

PSMJ | Resources, Inc.®

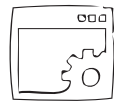
CONSULTING AND IN-HOUSE TRAINING



PROJECT MANAGEMENT



**STRATEGIC PLANNING
& GROWTH**



BUSINESS DEVELOPMENT



**PRINCIPALS &
EMERGING LEADERS**



FINANCIAL MANAGEMENT



**OWNERSHIP & LEADERSHIP
TRANSITION**



MERGERS & ACQUISITIONS

THE RIGHT PEOPLE TO HELP YOUR PEOPLE

Don't hire a consultant who will learn the A/E/C business at your expense. Ask the hard questions to find someone you can trust to get it right... *the first time!*

Our team of A/E/C industry experts is dedicated to improving the business performance of our clients' organizations and helping you to achieve your objectives.

Whether your needs call for a new strategic plan, a customized project management bootcamp, or help finding a buyer for your firm, we are here to help

HOW CAN WE HELP YOU?

OUR COMMITMENT

At PSMJ Resources we are committed to dramatically improving business performance of A/E/C organizations worldwide by empowering CEOs, Partners, and other top management to strategic and tactical improvements that pay off with great speed in measurable ways.

With our industry experience, commitment to program, product excellence, the importance of your partnership, we continuously strive for new ideas, as well as continuing to offer the proven concepts that have long endured in the A/E/C industries.

"PSMJ not only helped to develop benchmarking metrics, but in the process enabled us to strengthen our financial systems. I would certainly do business with PSMJ again!"

Alice Tutunjian
Director of Marketing and Strategic Planning
Chambers Group, Inc.

"An inspiring course that challenges you to be the best you can be."

Joel Stevenson
Manager - Roads & Traffic
Brown Consulting

"The instructor was excellent, knowledgeable, and a good communicator."

John Chambers
Senior Vice President
Fuss & O'Neill

CONSULTING

Expert coaching to help you plan and achieve better results
Look at any successful person today, and in the shadows you will find a coach pushing them to achieve greater success.
PSMJ's expert consultants are those coaches—they have earned the respect of their peers within the A/E/C industry.

When you hire PSMJ for our consulting expertise, we offer you:

- *Issue and problem-specific planning skills*
- *Exposure to all types and sizes of professional A/E/C firms and are 100% focused on the A/E/C industry*
- *Research, presentation, and teaching skills that have been tested over and over*

The fundamental difference between PSMJ and our competitors is that each PSMJ consultant has enjoyed significant success in the A/E/C world. No other management consulting firm offers the same mix of visionary direction, experience, and practical help.

Our areas of specialty include:

- *Strategic Planning*
- *Project Management*
- *Organizational Restructuring*
- *Business Development and Marketing*
- *Financial Management*
- *Proposal Writing and Preparation*
- *Ownership Transition*
- *Mergers and Acquisitions*
- *Business Valuation*

A consulting engagement with PSMJ will reveal insights into your firm's performance and processes that equip you to effectively shape your firm's future.

IN-HOUSE TRAINING

Ready for improvement and change at an Enterprise Level? We can help with that.

PSMJ's In-House training programs are ranked as the best in the industry because each and every class is tailored to YOUR firm and focuses on YOUR specific issues and concerns. In preparation for the training, our instructors work with you to identify your exact requirements and address the challenges facing your firm. We administer pre-training surveys which highlight the most commonly observed priorities that A/E/C firms experience in managing projects.

The real power of holding an in-house training session is the reinforcement of firm-specific PM tools, strategies, and experiences while being able to dialogue freely between participants in a private, focused setting. We urge principals' attendance to provide buy-in and ongoing support and leadership on new initiatives introduced in the course.

Our PSMJ seminar leaders have proven their success in the A/E/C industry, so you can count on reliable, real-world training from experienced professionals who have been in your shoes and who speak your language. Our instructors have decades of practical design firm experience and are dedicated to sharing everything they have to know to make your job easier and your firm more successful.

GET RESULTS

At PSMJ we succeed when you succeed. To this end, we won't leave you hanging after the training is finished. This critical period can make or break the effectiveness of the training. We work with your management team to map out an appropriate follow-up plan to ensure that lessons learned are implemented and results are achieved. We have found that refresher training sessions (live or via web), e-learning options, project review processes, and ongoing internal dialogue can be quite effective.

DID YOU KNOW?

On a scale of 1 to 5 (with 5 being the best), PSMJ instructors average a score of 4.8 on their knowledge and effectiveness.

We know of no other A/E/C project management training organization that comes close to these rankings.

"Very enjoyable class! Challenging and entertaining, providing valuable insight to the art of project management."

Richard Bollinger
Senior Project Manager
Reynolds Smith and Hills

"Great course, definitely made me more aware of various opportunities to improve existing and future projects."

Mateusz Jankowiak
Senior Engineer
Arup

"This was high quality and well worth the investment. As engineers, this can be material we run away from, but it was inspiring."

Matt Vandecreek
M&V Manager
Burns & McDonnell



PROJECT MANAGEMENT BOOTCAMP



PRINCIPALS BOOTCAMP



PRICING & NEGOTIATIONS WORKSHOP



PROPOSALS BOOTCAMP



PROJECT DELIVERY EXCELLENCE FOR PUBLIC AGENCIES



FINANCIAL MANAGEMENT FOR A/E/C FIRM LEADERS



A/E/C MERGERS & ACQUISITIONS ROUNDTABLE



A/E/C OWNERSHIP & LEADERSHIP TRANSITION ROUNDTABLE

ABOUT PSMJ

PSMJ is the world's leading provider of business intelligence and analytics for architecture, engineering, and construction (A/E/C) firms.

From our leading-edge research and data, to our sought-after programs, roundtables, and conferences, our goal-driven consulting and in-house training is designed to make you more successful.

CONTACT US:



CALL:
(617) 965-0055



E-MAIL:
cfields@psmj.com



VISIT:
www.psmj.com



IN-HOUSE TRAINING:
go.psmj.com/ih

"As national director of VHB's Mergers and Acquisitions program for the past 9 years, I have authorized the hiring of the PSMJ M&A Team on a number of occasions. The differentiating aspect of the PSMJ Team over the years has been the their ability to balance each aspect of the potential transaction and convey their observations, recommendations, and advice to all parties in an open and trusting manner."

Michael J. Carragher, P.E.
CEO
Vanasse Hangen Brustlin, Inc.