



# THE Project Success

## NEWS

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## Welcome to The Project Success News...

published quarterly by Project Success, Inc. (formerly YCA)

Welcome to another edition of *Project Success News*. We have been busy at PSI and are excited to tell you about some of the many things we've been working on. For additional information, please visit our website at [www.projectsuccess.com](http://www.projectsuccess.com).

First, we are proud to announce that Project Success, Incorporated is now a member of The Manufacturing Alliance ([www.mfgalliance.com](http://www.mfgalliance.com)).

The Manufacturing Alliance is a consortium of Microsoft Gold Certified Partners that employ a deep understanding of the needs and nuances of the small to medium sized manufacturers in the southeast. The Manufacturing Alliance was formed to bring the entire breadth of Microsoft solutions to small and mid-market manufacturers in the southeast. No one organization is able to leverage the entire Microsoft suite of solutions, but as members of the alliance, the member firms are able to leverage their unique skills and passion for manufacturing to provide a technical platform and business solutions unrivaled by any other organization. That, coupled with a strong understanding and passion for manufacturing, allows the Manufacturing Alliance to achieve extraordinary results for their clients.

More than just software support, the Manufacturing Alliance provides its clients with expertise they can trust, a partnership on which they can rely, and a commitment to the success of all. (See the [Manufacturing Alliance](#) article for more information)

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Next, PSI was the proud title sponsor of the First Annual Suzi Russell Memorial Run this past fall in Peoria, IL. Suzi was a teacher at the Calvin Coolidge School in Peoria for almost her entire career. Throughout her tenure, which began in 1974, she encouraged all students to learn and to strive to reach their full potential. She taught students to love learning, to be persistent, and to overcome adversity. After being initially diagnosed with cancer in 1988, she fought a valiant fight until 1998. September, 2008 marked the 10 year anniversary of Suzi's death, and her family and friends wanted to find a way to remember and honor her. Tom Penny, one of PSI's consultants, has worked over the past two years in Peoria at Caterpillar with Suzi Russell's son. He had asked Tom to run in the race, but when I heard about it, I wanted to do more, and offered to be the race's title sponsor. This was a great cause and a nice way to become more involved in the Peoria community. Despite the hurricane-like weather on race-day, the event was a great success and the race organizers were able to raise over \$42,000 for the American Cancer Society. Plans for the second annual race to be held fall of 2009 are underway, and PSI has committed to being the title sponsor once again.

Also, Tom Clark, Co-Founder and Executive VP of PSI (formerly YCA), has written four white papers that have recently been published in over 40 media outlets, including CFO.com, Aviation Maintenance, Product Design & Development, PM Times, and Plant Services Magazine. The following white papers will be available on PSI's new website shortly:

- Developing Operating Procedures For Projects Involving Multiple Organizations Using a Linear Responsibility Chart
- Why Track Actual Costs and Resource Usage on Projects?
- Anticipating and Resolving Resource Overloads
- The Project Management Office

Finally, we have been hard at work designing a new PSI website that is more user-friendly so that you will have the information you want FAST. We are pleased to announce that the new and improved website is now up and running. Be sure to check it out, and check back often at [www.projectsuccess.com](http://www.projectsuccess.com).

I hope you enjoy this edition of *Project Success News*.

Thank you,

*Clint Padgett*

President  
Project Success, Inc.



## **News Extra**



# **The Manufacturing Alliance**

*The Manufacturing Alliance* was formed to bring the entire breadth of Microsoft solutions to small and mid-market manufacturers in the southeast. No one organization is able to leverage the entire Microsoft suite of solutions, but as an alliance, we are able to leverage our unique skills and passion for manufacturing to provide a technical platform and business solutions unrivaled by any other organization. That, coupled with a strong understanding and passion for manufacturing, allows us to achieve extraordinary results for the Alliance's clients.

### **Why do clients partner with the Manufacturing Alliance?**

- The Manufacturing Alliance specializes exclusively in optimizing the manufacturing value chain for small and mid-market manufacturers in the southeast.
- The Manufacturing Alliance is a single source for manufacturers to secure all of their technology needs.
- The Manufacturing Alliance team has hundreds of years of manufacturing industry experience, as well as the experience of applying technology to this environment.
- The Alliance brings a commitment to manufacturing and an understanding of how to apply solutions that drive efficiency, connectivity and competitive advantage.
- By leveraging the Microsoft suite of solutions, the Manufacturing Alliance provides a complete platform and solutions set for the exchange of information within a manufacturer and beyond to suppliers and customers that is practical, affordable and scalable.
- The Manufacturing Alliance works closely with industry groups throughout the region that address the myriad of challenges faced by manufacturing.
- All Alliance members are experts in their industry and recognized as leading Microsoft Gold partners world-wide.
- The Alliance strives to optimize the productivity and competitive stature of every client it works for, as well as the industry as a whole.

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**Our experience allows us to resolve known manufacturing industry challenges to include:**

- Product Life Cycle Management
- Speed-to-Market
- Demand Planning and Forecasting
- Effective Channel Sales Management
- Ease and Efficiency of Order Fulfillment
- Production Scheduling
- Need to Sell and Source on a Global Basis
- Visibility throughout the Value Chain
- Link to External Trading Partners
- Waste Elimination
- Quality Concerns
- Compliance Management

**Discrete Manufacturing:**

- Textiles and Apparel
- Furniture and Fixtures
- Plastics
- Automotive
- Industrial Equipment
- Metals
- Hi-Tech

**Distribution:**

- Supply Chain Management
- Logistics

**Our technical expertise covers:**

- Infrastructure
- Customer Relationship Management (CRM)
- Custom Solution and Integration
- Dynamics GP
- Dynamics NAV
- Dynamics AX

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Alliance partners are unique for two primary reasons. One, we provide a complete platform and solutions set for the exchange of information within the manufacturing firm and beyond to suppliers and customers. Two, we are committed to manufacturing and understand how to apply solutions that drive efficiency, connectivity and competitive advantage. The Manufacturing Alliance products and services will leverage all of Microsoft products and all of the knowledge of our member organizations.

While many organizations are happy to sell software and move on to the next account, the Alliance will not. The ideal Alliance client purchases solutions, customizes that solution to truly fit their processes, and utilizes ongoing maintenance and support to maintain competitive advantage and maximize return on investment.

For more information about The Manufacturing Alliance, please visit [www.mfgalliance.com](http://www.mfgalliance.com).

For more information about the Project Success Method<sup>SM</sup>, please visit [www.projectsucces.com](http://www.projectsucces.com)



**Survey Says—**

# Project Management in the News

Each quarter we provide valuable surveys from project management, engineering, product development, marketing, and other areas of interest to our readers.

*Note: By providing this information on potential surveys of interest, PSI is not recommending or condoning these surveys. We are simply listing them for the convenience of our readers.*

**This issue we found:**

## ***2009 CFO Outlook: A Survey of Manufacturing Company CFOs***

**Asiaing.com, 5/12/09**

This is the 11th annual survey of manufacturing company CFOs commissioned by Bank of America Business Capital. The purpose of this proprietary research is to better understand how CFOs view the U.S. and world economy, and gauge the outlook for revenue, financing, M&A activity and involvement in foreign markets.

<http://www.asiaing.com/2009-cfo-outlook-a-survey-of-manufacturing-company-cfos.html>

## ***Anchin's State of the Food & Beverage Industry 2009: Rising Above the Rest***

**By Greg A. Wank, CPA**

**Chair, Anchin's Food and Beverage Services**

This survey looks at the state of the industry in 2009, including growth trends, strategic challenges, and the industries responses to the challenges it is currently facing. Results show that those in the food and beverage industry need to think differently and plan for the future.

<http://www.anchin.com/pdf/FBSurvey09-Results.pdf>

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# ***A world beyond recession: Utilities global survey 2009***

**Price Waterhouse Coopers, 5/2009**

In the space of the past 12 months, utility companies have found themselves in a very different world with a series of momentous events – the collapse of giants of the banking system, the credit and wider financial crisis, the reversal in demand and price growth, and outright recession in many major markets. For our 11th Utilities global survey: A world beyond recession we interviewed about 70 executives from leading power utility companies in major markets around the world to gain their perspective on the implications of this very different world environment. We also include a series of exclusive interviews with CEOs from the leading utility companies in different parts of the world. In 2008, our A world of difference report mapped the enormity of the changes witnessed in the last 10 years and those lying ahead in future decades. Our 2009 report, A world beyond recession, looks at the impact of the economic downturn and financial crisis on the sector but, also, beyond to the time horizons that are important for long-term energy planning.

<http://www.pwc.com/extweb/onlineforms.nsf/docid/C5C9611A66DD9EF8CA257451001D233C>

**Please send us an email** at [walter.urban@projectsuccess.com](mailto:walter.urban@projectsuccess.com) if you are looking for survey information on a specific topic or subject area, and our research department will attempt to include it in a future edition of The Project Success News.

For more information about the Project Success Method<sup>SM</sup>, please visit [www.projectsucces.com](http://www.projectsucces.com)



# Blogs of Interest

**Each quarter** we provide information on blogs that we believe our readers will find interesting and relevant. These blogs will relate to project management, engineering, product development, marketing, and other areas of interest to our readers.

*Note: By providing this information on potential blogs of interest, PSI is not recommending or condoning these blogs. We are simply listing them for the convenience of our readers.*

**Blogs of interest presented in this issue include:**

## ***Equipment Trader Insider***

This is the official blog of Equipment Trader Online.

<http://blog.equipmenttraderonline.com/>

## ***Energyblogs.com***

Energy Central's editors' blogs.

<http://www.newenergyblogs.com/>

## ***Future Lab***

This is a marketing and strategy innovation blog featuring customer centric thoughts from the world's sharpest minds in marketing, strategy, innovation and design.

<http://blog.futurelab.net/>

**Please send us an email** at [walter.urban@projectsuccess.com](mailto:walter.urban@projectsuccess.com) if you are looking for a blog about a particular subject area, and our research department will attempt to include it in a future edition of The Project Success News.

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**PROJECT SUCCESS Inc. Up Close and Personal**  
FORMERLY YCA



**Tawny Hall**

In each issue of *The Project Success News*, we highlight a PSI professional in order to provide a vision of the truly outstanding people who comprise the PSI Team, and who have been providing Project Success Method<sup>SM</sup> training and consulting services to our clients for over 20 years.

**This month, we feature Tawny Hall, Senior Consultant.**

Tawny Hall brings with her over 25 years of experience in engineering design, implementation, and management. As a Senior Consultant with PSI (formerly YCA), Tawny has been an important member of the consulting team for 4 years, sharing her experience and expertise with our clients here in the U.S. and overseas in China.

Some of Tawny's representative engagements include:

- **Caterpillar, Inc.** – New Product Introduction and Upgrades, Facility Upgrades, Overseas New Facility/Product Introduction – Multiple Business Units
- **CB Richard Ellis** – Merger/Acquisitions Planning & Implementation

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In addition to her experience with PSI/YCA, Tawny worked for FMC Corporation where she held many positions over the years in engineering design, technical team management, operations, and facility management. She holds a US Patent for her development, design, and implementation of a continuous phosphorylation process which was a key element in a major facility upgrade. Throughout her career, Tawny has been involved in many special projects, has served as an ISO and environmental auditor, and has been an active instructor and mentor at numerous facilities in the US and abroad.

Tawny has also been very active in her communities including service on the City Councils in St. Albans, WV and Wyoming, IL. She championed a \$5M upgrade to Wyoming's drinking water distribution system and spearheaded a successful grant application process at the Federal and state levels yielding nearly \$3M in outright grants to the project. Tawny is an active member of Lions Club International and is a past president of the Wyoming, IL Lions Club. She is also a member of the Project Management Institute.

Tawny holds a BS in Chemical Engineering from West Virginia University.

For more information about the Project Success Method<sup>SM</sup>, please visit [www.projectsucces.com](http://www.projectsucces.com)



# Events of Interest

***Following are upcoming events of interest for 2009***

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## **Microsoft Project Conference 2009**

- September 14-17, 2009

Phoenix, AZ

<http://www.msprojectconference.com/registration.html>

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## **American Bearing Manufacturers Association (ABMA)**

2009 Fall Meeting

- October 2009

Chicago, IL

<http://www.abma-dc.org/Events/FallMeeting/tabid/78/Default.aspx>

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## **The Mid-Atlantic Food, Beverage and Lodging Expo**

- October 7 – 8, 2009

Baltimore, MD

<http://www.midatlanticexpo.com/home.html>

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## **Oracle Open World 2009**

- October 11–15, 2009

San Francisco, CA

<http://www.oracle.com/us/openworld/index.htm>

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## **PDMA's 32nd Annual International Conference**

Product Development and Management Association

- October 31 – November 4, 2009

Anaheim, CA

<http://conference.pdma.org/>

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## **Americas Food and Beverage Show**

IFE Americas

- November 9 – 10, 2009

Miami Beach, FL

<http://www.americasfoodandbeverage.com/>

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## **FABTECH International & AWS Welding Show, Including METALFORM**

Society of Manufacturing Engineers (SME)

- November 15 – 18, 2009

Chicago, IL

<http://www.sme.org/cgi-bin/get-event.pl?--001821-00007-home--SME->

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## **Heavy Duty Aftermarket Week (HDAW '10)**

Heavy Duty Manufacturers Association

- January 18 – 21, 2010

Las Vegas, NV

<http://hdma.org//events/eventdetail.php?eventId=764>

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## **Cheers Beverage Conference**

Cheers Magazine

- January 25 – 26, 2010

Miami, FL

<http://www.cheersconference.com>

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# 2009 PSI Public Training Schedule

Following is  
a current  
schedule of  
PSI public  
training classes  
for 2009.

## Please note that:

- Public classes are offered in Atlanta, Irvine (California), Louisville, Chicago, New York, and Washington, DC.
- *The Project Success Method<sup>SM</sup>* class is a prerequisite to all other classes, except PMP Exam Preparation.
- The following two classes are always offered on consecutive days:  
*The Project Success Method*  
*Project Success Toolkit Training – Microsoft Project<sup>®</sup>*
- The following two Advanced Project Success Techniques classes are always offered on consecutive days.  
*Resource Planning & Budgeting with Microsoft Project*  
*Control Methods & Practices with Microsoft Project*

## The Project Success Method<sup>SM</sup>

A Proven Approach to Superior Project Performance

<b>Atlanta, GA</b> August 18 & 19 September 15 & 16 October 20 & 21 November 10 & 11 December 8 & 9	<b>Irvine, CA</b> September 8 & 9  <b>Chicago, IL</b> September 22 & 23	<b>Louisville, KY</b> October 6 & 7  <b>New York, NY</b> September 29 & 30
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**Project Success Toolkit Training –**

**Microsoft Project®**

<b>Atlanta, GA</b> August 20 September 17 October 22 November 12 December 10	<b>Irvine, CA</b> September 10 <b>Chicago, IL</b> September 24	<b>Louisville, KY</b> October 8 <b>New York, NY</b> October 1
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**Advanced Project  
Success Techniques -  
Resource Planning  
& Budgeting  
with Microsoft  
Project**

<b>Atlanta, GA</b> October 13
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**Advanced Project  
Success Techniques -  
Control Methods &  
Practices with  
Microsoft Project**

<b>Atlanta, GA</b> October 14
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**Project  
Management  
Professional  
(PMP®) Exam  
Preparation**

<b>Atlanta, GA</b> September 22 - 24 December 1 - 3
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**Trademark Acknowledgments:** Microsoft and Project are registered trademarks of Microsoft Corporation. PMP is a registered trademark of the Project Management Institute.

For more information about the Project Success Method<sup>SM</sup>, please visit [www.projectsuccess.com](http://www.projectsuccess.com)



# Webcasts of Interest

**Each quarter** we will provide information on, and links to, selected webcasts that we believe our readers will find interesting and relevant. These webcasts will relate to project management, engineering, product development, marketing, and other areas of interest to our readers.

*Note: By providing this information on these webcasts, PSI is not recommending or condoning these webcasts. We are simply listing them for the convenience of our readers.*

**Webcasts of interest presented in this issue include:**

## ***Manufacturing Competitiveness online conference***

**In this economy, only the most competitive companies survive**

With price pressure from China and other low-cost countries, plus a tough global economy, your company needs to become more competitive to keep pace.

Better processes, better intelligence, and better technology can all help your company boost its competitiveness. But how do you find out which strategies are worth adopting?

The Manufacturing Competitiveness Online Conference can help. This free on-demand event brings you practical operations advice from industry experts, plus real-world best practices from other manufacturers.

View these on-demand events to learn strategies and tactics that can help your company enhance its operational processes, to give you a stronger competitive

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position. Learn how to eliminate waste, automate processes, and integrate systems to improve efficiency. Make your operations more predictable and stable, so you can produce higher-quality products at the lowest possible cost.

<http://www.industryweek.com/EventDetail.aspx?EventID=683>

## ***High Tech Manufacturing in the New Reality: How to stay ahead of the game, become more efficient, and remain competitive***

In today's new reality, companies have to overcome not only the economic environment, but also industry challenges. In the high-tech industry, companies are used to short product life cycles and highly sophisticated products being considered commodities. In order to stay ahead of the curve, it is necessary to rapidly provide innovative solutions and cut costs for a good ROI.

View the broadcast and listen to Mr. Rob Goranson, former Controller at Purcell, a high-tech manufacturer, explain how they became innovative and cut costs while remaining a top manufacturer. Hear from Chris Ritterhern, Director - Solutions Engineers at Emergys, who will give an overview of industry trends and what to expect in the coming quarters based on industry insights and research.

<http://www.mbtmag.com/webcast/Broadcasts/2061->

[High\\_Tech\\_Manufacturing\\_in\\_the\\_New\\_Reality\\_How\\_to\\_stay\\_ahead\\_of\\_the\\_game\\_become\\_more\\_efficient\\_and\\_remain\\_competitive.php](http://www.mbtmag.com/webcast/Broadcasts/2061-High_Tech_Manufacturing_in_the_New_Reality_How_to_stay_ahead_of_the_game_become_more_efficient_and_remain_competitive.php)

## ***Management Matters***

Few people would disagree that well-managed companies achieve better results, yet there is surprisingly little consensus on how great an impact good management can have-or even about what good management involves. For the last six years, in collaboration with the London School of Economics and Stanford University, McKinsey has developed, tested, and applied a new approach for robustly measuring a company's management practices, allowing them to be compared directly with real business performance. The results, based on examination of the practices and business performance of over 4,500 industrial companies world-wide, show that improving management practice is one of the most effective ways for a firm to

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outperform its peers. In this webinar, you'll learn which dimensions of management really matter and gain insights into how leading management practices give companies access to rapid, cost-effective, and sustainable competitive advantage.

<https://smeorg.webex.com/ec0600l/eventcenter/recording/recordAction.do?theAction=poprecord&actname=%2Feventcenter%2Fframe%2Fg.do&apiname=lsr.php&renewticket=0&renewticket=0&actappname=ec0600l&entappname=url0106l&needFilter=false&&isurlact=true&entactname=%2FnbrRecordingURL.do&rID=32428932&rKey=30CF8C713590945B&recordID=32428932&rnd=7858744864&siteurl=smeorg&SP=EC&AT=pb&format=short>

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# Software Tips from Crissy



## Microsoft Security Updates Disable Project Success Toolkit for Project 2003

Microsoft released several security updates that address vulnerabilities in the ActiveX controls for the Microsoft Visual Basic 6.0 Runtime Extended Files. These vulnerabilities could allow remote code execution if a user browsed a website that contains specially crafted content. The security updates are known to impact third-party software that is based on Microsoft Visual Basic for Applications (VBA) and runs within Office 2003 products.

The Project Success Toolkit for Project 2003 is based on VBA and operates within Microsoft Project 2003, an Office 2003 product. If the toolkit is installed prior to installing the security updates, it will continue to operate. However, the toolkit could become **disabled** if you install or re-install the toolkit after installing one or more of the security updates. KB949045 is known to disable the toolkit. We do not believe the issue is isolated to just this one update.

Below are the security updates that could disable the Project Success Toolkit for Project 2003.

- **958369** MS08-070: Description of the security update for Microsoft Visual FoxPro 8.0 Service Pack 1: December 9, 2008
- **958370** MS08-070: Description of the security update for Microsoft Visual FoxPro 9.0 Service Pack 1: December 9, 2008
- **958371** MS08-070: Description of the security update for Microsoft Visual FoxPro 9.0 Service Pack 2: December 9, 2008
- **958392** MS08-070: Description of the security update for the Microsoft Visual Studio .NET 2002 Service Pack 1 development platform: December 9, 2008
- **958393** MS08-070: Description of the security update for Microsoft Visual Studio .NET 2003 Service Pack 1 development platform: December 9, 2008

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- **926857** MS08-070: Description of the security update for Microsoft Visual Basic 6.0 Service Pack 6 Runtime Extended Files: December 9, 2008
- **957797** MS08-070: Description of the security update for Office XP: December 9, 2008
- **949045** MS08-070: Description of the security update for Project 2003: December 9, 2008
- **949046** MS08-070: Description of the security update for Project 2007: December 9, 2008

Please visit <http://www.microsoft.com/technet/security/Bulletin/MS08-070.mspx> for more information on the security updates.

The toolkit has been disabled if you select a Project Success Toolkit icon on the toolbar and receive one of the following messages:

- Object library invalid or contains references to object definitions that could not be found
- No network connection
- Element not found

A new version of the Project Success Toolkit for Project 2003 has been released to address this issue. Please contact Crissy Tevis ([crissy.tevis@projectsuccess.com](mailto:crissy.tevis@projectsuccess.com)) to request version 7.10.00 if your toolkit has been disabled by the Microsoft Security updates.

The Project Success Toolkit for Project 2007 is not impacted by the security updates.

For more information about the Project Success Method<sup>SM</sup>, please visit [www.projectsuccess.com](http://www.projectsuccess.com)