to address the fundamental differences in people and projects
- Tools and templates that are difficult to understand and work with
- Improper training

What makes the
PM-PROformance™
System different?

- a **flexible**, proven approach to project management based on fundamental principles of organization and communication
- a structured system of proven yet **unique** procedures and templates that still considers the **human factor** during implementation and that allows for the **early detection of problems** so that these problems can be addressed and rectified
- promotes **accountability**
- Easy to use. Easy to understand. **Easily applied to many different circumstances.**

Most importantly, it enables
Project Managers to achieve
the RIGHT results
the FIRST TIME around.

PM-PROformance™ SYSTEM

What it is.
And what it's not.

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The **PM-PROformance™** System is not a software program and is not project or industry-specific.

It is the best of many ideas and experiences

The **PM-PROformance™** System is a project management system that has evolved over 35 years of extensive experience managing hundreds of projects across a broad base of projects and industry sectors that recognizes the unique nature of every organization and every project.

Applied Projects

Equipment Purchases

**Technology
transfers**

**Building construction
and renovations**

**Policy and
procedure
implementations**

**Product
Launches**

Social activities

Applied Industries

PHARMACEUTICALS

Energy generation

**MANAGEMENT
CONSULTANCY**

Manufacturing

CONSTRUCTION & RENOVATIONS

spatial planning
(residential village
and business park)

FOOD

SERVICES

Maintenance Management,
Information Technology,
Human Resources

Our professional coaches are specialists in:

Operations
Manufacturing
Maintenance Management
Compliance and Regulatory Affairs
Quality Assurance
Administration
IT

and are prepared to help when needed

Projects are assignments with a beginning and an end. They are not routine, so each project is unique.

The **PM-PROformance™** System customizes proven practices to each unique project.

The common thread
in projects is people.
But how do you maximize
this important resource?

Not all project team members are alike.

Some don't like project management programs, some have language issues, some are overwhelmed with information, some don't like writing anything at all.

They either do not accept, or don't properly utilize things they are not comfortable with.

The **PM-PROformance™** System understands people – their strengths and weaknesses, likes and dislikes, and accommodates these differences.

- Provides tools to do a job well and comfortably
- Builds on strengths
- Compensates for weaknesses
- Deals effectively with likes and dislikes

What is the impact of the
PM-PROformance™ System
on costs?

Simply put

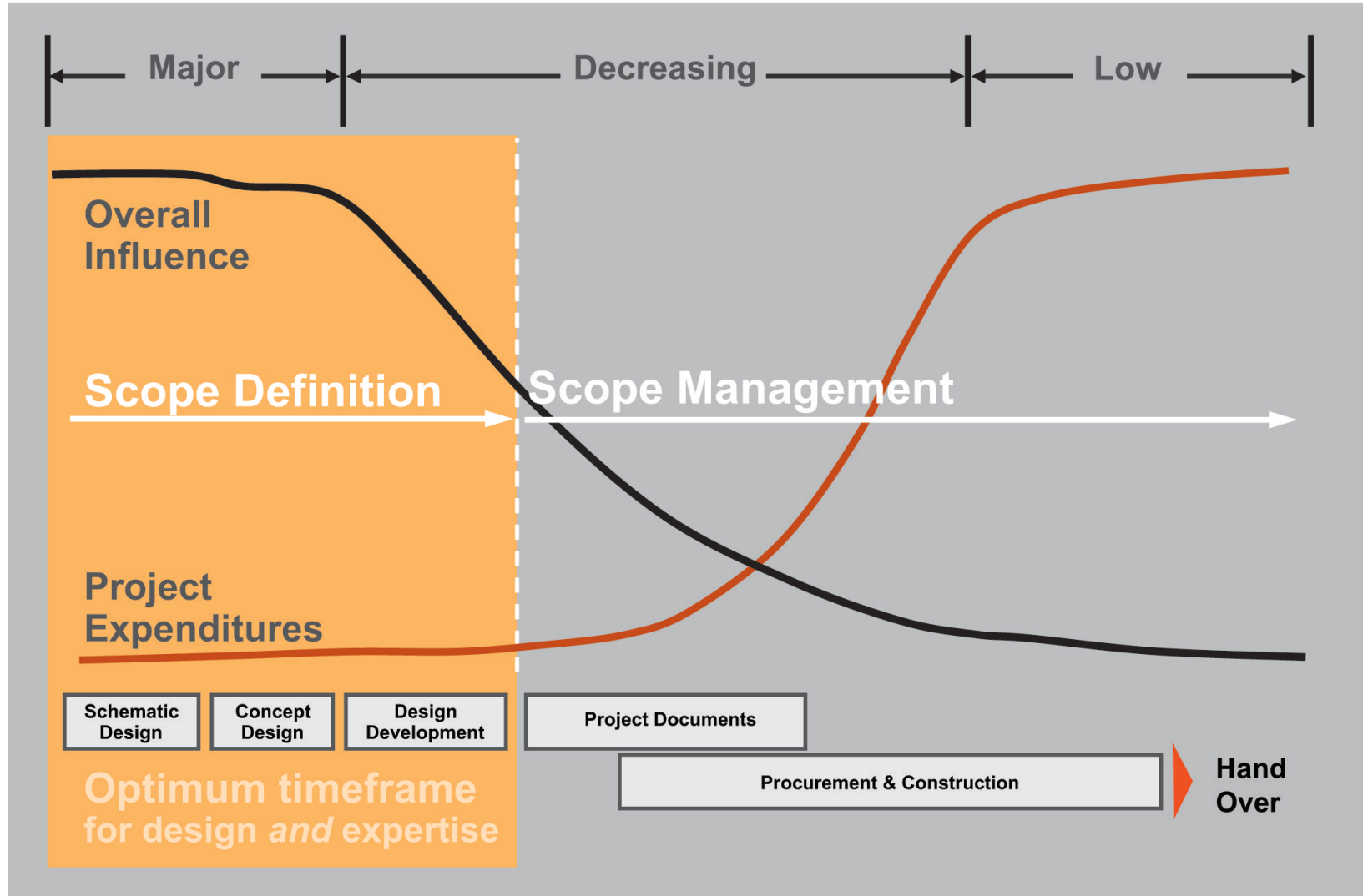
The sooner the scope of a project is defined, the better.
The sooner changes are made in a project - the less the cost,
The later changes are made in a project - the more the cost.

So – it pays to think things through early!
the **PM-PROformance™** System helps things happen
faster and more thoroughly
through

definition, communication and understanding

The following chart demonstrates this principle.

Impact on costs



PM-PROformance™ SYSTEM

How does it work?

The **PM-PRO**formance™ System
is built around the
following Purchasing Process

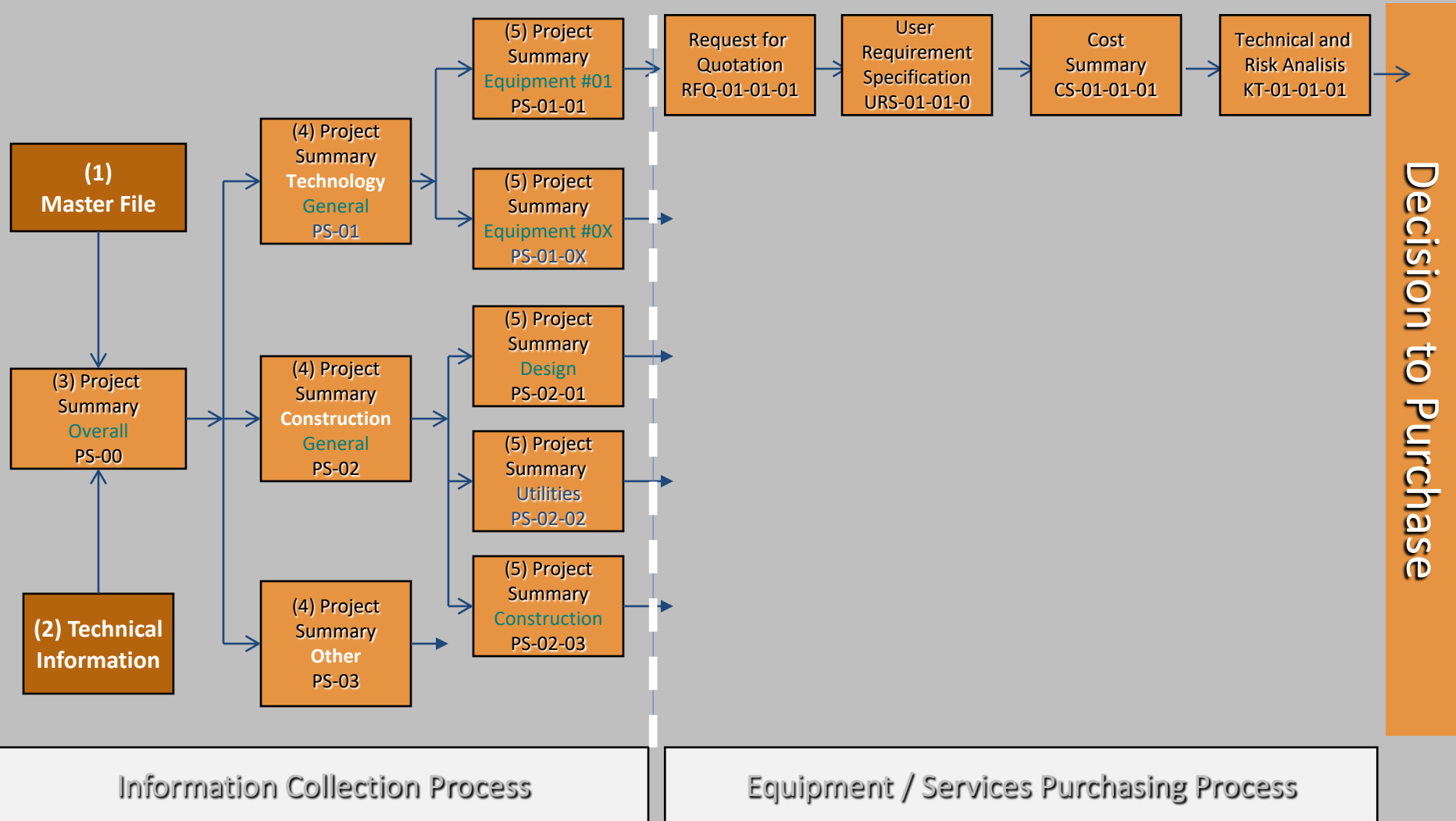
Information from the organization's
Master File (step 1) and Technical Files (step 2)
provide a basis for the Purchasing Process which includes
an overall Project Summary (step 3) for the entire project
a Project Summary for each major section (step 4)
and a detailed Project Summary for each purchase (step 5)

Each purchase involves
a Request for Quotation to establish a budget price
a User Requirement Specification
a Cost Comparison and Summary
and a Technical and Risk Analysis

before coming to a decision

The following chart demonstrates the process

Purchasing Process



Key documents in the process include:

- the Project Summary
- the User Requirement Specification

Key documents supporting the process include:

- the Financial Report
- the Time-Line
- Meeting Reports

In fact, the most important single document in the
PM-PROformance™ System
is the

User Requirement Specification (URS)

- Ensures a clear explanation of what is required
- Protects the interests of the project manager, the team and the organization by precisely defining requirements
- ensures that money is spent only on what is needed.

This tool can attach to a purchase agreement for equipment or service purchases to specify the needs and protect the purchaser.

*PM-PRO*formance™ System

also comes with templates for the major documents and spreadsheets

these templates are adjusted for the requirements of the organization

All projects are different, some being
more challenging than others

Ongoing support is an important feature
of the
PM-PROformance™ System

A seminar and manuals alone cannot address unique situations.
Coaching by specialists providing advice when needed in difficult
situations provides additional added value.

The importance of the key documents,
supporting information
and
how to use them

is explained in the

PM-PROformance™ System

seminar

Who should use the *PM-PROformance™* System?

Virtually anyone who is involved
in a project, regardless of size!

Project, engineering, plant, production,
maintenance, quality assurance, logistics,
office, accounting and HR managers, and
project engineers, social directors and any
supervisory staff
involved in project work.

Small to medium-sized companies who are involved in project work but can't afford a full-time professional project manager

Professional PM's will benefit from our depth of experience and unique system tools

Why should you use the
PM-PROformance™ System?

With proven **PM-PROformance™** your organization will:

- Improve project work productivity
- Reduce project implementation costs
- Reduce overall project costs
- Reduce project delays
- Improve working relationships
- Result in more profitable operations

There is always room for improvement.
We would like to be part of that process
with you and
are confident that we can contribute

Thank you for your attention.

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SYSTEM

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