



PM&BA
The Dynamic Duo



Project Director & Portfolio Implementation

Diego Lelli – Business Operation Leader – GE Oil & Gas

26 February 2015

A Diversified Project Portfolio



Project 2



Project 1



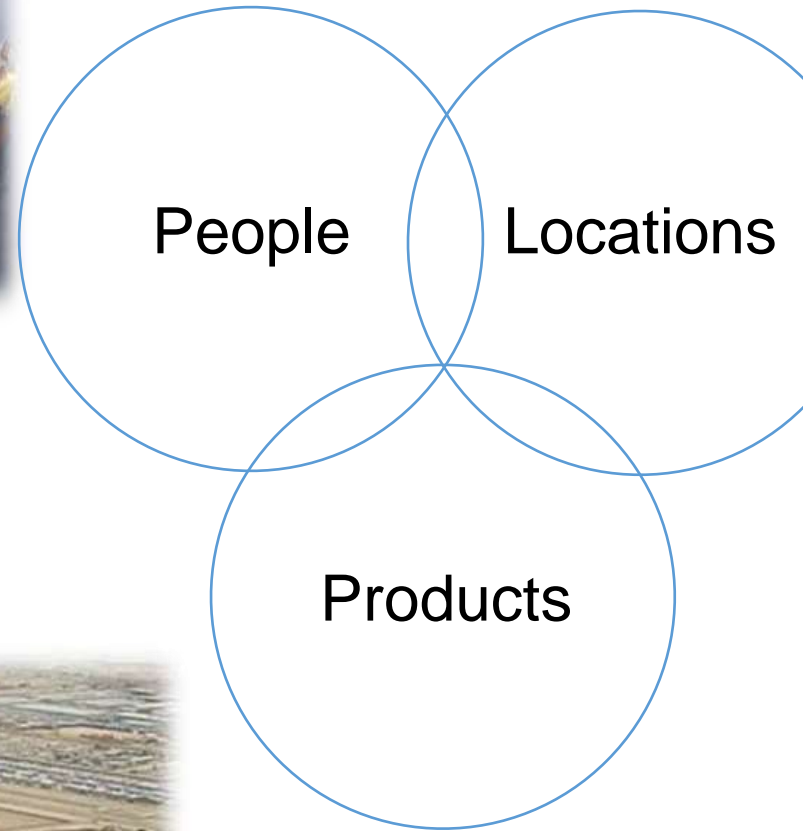
Project 3



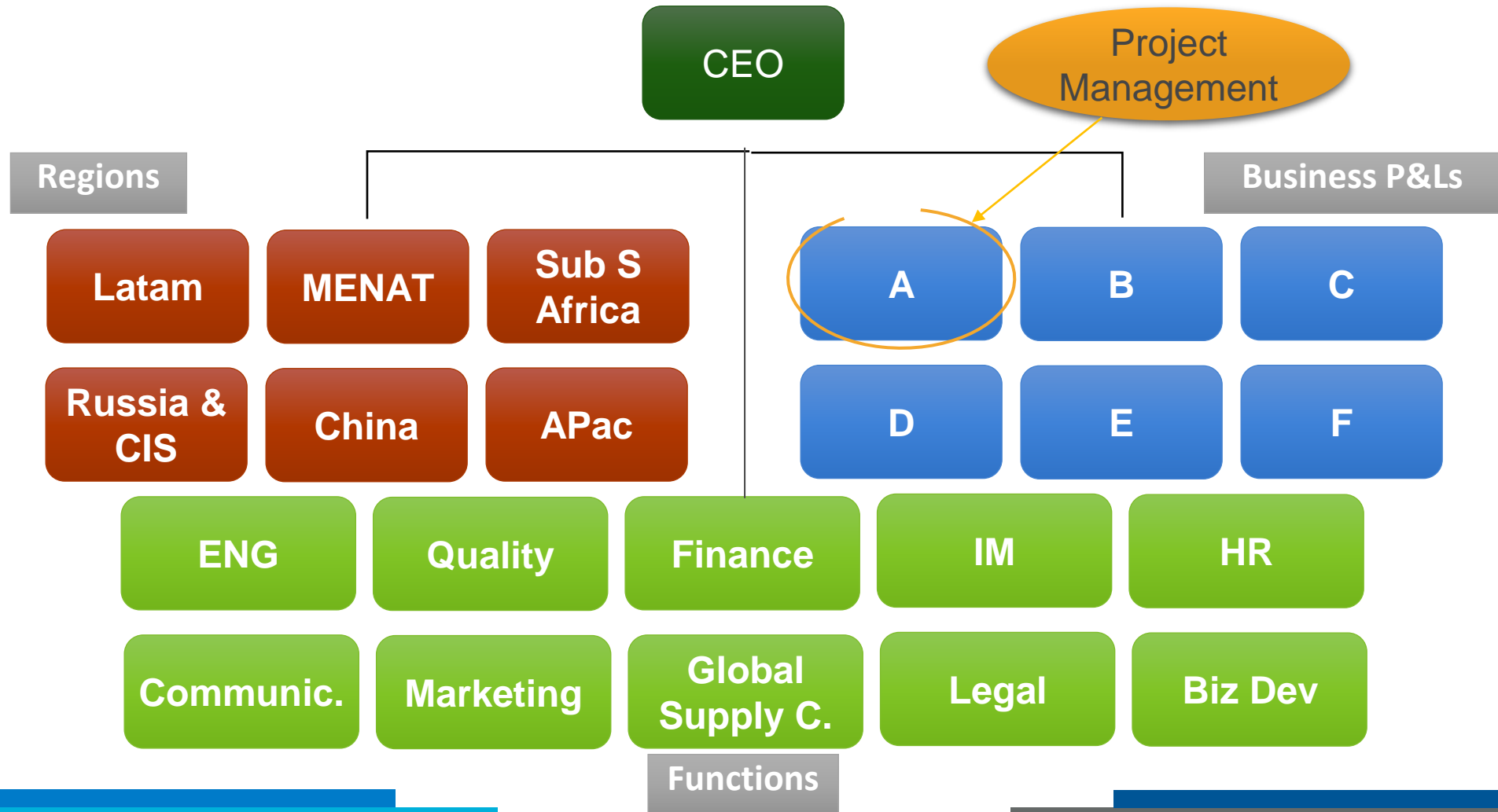
Project 4



Project 5



An Organizational Structure



C-Suite

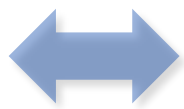
Sales Force

Project Directors

Financial Planning

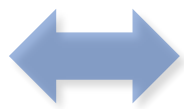
Biz Objectives

- Customer Sat.
- Profit, rate %
- CFOA
- Market Position



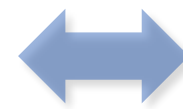
Opportunities

- Customers
- Projects
- Bids
- FEEDs



Project Mgmt

- Portfolio Analysis
- Planning
- Risk Management
- Stakeholders



Biz Model

- Orders
- Revenues
- Op Profit, rate %
- CFOA

Business Model

=

Project Management

+

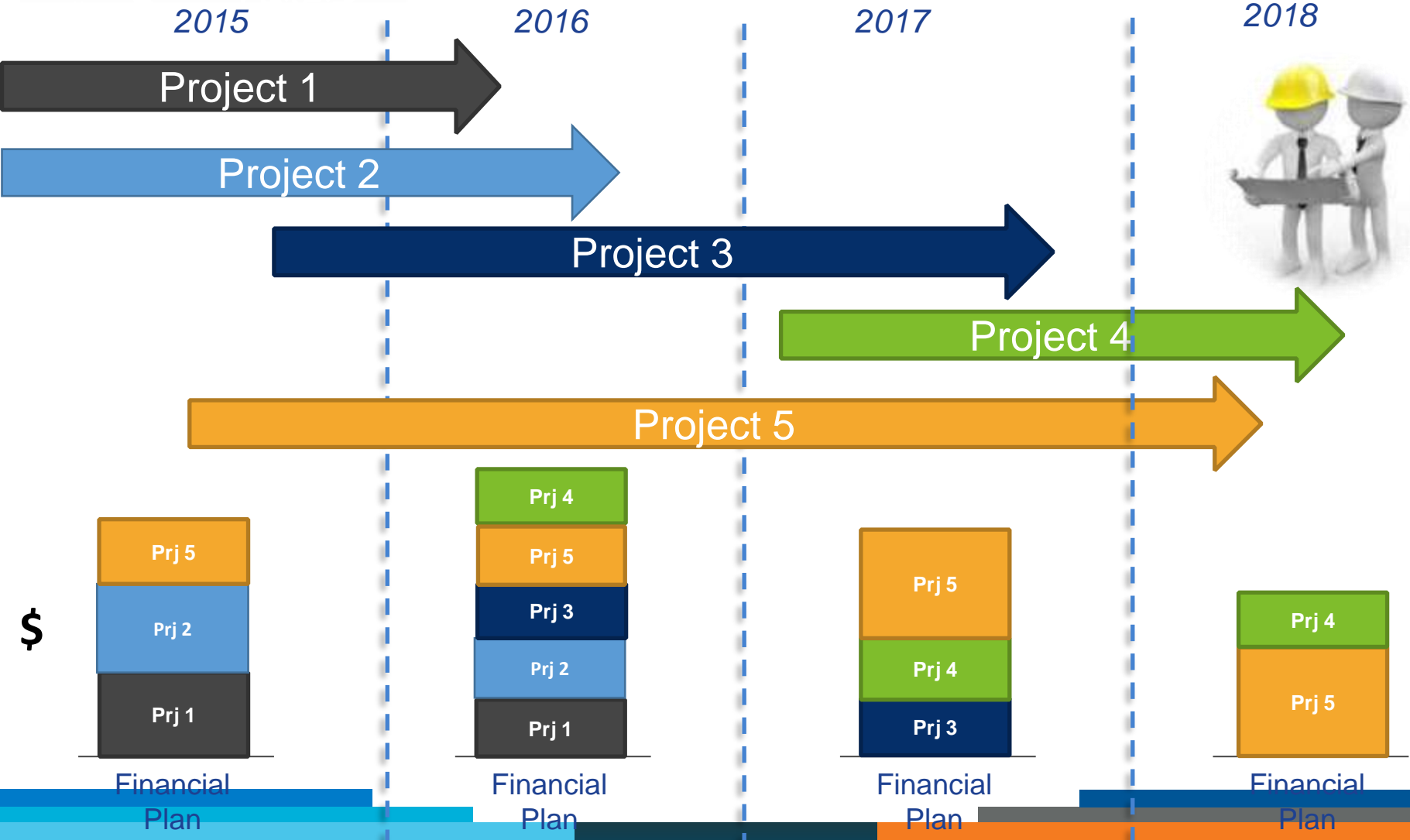
Financial Plan & Analysis

Dynamic loops between Project Directors & FP&A

Time & Competitiveness

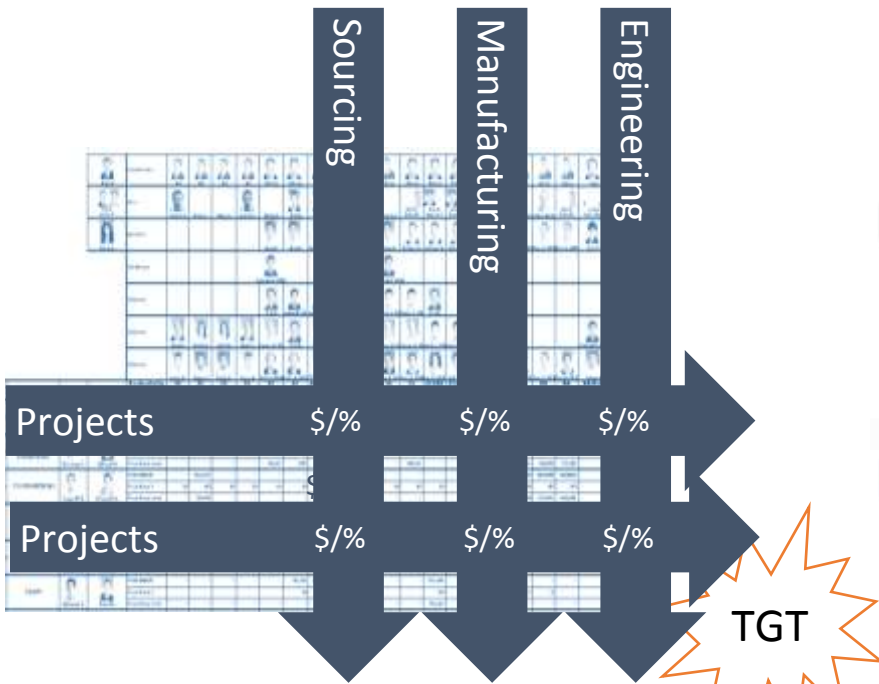


Project Schedule & Financial Plans

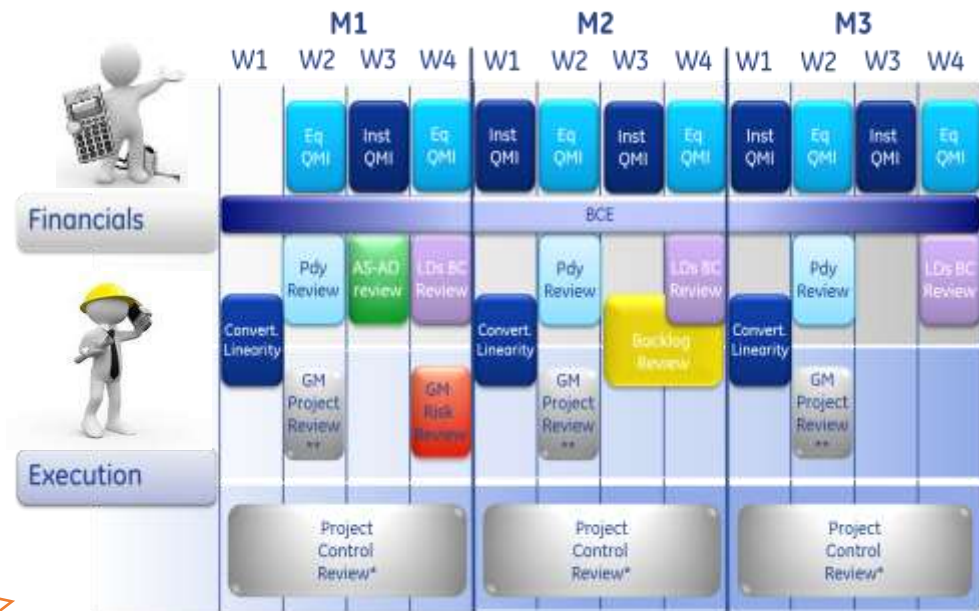


Portfolio Orientation & Implementation

Targets



Operating rhythm



PM & Funct. Measured on Same Target
Shared Team Accountability

Merge Project & Financial Rhythms to
drive all functions on a common goal

Project Directors...



...from Business Strategy to Portfolio Implementation...

...Delivering Results





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Thank You

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