

# Earned Value Management Seminars

Delivered at Deltek University by KM Systems Group's Advanced Program Management Institute

Does your company need to implement Earned Value (EV) to comply with contractual obligations?

Are you a program manager or contracting officer for a government project that requires EV?

Are you a project manager or control account manager that wants to improve your knowledge of EV?

Deltek University and KM Systems Group—the industry leaders in EVM—have teamed to develop and deliver these EVM seminars. Whether you are new to EVM or an expert you'll benefit from these classes, delivered by experts in the field at Deltek University's new state-of-the-art Education Center in convenient Herndon, Virginia, just minutes from Dulles Airport.

## **PM 101 EVM – Introduction to EVM Basic Concepts – January 30-31, 2012 (14 PDUs)**

**Upon completion of this course, graduates will be able to apply forward looking performance to:**

- Explain EVM basic concepts
- Organize, plan, perform, analyze and report program work
- Enable early problem identification and resolution
- Project future cost and schedule performance

## **PM 102 EVM – Advanced Planning, Analysis, and Reporting – February 27-29, 2012 (21 PDUs)**

*Students are encouraged to have completed PM 101 or have equivalent EVM exposure prior to attending the seminar.*

**Upon completion of this course, graduates will be able to apply EVM to:**

- Programs and projects
- Develop EVM processes to pre/post investment decision activities

- Organize, plan, perform, analyze, and report at both the program and control account level
- Achieve program objectives: technical, schedule, and cost

## **PM 103 Integrated Baseline Reviews (IBRs) March 19-20 (14 PDUs)**

The course is designed to give participants a basic understanding of the Integrated Baseline Review (IBR) process and its relationship to Program Management. Participants will learn the framework to prepare and conduct an IBR.

*Students are encouraged to have completed PM 102 or have equivalent EVM exposure prior to attending the seminar.*

**Upon completion of this course, graduates will be able to:**

- Describe what an IBR is, legacy practices, trends, and requirements
- Describe the purpose and value of the IBR process and its relationship to program management during project execution
- Describe program and contract level IBRs
- Conduct control account manager interviews

presented by:



Contact Deltek University today for more information:

Register now at [register.deltek.com](http://register.deltek.com) or call 800.456.2009 x 3

**Who should attend?**

Program/Project Managers  
Project Control Analysts  
Control Account Managers  
PMO Staff

**World Headquarters:**

**United States**

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**Faculty**



**Kevin Martin's** experience spans more than 25 years of planning and implementing information-driven business improvements for Fortune 200 clients and major government agencies, by employing business process improvement and systems integration solutions. His program management work has included all phases of the information systems development lifecycle, from strategic planning through the design, development, and implementation of large-scale systems. Prior to founding KM Systems Group, Mr. Martin was Senior Vice-President and Global Chief Knowledge Officer at KPMG Consulting, where he served on the Executive and Operating Committee along with other key executives and industry practice leaders. He specialized in the project management of major software development program and developed KPMG's Program and Project Management methodologies.



**Mark Troisi** has 20+ years of project/program management experience. Specific training experience includes the creation of basic project management and Earned Value (EV) courseware, EVM System Description Document development, and traditional training materials for EVM type government reviews such as Integrated Baseline Reviews (IBRs), Compliance Review (CRs), and follow-on Surveillance Reviews. Mr. Troisi's training and development has been delivered to premier corporations and agencies across the Telecommunications, Government (DoD, Intelligence), Aerospace & Defense, Financial Services, Insurance, and Pharmaceutical industries.



**Efrain Pacheco** has 24 years of project/program management experience. Specific training experience includes multiple courses in Earned Value, Risk, PMO and Project management to audiences in the US and throughout the world. Mr. Pacheco is also well versed in re-engineering of process and procedures for the support of Project Management Life Cycle, EVM oversight, PMO management, Systems Life Cycle, Help Desk/Support, Training, QA, CMMI and business process. Mr. Pacheco brings significant practical experience along with his demonstrated experience as a project management professional.

**COURSE SCHEDULE**

**PM 101:**

Introduction to Basic EVM Concepts

January 30–31, 2012  
2 Days–14 PDUs – \$995

**PM 102:**

EVM Advanced Planning, Analysis, and Reporting

February 27 –29, 2012  
3 Days–21 PDUs – \$1,495

**PM 103:**

Integrated Baseline Reviews

March 19-20, 2012  
2 Days–14 PDUs – \$995

**Discounts**

- 10% for prepayment 31 days in advance and 10% for groups of 3 or more attendees
- 20% for groups of 3 or more attendees prepaid 31 days in advance

**Register now!** [register.deltek.com](http://register.deltek.com)

Deltek (Nasdaq: PROJ) is the leading global provider of enterprise software and information solutions for professional services firms and government contractors. For decades, we have delivered actionable insight that empowers our customers to unlock their business potential. Over 14,500 organizations and 1.8 million users in approximately 80 countries around the world rely on Deltek to research and identify opportunities, win new business, optimize resources, streamline operations, and deliver more profitable projects. Deltek – Know more. Do more.® [deltek.com](http://deltek.com)