

*Transforming Organizations, Delivering Results.*



# Who We Are



- New-York based Corporation specializing in the provision of Business Transformation, Change Management, and Portfolio, Program, and Project Management services.
- Extensive experience in the Middle East, Europe, and North America, we have operated in over 30 countries world-wide.
- Industry-Neutral, bringing best practices and lessons learnt from all over the world to our engagements.
- Employ only the best, highly qualified, certified, and internationally recognized practitioners.
- We Implement International Standards, supported by strong knowledge of Local Markets, adapting them to best serve our clients' organizations.
- We employ high-standards of internal governance, control, and customer engagement.

# Our Guiding Principles

- We never over promise and under deliver.
- We always uphold the best-interest of our clients.
- We build and maintain the trust of our clients, team members, and business partners.
- We believe that education, and continuous improvement, are fundamental to success.
- We listen to the people closest to the work, building buy-in and reliable plans.
- We keep all of our engagements brisk.



# 12 Reasons Why Our Clients Choose Us

**01** Gain access to international expertise and globally specialized resources.

**02** We ensure your strategic objectives are met.

**03** Enhance your program and project cost performance.

**04** Expedite completion, hence reduce time to benefits realization.

**05** Ensure strategic alignment of all programs & projects.

**06** Gain access to knowledge databases of lessons learnt and best practices.

**07** We have outstanding portfolio, program, and project management capabilities.

**08** Guarantee adherence to and adaptation of International standards.

**09** We manage all stakeholders, inside and outside the organization.

**10** Focus on your Core business.

**11** We provide accurate, timely, and truthful performance reporting.

**12** We have the capability to deliver, and to make sure all stakeholders are satisfied.





# Company Profile

**BRISK Business Inc. (BBI) is an international service provider specializing in Business Transformation, Change Management, and Portfolio, Program, and Project Management. BBI is not industry specific, and works with a broad range of clients in different sectors, including but not limited to: Banking, Finance, Government, International Donors, Oil and Gas, Renewable Energy, NGOs, Health Care, Information Technology, Retail, Construction, Infrastructure, Agriculture, and Socioeconomic development.**

Thanks to its extensive experience in diverse areas of implementation, BBI capitalizes cross-industry methods, best-practices, and lessons learnt, by adopting them from one sector to the other, as best-fit to each engagement. BBI is able to support clients across the globe thanks to its extensive network of strategic alliances, and affiliations, the most prominent of which being with the Project Management Institute (PMI®), USA.

BBI is independent of all other suppliers, contractors, and consultants, so BBI can guarantee that advice provided and services rendered will be objective and unbiased. When a client engages with BBI, we adopt a team building approach combining the best internal talent at the client's organization with our internationally certified and renowned consultants to guarantee knowledge transfer and sustainability of the

change/transformation. This technique also warrants shortening learning curves and reducing costs. We adopt a multi-disciplined approach and are able to combine cutting-edge best practice with technical and business knowledge in delivering the transformation portfolio, its associated Programmes and Projects, and realizing anticipated strategic benefits.

It is our predicament to deliver services based on international standards scaled to your organization and tailored to the markets within which it operates; an edge we challenge competitors to deliver.

Every organization is unique and its environmental factors are different, and hence every engagement has its distinct circumstances and outcome. There is no "one size fits all" in our engagements.

**In selecting BBI, you will derive the following Advantages:**

- A world-class team of seasoned, certified, and renowned practitioners and subject matter experts who have experience managing and delivering large-scale, complex, portfolios, programmes, and projects across multiple sectors, with depth and breadth of experience and accumulated knowledge and best practice.
- A proven approach and methodology based on international standards of both the Project Management Institute (PMI®) and the UK Office of Government Commerce (OGC) that focuses on helping you achieve top performance while minimizing the incidence of risks, delays, disruptions, cost overruns and disputes.
- Leadership and commitment that have been battle-tested in the field with numerous global clients.



*We Transform Organizations, and Deliver Results.*



# PMI Registered Education Provider (R.E.P)



The PMI Registered Education Provider logo is a registered mark of the Project Management Institute, Inc.

The Project management institute's registered education providers (R.E.P.s) are organizations approved by PMI to offer project management training. BBI's designation as a PMI R.E.P. indicates that our organization has met PMI's rigorous quality standards and can deliver world-class, effective project management training and education.

There are thousands of training organizations that offer courses related to project management. Although many of them deliver a high-quality educational experience, the majority have not been independently assessed against global standards for both project management and continuing education and training.

PMI's recent survey of training providers shows that over %80 of organizations seeking suppliers of project management training strongly prefer working with an R.E.P.

Organizations and individuals seeking project management training view R.E.P.'s affiliation with PMI as a stamp of quality and excellence. Why not protect your investment in project management training by using a PMI R.E.P. to deliver quality project management training.

# PMI Registered Consultant Program (R.C.P)



## Consultant Registry

PMI and the PMI logo are registered marks of the Project Management Institute, Inc.

BBI is honored to be part of The Project Management Institute's (PMI) Registered Consultant Program, an online resource that provides organizations with the convenience of accessing a PMI-maintained list of consulting firms that are able to improve their project, program and portfolio management practices.

As more organizations adopt project management as a strategic competency for achieving business results, many are seeking the advice of consultants to enhance their project management capabilities.

PMI has established criteria for consultants to join the RCP that relate to the time and general experience of the consultant. The program is designed to ultimately support PMI's envisioned goal of organizations embracing, valuing and utilizing project management and attributing their success to it worldwide.

Organizations face a wide chasm between their actual state and the state of success, mostly due to a lack of focus on people, processes and outcomes. The right consultant can help you increase performance in these areas and convert your project portfolio into a sharp, competitive advantage .

Being a PMI Registered Consultant, BBI is a management consultant and business expert who operates in nearly every corner of the world. We are distinguished by specialized skill in guiding organizations to realize benefits and implement change through high performance in project, program and portfolio management.





## Strategic Program and Project Delivery

Whatever your Strategic Objectives are, you know that they won't be met except through detailed - often complex - properly managed projects and programs. These projects need to be delivered on time. They must not exceed their budgets or else the scales of return on investment that you planned for will tip. There is a tremendous amount of uncertainty involved: threats and possible risks, as well as opportunities to maximize anticipated benefits. You know that the projects cannot compromise on quality, yet you understand the importance of managing and controlling change. As a Senior Executive, you realize that you need some of the best, most talented, and well equipped professionals there are to deliver those projects and programs for you.

BBI's teams from almost every nationality, area of application, and background should be your first choice. Our team members are not only certified, but also enjoy international recognition and standing for their achievements and capabilities. They are supported with:

- Necessary infrastructure to plan, manage, and deliver projects and programs
- Internal governance and quality assurance
- Best Practice, Lessons Learnt, and knowledge pools from different sectors, industries, and similar engagements that they can revert to when and as needed
- Knowledge of local markets and operating environments
- International Standards and Knowledge Experiences

In our engagements, we manage on your behalf and not instead of you. We employ measures that provide you with delivery assurances. You receive periodic, accurate, and timely reporting on all aspects of your projects and programs, warranting complete transparency and the availability of visibility on your projects and programs. In short, it becomes our responsibility to successfully deliver your Programs and Projects.

## PMO Design, Setup, Alignment & Deployment

Some of our clients determine that it is time to setup their own Portfolio, Program, and Project Management Offices (PMO), others identify the need to enhance or expand the capacity of their existing PMO.

We understand the nature of the PMO, and how it functions within any organization: often cross-cutting multiple functions, and reporting into senior management, sponsors, and clients all at once. At BBI we have developed a standard process for the design, setup, alignment and deployment of your PMO. We start by identifying the gaps that we need to bridge using the Organizational Project Management Maturity Model (OPM3®) of the Project Management Institute (PMI®).

Once identified, we work with you on bridging those gaps, and designing your PMO. Our team works with you every step of the way by:

- Developing the Manuals, standards, processes, and templates of your PMO
- Developing the Governance Standards of your PMO
- Developing and implementing the needed Management Information Systems that best serve the purpose of your PMO and the needs of your organization.
- Recruiting the appropriate staff to manage and run your PMO
- Train recruited staff on how to utilize and implement the Manuals, Standards, Processes, Templates, and Governance Standards.
- Develop Protocols of Cooperation and Service Level Agreements as well methods of engagement with other functions within the organization, aligning them to perform and secure the 'buy-in' of Function-Heads, Senior-Management and other Stakeholders as relevant.

Unlike many competitors, we do not disengage and leave you with a PMO on your hands. We help you migrate concurrent projects and programs into the new PMO, and initiate, and plan new ones. We still don't disengage. After 3 months of fully deploying your PMO, we return to perform an audit. The audit helps us confirm that what we have developed is best-fit for your organization, and that your organization is realizing anticipated benefits from building the PMO. If there are any areas that require attention, fine-tuning, or further development, we make sure that all necessary measures are taken.





## Project Consulting and Auditing

Sometimes a project is not performing as expected. Issues are arising too frequently or delays and cost overruns occur. Our clients call upon us to help them identify the problem, its causes, and develop strategies for corrective action and bringing their projects back on track.

Sometimes, our clients value the opinion of 'a second eye', they want someone with the needed expertise to look at the portfolio, program, or project, and provide feedback on possible areas of improvement, highlight risks that have not been identified, or provide some best-practices and lessons learnt from our knowledge libraries.

## Rescuing Troubled Projects

According to the Standish Group, only %70 of projects are successful, meaning that they meet their intended objectives. Soon to be released is our book titled "Rescuing Troubled Projects: A Step-by-Step Guide". This book is a manifestation of our accumulated experience in the matter.

We have managed project recoveries and turnarounds in almost all areas. In our book, we even address tools that we have developed ourselves specifically for rescuing troubled projects. These tools have been battle-tested on the toughest recoveries and succeeded every time.

When the most undesirable happens on their projects, our clients know that BBI is a reliable partner that they can count on to rescue their projects.

## Program/Project Planning and Definition

When programs and projects involve multiple stakeholders, diverse teams, and various parties, definition and planning can become extremely challenging. One facet is the development of reliable inputs and estimates, and the other is the challenge to build consensus and buy-in.

At BBI we utilize participatory methods including but not limited to the Logical Framework Analysis (LFA). We have deployed these methods to plan major programs that involve multiple organizations, as we all as projects that cross-cut multiple functions within the same organization.

At BBI, our experienced Program and Project Managers have perfected the skill of building project and program plans based on the input of those involved, despite their conflicting goals and objectives. Moreover, we have not developed a single plan using our participatory methods that did not have consensus, buy-in, and stakeholder commitment °360.

## Procurement Planning and Management

Whether you have thousands of items that need to be procured, or you need to find workarounds to long-lead times, our team of professionals, processes, and tools can help you plan and manage procurements according to international standards and to meet your organizational goals and objectives.

Tendering processes no longer have to be confusing and cumbersome. BBI simplifies the process and walks you through every step of the way. We are equipped to help you select and draft contracts, manage vendor relationships, and manage claims, variations, and change requests all through to contract close-out.





## Risk Assessment & Management

Risk Management is one of those areas not everybody feels comfortable with. For us, risk management planning, identification, assessment, mitigation planning, and management are all parts of Business As Usual. We have provided mega-projects worth above 10 Billion USD with our Risk Assessment & Management services only to render them successful.

## Capability and Readiness Assessments

Whether you are measuring the capability and readiness of the organization or an individual, BBI has the tools that provide you with all the necessary metrics and attributes for a holistic view.

We assess individuals to measure their capabilities and whether they fit the roles you expect them to perform, and we also assess organizations to measure their capability, readiness, and maturity to deliver change. All our assessment tools have been scientifically proven, and are compliant with PMI's OPM3.

## Executive Coaching

We understand that executives need a trust-worthy opinion every now and then. We also understand that they confidentiality is a key component of any coaching service. All executive coaching services are managed by our Vice President for Business Development, guaranteeing the service level and secrecy you are looking for. Depending on your needs, our Coaches are available through multiple media, including but not limited to ad-hoc and periodic face-to-face sessions, teleconference, web-conference, email. All inquiries made to your designated coach are responded to within one business day.



## Professional Training and Certification

It is our strong belief that the most important investment one can make is education, and that education cannot be commoditized. Education is at the heart of everything we do, and just as we educate ourselves and our teams, we educate our clients and their personnel.

At BBI we offer a multitude of training and certification programs. We provide our programs in-house (at the client's premises) online, or in public-facilitated sessions.

Our instructors are hand-picked to bring you the best in the field – worldwide. They have to follow a thorough selection process, making sure that they are knowledgeable, and also capable of giving you the maximum benefit from the course.

We ensure that the material presented to you is of optimal value and cutting-edge. Some of our training and education offerings are delivered in partnership with the highest-acclaimed speakers and/or organizations, bringing them to a venue closest to you.

Furthermore, you will find that BBI has multiple means of delivery. Typical seminars, educational conferences, guided workshops, and even computer based simulations. Our offerings are interactive, allow practice-based learning, and include a continuous feedback-loop, highlighting the participants' areas of strength as well as areas that require development.

At BBI, you will find training offerings for every level of practitioner: from individuals that are starting their professional careers to executives leading major, industry-leading organizations. Even the most seasoned practitioners turn to BBI to develop their skills, grow their capabilities, and update their knowledge.

One other edge we maintain above our competition is that we provide our candidates who wish to apply for certification with mentoring. We guide them every step of the way by coaching them in their studies, preparation, and application and review processes.

Please visit the training section of our website, or refer to our course catalogue for a comprehensive list of offerings.



# Selected Clients List

- ABB
- ACT
- Ahli United Bank
- Al Salama Hospital
- Alcatel-Lucent
- Alkan Telecom
- AmidEast
- Apnetics NSR
- Aramco
- Arcotrade
- Arma
- B.Tech
- Bank Audi
- Barclays Bank Egypt
- Berlitz
- BIT
- BP
- Carrier
- Central Bank of Egypt
- CEC
- Children Cancer Hospital
- CH2K HILL
- CIC
- CIPE
- Coldwell Banker
- Contrade
- Crystal Asfour
- Danagas
- Dar Al Handasa
- Dell
- Deloitte
- Duravit
- E Connect
- E Finance
- EAC Airports
- ECC
- Edison International Company
- EEC
- EFG Hermes
- E-finance
- Egypt Air
- Egypt Gas
- Egyptian Child Care Corporation
- El-Sewedy Cables
- El-Sewedy Electrometer
- Enppi
- EPEC
- European Bank For Reconstruction and Development (EBRD)
- ETP / TVET
- Exxon Mobil
- Fujitsu Siemens
- Future Generation Foundation
- G&D Egypt German University in Cairo
- Global Brands
- Grant Thornton
- Halliburton Overseas Ltd.
- Hill International
- HP
- HSBC
- Huawei
- IBM
- IDS
- Intel
- Intercom
- Invensys Engineering & Services Egypt
- ITS for Information Systems
- Kandil Group
- Lahmeyer International GmbH
- Link dot Net
- LinkonLine
- MAF Misr
- Management Consultants Association
- Mancon Consultany & Project Management
- MegaCom
- Mentor Graphics
- Mercedes Benz
- Metito Water Treatment
- Microsoft
- Millensys
- Ministry of Communications & Information Technology
- Ministry of Health
- Ministry of Investment
- Ministry of Social Solidarity
- Ministry of State for Administrative Development
- Mobica
- Mobinil
- Mobiserv
- Namaa For Development
- NAPCO
- NET Signature
- Nokia Siemens Networks
- NSGB
- NSR Apnetics.
- NTRA
- Oil & Gas Skills OGS
- OMS
- Oracle Egypt
- Orange Business Services
- Orascom Construction Industries OCI
- Palm Hills Development
- Parsons International
- PepsiCo International
- Petro Jet
- PGESCO
- Pharaonic Gas Egypt
- Projacs
- RAK
- Raya
- Redcon
- RITI
- SABIC
- Saudi Airlines
- SATORP
- Saudi Electricity Company
- SEE
- SEGAS
- Shaker Consultancy Group
- Sigma IT
- SITA
- Smart Villages Egypt
- Sudan Airways
- Suez Canal Container Terminal
- Suez Gulf - EGUSCO
- SVREICO
- Technip
- Telecom Egypt
- UHDE
- VACSERA
- Vodafone Egypt
- XEROX
- YKK
- Zoheir Al-Fayez Partnership







Brisk Business inc.  
19 W. 34th Street Suite 1018,  
New York, NY 10001,  
United States of America  
+1 (866) 669 - 7193

[info@brisk-business.com](mailto:info@brisk-business.com)

[www.brisk-business.com](http://www.brisk-business.com)



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