



THE  
BUSINESS  
EVALUATION  
CENTRE

**RELEASE THE TRUE VALUE  
OF YOUR PROJECTS  
AND PROGRAMMES**

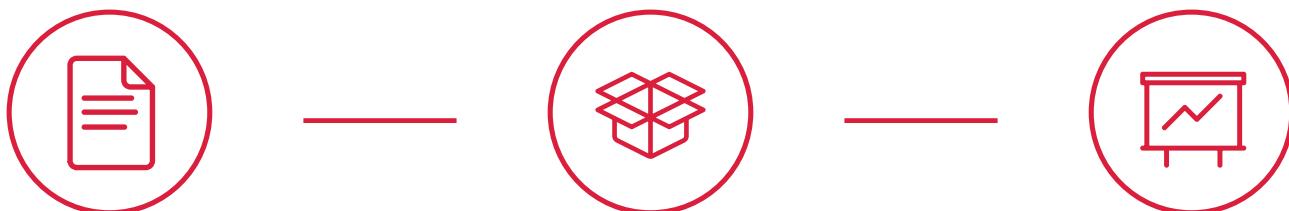
# QUANTIFY – THEN IMPROVE

Organisations increase shareholder value through projects and programmes designed to improve business results. Yet few reliable methods exist to calculate the benefits – monetary or otherwise – of business process improvements such as executive leadership development, re-organisations, staff and management training, service procedure modifications, marketing campaigns, road-shows, project management processes,

corporate benefits programmes, computer system upgrades and the like.

When you quantify true value you can identify which of your projects and programmes are giving the greatest business impact and highest Return On Investment (ROI).

With clear information you can make solid business decisions, focus on success, cut hidden waste and release the true value of your projects and programmes.



***“The workshop on ROI was very useful for me, as in my role I am required to show the business impact of talent development initiatives on a regular basis. This workshop not only clarified the concept of ROI but also gave practical insights into how to measure it on my area of work”***

Mukta Arya, Head of People & Talent – People & Talent Development Asia – Pacific, Societe Generale Hong Kong

## WHERE WE HELP YOU

We at the Business Evaluation Centre give you the tools you need to get stronger business impact and improved ROI in your projects and programmes.

We train you and your staff in globally-recognised, industry-standard techniques such as project planning and management techniques, project risk management and customer account management, as well as in specialised methodologies like the Phillips ROI Methodology®, and we can train from basic right up to certification level.

We work with you and your team to ensure skills transfer while working together on

projects, conflict resolution or business ROI impact studies. In addition we can take the problem on-board entirely for you, providing bespoke consulting with minimal resources needed from your team and returning you the information and the results you need.

Our consultants share decades of management experience through a spectrum of industries ranging from banking through oil and gas to information technology. We work with medium sized businesses, well known multi-national corporations and governments including the Government of Singapore.

# HOW WE DO IT

We turn theory into practice, by bringing our combined decades of expertise right into your office and your presentation room. Our original materials are the product of wide-ranging

research, backed up by on-the-job corporate experience, the use of technology and a healthy sense of humour.



## TRAINING

We run public and in-house courses, and we constantly strive to be better than any other training provider in the market. Not just a little better – much better. In particular, we:

- work with the best **industry leaders** such as the US-based research organisation the ROI Institute, with whom we are official partner in Asia-Pacific
- research and rehearse** our topics from a range of credible sources so as to ensure that we have thorough knowledge before we present a class
- provide a mixed approach of **training plus education** to give your staff the skills they need coupled with the understanding of why they work, and alternative methods they may adopt
- take a **great interest** in our course attendees, from analysing their requirements before a course to following-up after each course is complete
- tailor** our classes to fit closely with your requirements and needs, with the aim of giving you a strong and positive ROI from your staff when they start to apply what they have learned.

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***"It was a fantastic day and we achieved so much within a short period of time! You have inspired the team by taking the effort to explain the importance and relevance ..."***

Kristee Kee –Senior Manager Business Transformation - Leo Pharma Asia-Pacific

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## CONSULTING

We work with you and for you to analyse and measure your business processes and implement new, measurable ones. Our aim is skills transfer – so you and your staff can continue to improve your systems long after we are gone. We are specialists in the Phillips ROI Methodology® for measurement, and embrace other tools and techniques obtained from decades of direct experience in global corporate situations to give you unique, tailored and highly efficient solutions.

We can often tell you what you don't already know – and help you to fix it.

# TRAINING – OUR COURSES FOR 2017

Executive  
Experience  
Required

## INTRODUCTION TO MANAGING PROJECTS (2 DAYS)



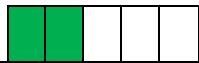
Intended for project team members and new project leaders, or those who have never had formal training, this course introduces the essential skills you need to manage a project successfully from both from the perspective of technical and interpersonal skills.

## PMTTestOnline™ SELF-LEARNING PROJECT MANAGEMENT



Our cloud-based training solution is available anywhere there is internet access. It uses adaptive learning to bring project team members and prospective project managers up to speed with the essentials required to manage projects. Intended for those who will later attempt the prestigious Project Management Professional (PMP®) examination from the Project Management Institute. Take a look at [www.PMTTestOnline.com](http://www.PMTTestOnline.com)

## HANDLING PROJECT RISKS PROFESSIONALLY (2 DAYS)



This course directly addresses how project managers should plan and mitigate risks in more complex projects. Risk mitigation techniques from various industries are discussed and tried in exercises, and the true cost, mitigation and contingency costs are calculated.

## PREPARING FOR YOUR PROJECT MANAGEMENT PROFESSIONAL (PMP®) EXAMINATION (3 DAYS)



For project managers with several years experience, the PMP® exam offered by the Project Management Institute is considered the gold standard of professional certifications. This intensive study course makes concentrated learning interesting, and combined with our online study tool PMTestOnline™ it allows attendees to continue studying and learning right up to their exam day.

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***“Thank you for all your tips and the quality of your preparation sessions to the exam, it has certainly played a significant role in my results yesterday!”***

Bernard Kuhl, Program Director Global Transaction & Payment Services, Societe Generale

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## EXECUTIVE CUSTOMER ACCOUNT MANAGEMENT (1 DAY)



This course shows customer-facing executives, account managers and engagement managers the skills needed to successfully manage post-sales business, how to identify key accounts and how to develop further business in the corporate portfolio.

Executive  
Experience  
Required

## DERIVING PROJECT ROI FOR SENIOR PROJECT MANAGERS (1 DAY)



Aimed at experienced project and programme managers as well as corporate executives, this course shows how the true dollar value of non-capitalised projects and programmes can be calculated. Good data leads to solid executive decisions and enables executives to advise board directors and C-level executives effectively.

## PRINCIPLES OF BUSINESS CONFLICT RESOLUTION (1 DAY)



Corporate conflicts, when not addressed, can quickly escalate to become hugely disruptive and expensive to an organisation. In this comprehensive day of training led by a qualified commercial mediator, department heads and corporate executives will learn and practise techniques to head-off potential conflicts, reduce negative impact, mediate and negotiate solutions and improve business relationships and morale.

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***"The course is extremely interactive and the knowledge obtained from this is priceless"***

Taha Shamim – Financial Services Consultant - Societe for Worldwide Interbank Financial Telecommunication (SWIFT)

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## GETTING VALUE FROM DATA WITH EFFECTIVE SURVEYS (1 DAY)



This short course addresses one of the biggest challenges in making corporate decisions – obtaining good data. Techniques used maximise survey responses, reduce error rates and get to the information that is actually required to make good business decisions.

## THE ROI MASTER CLASS (2 DAYS)



This class gives managers and corporate executives the complete set of tools and skills required to calculate Return On Investment (ROI) on organisational projects, programmes and initiatives. Attendees will learn to conduct ROI Impact Studies and obtain the information needed to steer internal investment towards the most strategically advantageous initiatives.

## THE ROI CERTIFICATION CLASS (5 DAYS)

ROI INSTITUTE™



This course, conducted in association with the ROI Institute, is intended for those who have already experienced ROI training and are ready to obtain the coveted Certified ROI Professional (CRP) designation from the ROI Institute®. CRP certified executives often go on to become pivotal in senior corporate positions using ROI as the basis of decisions.

# WHO WE ARE

The **Business Evaluation Centre** was formed in 2014 as an advanced management training and consulting company.

We help corporate executives **increase shareholder value** by fine-tuning business activities to measure, control and communicate true dollar value to corporate leaders and board members.

Based in Singapore, we are the official partner in Asia-Pacific to the ROI Institute® - the US-based research institute specialising in all aspects of Return On Investment for non-capitalised projects, programmes and initiatives, and we bring a world-class tool in the form of the Phillips ROI Methodology® to our clients throughout the Asia/Pacific region.

## OUR TRAINERS

### **COLIN MILLWARD MBA PMP® CRP**

Colin Millward is Founder of the Business Evaluation Centre, and of Knight Griffin Pte. Ltd. He is a renowned consultant and management trainer with a 25 year background heading the implementations of global IT financial systems. He has lived and worked in the United Kingdom, Europe, United States, Middle East and the Asia/Pacific region.



Colin is a Certified ROI Practitioner (CRP) with the ROI Institute, holds a Masters Degree in Business Administration, an Advanced Masters Certification in Applied Project Management and a PMP® certification with the Project Management Institute. He also regularly resolves commercial disputes as a Principal Mediator with the Singapore Mediation Centre.

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***“He is incredible, very experienced & cooperative & meaningful, demonstrative, descriptive & humorous. Played an active role in making the seminar time interesting.”***

Umama Nowrose Ittela, Head of Marketing and Communications, BBC World Service

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# HOW YOU BENEFIT

Whether you are in the corporate sector, the public sector, a non-profit organisation or are an independent consultant, we at the Business Evaluation Centre can help you. In particular, you will:

## TRANSFORM YOUR PROJECTS AND PROGRAMMES

Armed with clear information you can make good decisions on where to focus your resources to maximise ROI and shareholder value while incorporating your business strategy.

## GAIN APPROVAL FOR FURTHER FUNDING

It is easier to obtain funding from senior management, shareholders or investors when you are able to demonstrate a complete understanding of the benefits produced by your initiatives, backed by professional methods of implementation.

## EXPERIENCE INCREASED ORGANISATIONAL SUPPORT

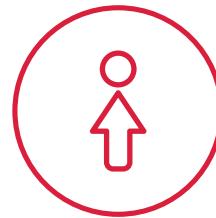
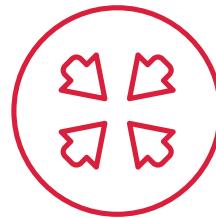
Colleagues and other key stakeholders will provide considerably greater support for your initiatives once better quality data becomes available to them, and they can see your focus clearly.

## IMPROVE YOUR – AND YOUR DEPARTMENT’S – IMAGE

Internal organisational functions are often criticised as failing to deliver clear value. However with results and information obtained through professional methods, your department will be viewed as a results-based investment centre rather than merely as a cost-centre.

## GET THE GREEN LIGHT!

Your new projects will have an easier ride gaining approval in your organisation where you can clearly show the expected business impact and ROI in advance.



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*“...Business Evaluation Centre performed a highly impressive ROI Impact Study... Using the report, we were able to apply the findings to directly to improve our marketing strategy and operational efficiency, helping us to focus on new product development, customer retention and engagement strategy. I strongly recommend BEC to any organizations seriously seeking to improve their productivity and marketing strategy.”*

Samuel Teo, General Manager, Aventis School of Management, Singapore

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# CONTACT US TODAY

**To contact us at the Business Evaluation Centre, please:**

**email us** at [Enquiries@KnightGriffin.com](mailto:Enquiries@KnightGriffin.com), or

**call us** on +65 6818 6203, or

**visit our website** [www.BusinessEvaluationCentre.com](http://www.BusinessEvaluationCentre.com) or

**write to us at:**

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