



BMO Vs PMO

Business Management Office Integration with PMO



“ Profitability is coming from productivity, efficiency, management, austerity, and the way to manage the business.”

—Carlos Slim

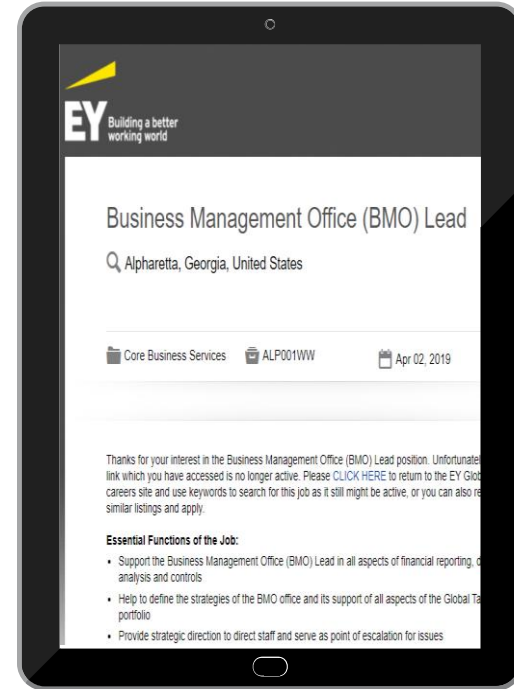
Prof. Akram Hassan

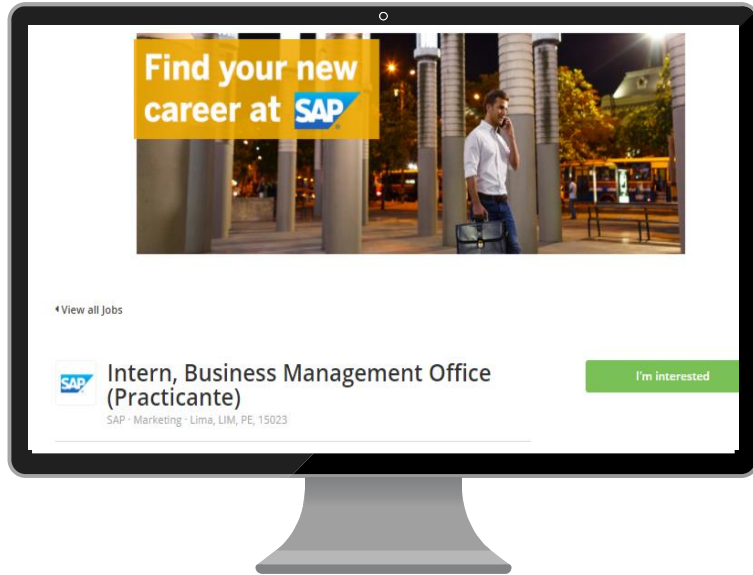
PhD, MBA, PMP, PMI-RMP
SME @ 12 PMI Standards



Thanks for interest in BMO position

- Support the BMO Lead in all aspects of financial reporting, data analysis and controls.
 - Help to define the strategies of the BMO office and its support of all aspects of the Global portfolio
 - Provide strategic direction to direct staff and serve as point of escalation for issues
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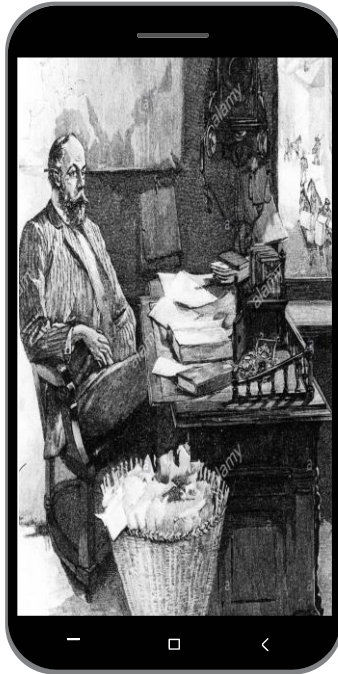
Business management Office

BMO is responsible for: providing strategic guidance to all Marketing, supporting cross processes (shared services to the Market Units), establishing and keeping standards aiming the resource usage optimization and compliance, and also collaborating for a fact-based decision-making process.



Business Manager

- A modern business manager must be proficient in managing finance, business resources, accounts, human resource, purchasing, marketing, stock control, office organization and control, computerization, communications, and very much more.



19th century Business Office

Business establish for performing economic activities: businesses exist to produce a profit. While project business is the part of a business that relates directly or indirectly to projects, with a purpose to achieve the objectives of a firm.

1. Business Vs Projects

The key differences between Projects and Business-As-Usual (BAU)



Business world

The Purpose of project to serve as an investment of funds aimed at maximizing the return of wealth to the stockholders

BAU Not ...

1. Project introduces a one off, change or new product but BAU would seek to reproduce the same item.
2. Projects are temporary delivered over a finite period of time to meet a specific goal BAU would be the day to day repeat activities for an existing product and service.

Time-Bound vs. Ongoing
Cross-Functional vs. Functional

...a Project!

3. Projects have specific plans are generally bespoke and created to meet the deliverables of the project. BAU follow internal process that maintain the business.
4. The project will be funded from the capital budget. BAU would be funded from operational budget.

Changemakers vs. Change Identifiers
Capitalizing vs. Not Capitalizing Costs



BAU & Project Conflicts

It has an implication for project teams who might see:

1. Their funding cut,
2. Key resources pulled back to BAU roles
3. Timelines delayed because keeping the day-to-day operations of the organization.

Keeping the business running is always the **Priority**

Business objectives similar to a project objective

There are usually particular steps outlined in order to reach specific goals and deadlines. Some common business objectives include increasing revenue, reducing costs, boosting productivity and/or efficiency, building out the brand, and increasing return on investment.

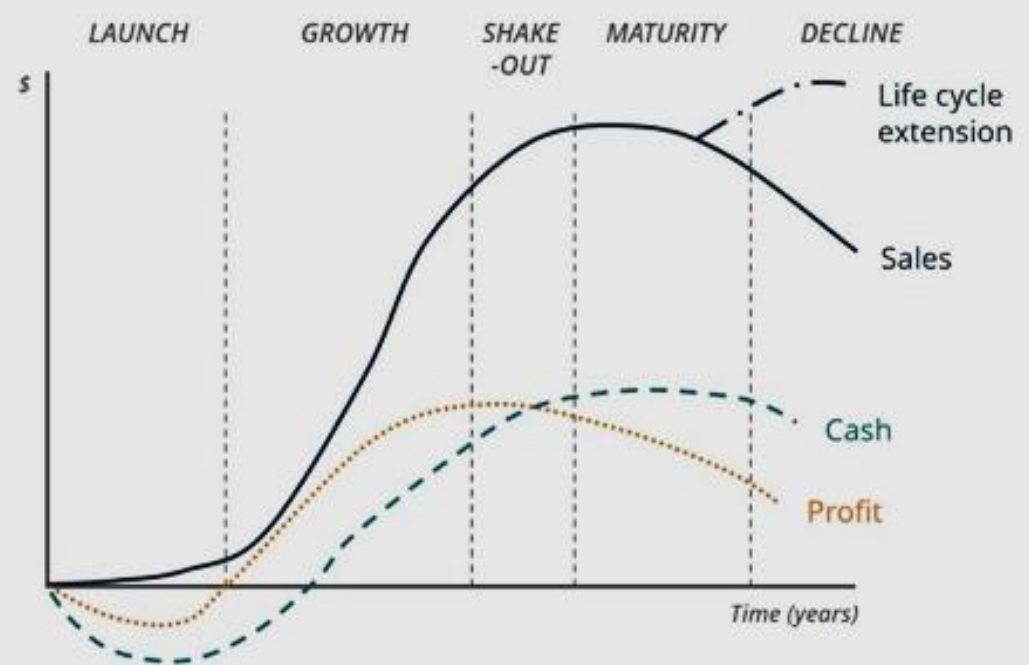


Business language

Business stakeholders always speak a “business language,” not a “project language”



Business Stages





View projects as business!

See where the business lines are drawn and why:

1. It solidifies the intent to produce a result, the key objective of any business.
2. It also increases the access to best practices that contribute to excellence in business organizations!

2. Business management Vs Project management

The key differences between Project and Business management

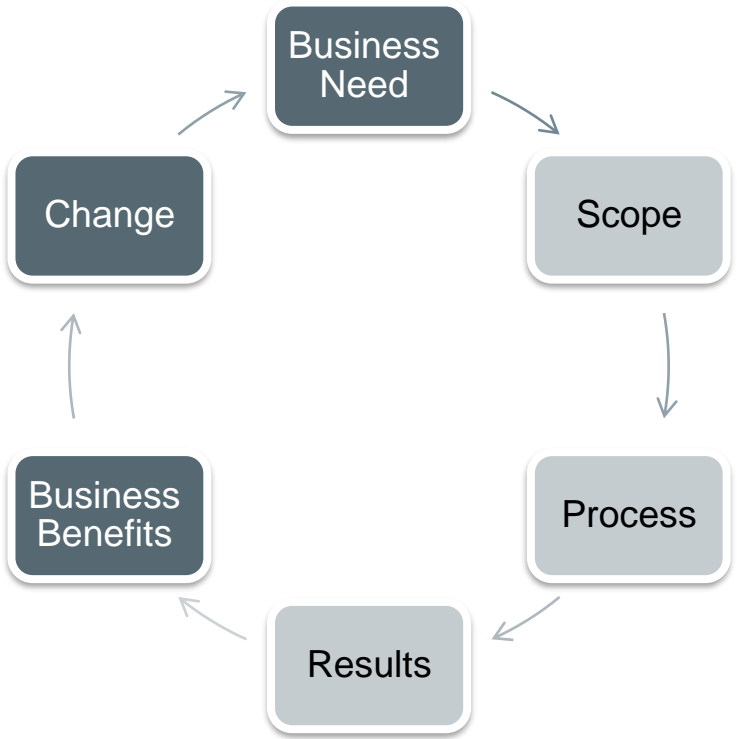




McKinsey 7s Model



Business and Projects Life Cycle



Business Management & Project Management Relationship

Business Management

Business Process management is ongoing, with a constant focus on optimizing efficiency and consistency.

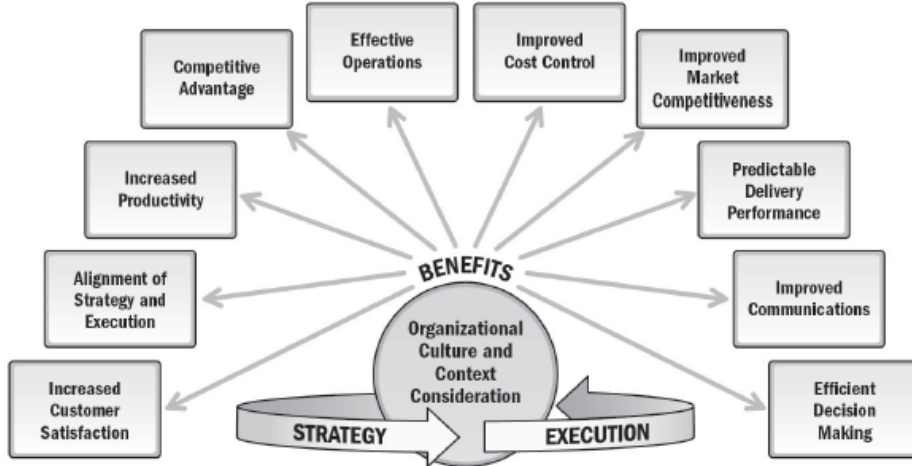
Project Management

Project management is time-bound, and optimization primarily occurs once the project is complete.



OPM to link PM & BM

The OPM framework supports balance and coordination between project and business management in support of organizational strategy.



The organization has to manage both business and project risks.

Business risks are typically more general as compared to project risks. Also, they would have an impact on nearly all aspects of the business. Project risks are different from business risks in the sense that they refer to an uncertain condition/event that may affect one or more project objectives.



Business Process Management Life Cycle



3. BMO Vs PMO

The key differences between Project and Business Management Offices





“Focus on a few key objectives ... I only have three things to do. I have to choose the right people, allocate the right number of dollars, and transmit ideas from one division to another with the speed of light. So I’m really in the business of being the gatekeeper and the transmitter of ideas.”

— Jack Welch



BMO manage PMOs

Business needs & Benefits

BMO support executive management in establishing the content of strategic initiatives and associated business objectives of PMOs to be functionally exist and flourish.

Business and Projects Life Cycle



BMO

BMO will support PMOs to possess skills related to governance, risk and compliance, benefits management, scope management, resource management and financial management.



PMOs

BMO will guide PMOs Staff strategic and business management skills (Part of PMI Talent Triangle™). It consists of knowledge and expertise and the subsequent ability to align in a way that enhances performance and better delivers business outcomes.

Benefits of BMO

B1

Create and manage the scorecard

B3

Manage Business initiatives

B2

Organization and Resource alignment

B4

Integrate business priorities with other support functions

B3

Review, develop and communicate strategy

B5

Business knowledge management



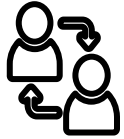
Firms with sales
of \$500 million to
\$5 billion and
1,000 to 10,000
employees.

BMO Staff

10 People



BMO Manager



BPM Expert

Business Processes
Management



Financial Expert

Planning and Budgeting



CCC Expert

Customer Centeric Culture



BBP Expert

Busiess Best Practice
Sahring





BMO Analyze & Support

1. Analyze the business, where direction, priorities, and resources are generally determined and the final decisions made.
2. Support executive management in establishing the content of strategic initiatives and associated business objectives of PMOs to be functionally exist and flourish.



BMO Audit & Compliance

1. Assures limited funds and resources are effectively applied during execution to support business objectives and related strategic initiatives, thereby giving them, the best opportunity to succeed.
2. Ensures executive management can direct the distribution of the enterprise's limited funds and resources.



Thanks!

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