# PMstudy
## Targeting success

# Corporate Overview

*Trusted Education Provider of Choice for 100,000+ Professionals Worldwide!*

**VMEdu Inc.**

40 North Central Avenue, Suite 1405. Phoenix, AZ 85004 (480) 882-0706

**Sales & Marketing |** marketing@pmstudy.com

# PMstudy: Your Corporate Training Partner

PMstudy is a brand of VMEdu, Inc., which is a Project Management Institute (PMI)® approved Global Registered Education Provider. PMstudy specializes in providing quality online and classroom project management courses and is recognized for its tremendously successful 4-Day Project Management Professional (PMP)® Exam Prep Bootcamp Course. With over 60 prescheduled, open classes per month, PMstudy is a leading training provider for PMP® Exam prep.

Corporate Partners include American Express, JP Morgan Chase, Dollar General and Motorola. We also provide professional training in many countries throughout the world. PMstudy is owned and operated by VMEdu, Inc., a US corporation, incorporate in Frederick, Maryland.

## What makes PMstudy unique?

PMstudy is a global brand for training which empowers industry professionals with knowledge and skills to gain competitive advantage in their respective organizations.

We work with leading organizations and industry professionals across public and private sectors. Our quality, cost effectiveness, flexibility and scalability allow us to deliver training in a way that no one else can. We have deep functional and industry expertise and the breadth of geographical reach.

## Why choose PMstudy?

### Training Expertise & Experienced Faculty

Our mission is to provide training solutions commensurate with industry best practices and leading edge learning methods. Our classroom training methodology employs quality study materials with relevant case studies, examples and role plays led by our expert faculty. All of our faculty members are PMP® certified, with more than 15 years of industry/project management experience in diverse fields including IT, construction, finance, government, army, consultancy services, etc. For instructor bios, visit our website at www.PMstudy.com/instructors.asp.

### Flexible Delivery

Classes can be conducted on-site at your location or the training venue can be provided by PMstudy. For corporate dedicated classes, we can also tailor the training modules to suit the needs of the organization. Weekend and after-hour training schedules can also be accommodated.

### Outstanding Service Excellence

A member of our faculty is assigned as a dedicated account manager to each corporate client. The account manager is a Senior Faculty member, and barring any schedule conflicts, the same instructor will be assigned to the courses for the corporate clients.

> "I want to thank you again for the fantastic support you've provided to American Express. Thank you!"
>
> **Donald Brown, PMP**
> American Express

### Competitive Pricing and Value for the Money

Our Corporate Training Partners also receive discounts for dedicated on-site corporate classes making the PMstudy courses the best value for your money in today's marketplace.
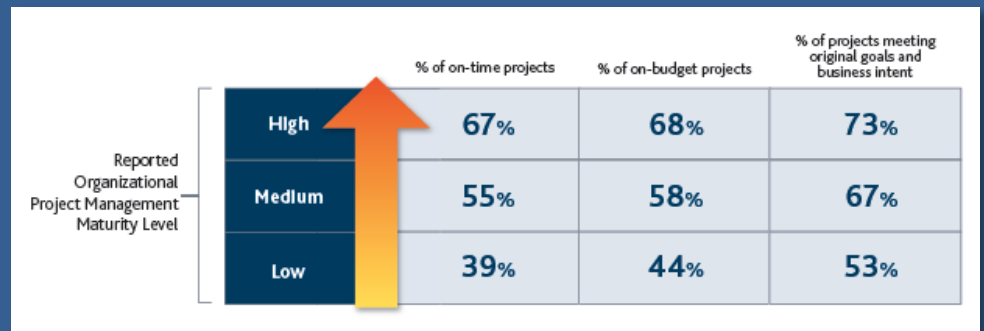
# Why Invest in Project Management Training?

## Organizational Project Management Maturity = Successful Projects

Project Management Institute (PMI)® is the world's leading not-for-profit membership association for the project management profession. From their 2012 Pulse on the Profession Survey, investing in Project Management is the key to greater corporate returns.

2012 Pulse on the Profession Key Findings:

*"Slow economic growth, shifting global market priorities, and a push for innovation all contribute to today's complex business environment. Management strategy continues to focus on doing more with less, and many executives are still in search of "the one big thing" that will drive results and get them back on track.*

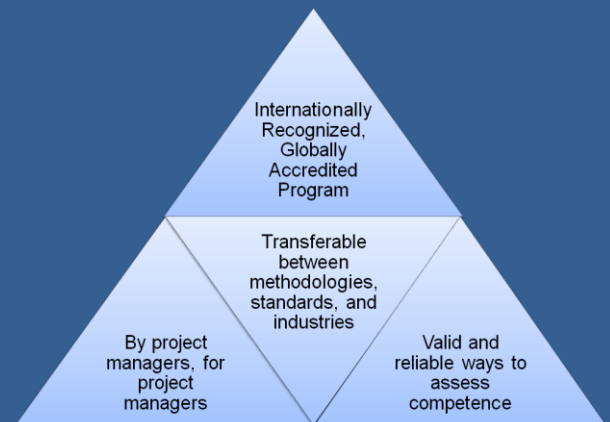| Reported Organizational Project Management Maturity Level | % of on-time projects | % of on-budget projects | % of projects meeting original goals and business intent |
|---|---|---|---|
| High | 67% | 68% | 73% |
| Medium | 55% | 58% | 67% |
| Low | 39% | 44% | 53% |

*The 2012 Pulse suggests that rather than relying on an elusive magic bullet, organizations can improve performance, reduce risk, save money and earn a greater return on investments through **excellence in basic project management execution**."*
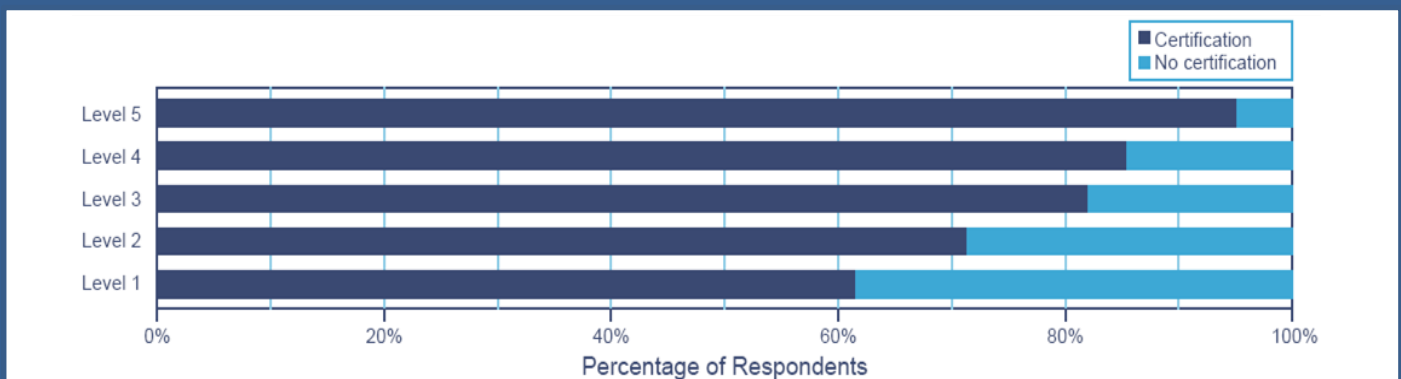
## Benefits of PMI® Credentials

- Credentialed project managers are tied to improved project performance
- 80% of high-performing projects use a credentialed project manager
  - ✓ Most commonly held PM certification was the PMP®

*PricewaterhouseCoopers Insights and Trends: Current Programme and Project Management Practices*

Internationally Recognized, Globally Accredited Program

Transferable between methodologies, standards, and industries

By project managers, for project managers

Valid and reliable ways to assess competence

## Higher Maturity Organizations have Higher Certification Rates:



Certification / No certification

Level 5, Level 4, Level 3, Level 2, Level 1

Percentage of Respondents

# Why PMstudy?

We provide world-class service to our corporate clients and students. As a trusted global education provider to top Fortune 500 companies, we can scale with your needs, no matter what the size.

## A Leading Provider

- 80+ Faculty Worldwide
- 100,000+ successful students
- Students from 150+ countries, 3500+ companies
- Global presence with offices in 6 countries

## Proven Quality

- Success Rate of 98.7%
- 94% Vendor Satisfaction Rating by Dun & Bradstreet
- Highly Qualified & Experienced Faculty
- Great Feedback from our Past Students

## Effective Delivery

- Traditional Classroom
- Online Self-study Courses
- Corporate On-site Training
- Customized Training Modules & Case Studies for Corporates
- Phone Apps

## Great Price

- Great Price & **Value for Money** for Quality Professional Training
- Exam Retake Policy
- Moneyback Guarantee Policy

**Our Students Say It Best...**

*I did indeed pass the PMP. The course was well organized and the faculty's high energy delivery and thoroughness made the class even better.*

*Jonathan Rivera, PMP Deloitte*

*I'm the new PMP in town. We have a 100% class success.*

*Denise Velez, PMP Motorola*

I took my exam and passed. Thank you for being so well organized and doing such a great job. It was the best professional training I have ever received.

Lynette Stehr, PMP ABS Consulting

**\*  Refer to Additional Information Section for PMP® US/Canadian faculty sample list and Dun & Bradstreet Vendor Satisfaction report**

# Partial Client List

### Airlines

Emirates
JET AIRWAYS

### Food

Cadbury
BURGER KING

### Technology

AMD
DELL
acer
Apple
HCL
MOTOROLA

### Government

Sandia National Laboratories
NASA Jet Propulsion Laboratory — California Institute of Technology
EXCHANGE — Army & Air Force Exchange Services
DEPARTMENT OF THE NAVY UNITED STATES OF AMERICA

### IT Solutions

ConceptSolutions
GTS — GLACIER TECHNICAL SOLUTIONS
RAPIER SOLUTIONS, INC. — Technology – Engineering

### Retail

TESCO
DOLLAR GENERAL — Save time. Save money. Every day!

### Telecommunication

ERICSSON
Americatel
AT&T
MOTOROLA
AOS — An SES-GS Company

### Environmental

SEC

### Healthcare

MultiCare — BetterConnected
Children's Hospital LOS ANGELES — We Treat Kids Better
Kohl's Cares
BlueCross BlueShield
COVENTRY Health Care
Roche
CTIS

### Logistics

FedEx
AMG

### Energy

SunEdison — simplifying solar
nationalgrid
bp

### Manufacturing

PLYMOUTH TUBE CO USA — Your preferred solution for tubing and near-net shapes
Intelligrated
BOSCH
Electrolux
3M

### Internet

Ameri-Kart
Aol.
PayPal

### Media & Entertainment

UNIVISION.com

### Automotive

GM
HONDA

### Software

Adobe
TAPESTRY SOLUTIONS

### Consulting

accenture
IFAS
tiree
LMI
CELERITY CONSULTING GROUP
ERNST & YOUNG
AllianceData.

### Education

GENESIS GROUP INC.
PJC
AMERICAN UNIVERSITY

### Financial services

Ameriprise Financial
BARCLAYS
MetLife
AMERICAN EXPRESS
JPMorgan
HSBC
RBS — The Royal Bank of Scotland Group
FARMERS
ABN·AMRO

# PMstudy is Part of the VMEdu Family

Boasting over 400,000 students worldwide, VMEdu is the training provider of choice for professional education in the Global Market (US, UK, Canada, Germany, Australia, India and many other countries).

As part of the select group of Accredited Training Organizations (ATO) and Global Registered Education Providers (R.E.P.) accredited by APM Group, UK; CSME, US; and PMI®, we are a leading training provider specializing in conducting quality classroom training to prepare students for ITIL® certification, PRINCE2® certification, PMP® certification, CAPM® Certification, Scrum and Agile certification Exams.

We possess institutional capability to not only offer customized courses to our clients, but also to train their employees on their own premises, if they so desire.

# VMEdu Inc.

VMEdu is one of the largest training providers in the Professional certification space. Having trained more than 400,000 professionals from over 3,500 companies across industries, VMEdu has a wealth of know-how and experience to deliver world class training to its clients across a spectrum of industries and business areas.

At VMEdu we really understand the needs of our clients and we strive to allow them maximum flexibility to choose a suitable mode of training. We have developed a world class 'Learning Management platform' that enables us to provide training to clients through a customized mix of the following modes:

- ✓ Traditional Instructor-led Classroom
- ✓ Online Self-study
- ✓ Live Online, Instructor-led Virtual Classroom

The course content is specially customized to the client/organizations' needs and taught by our 100+ global faculty, who are industry experts. This has helped VMEdu become the preferred education training provider across the globe. It is evident in the fact that we have more than 40% market share in the majority of markets we are in, and are growing at a tremendous pace.
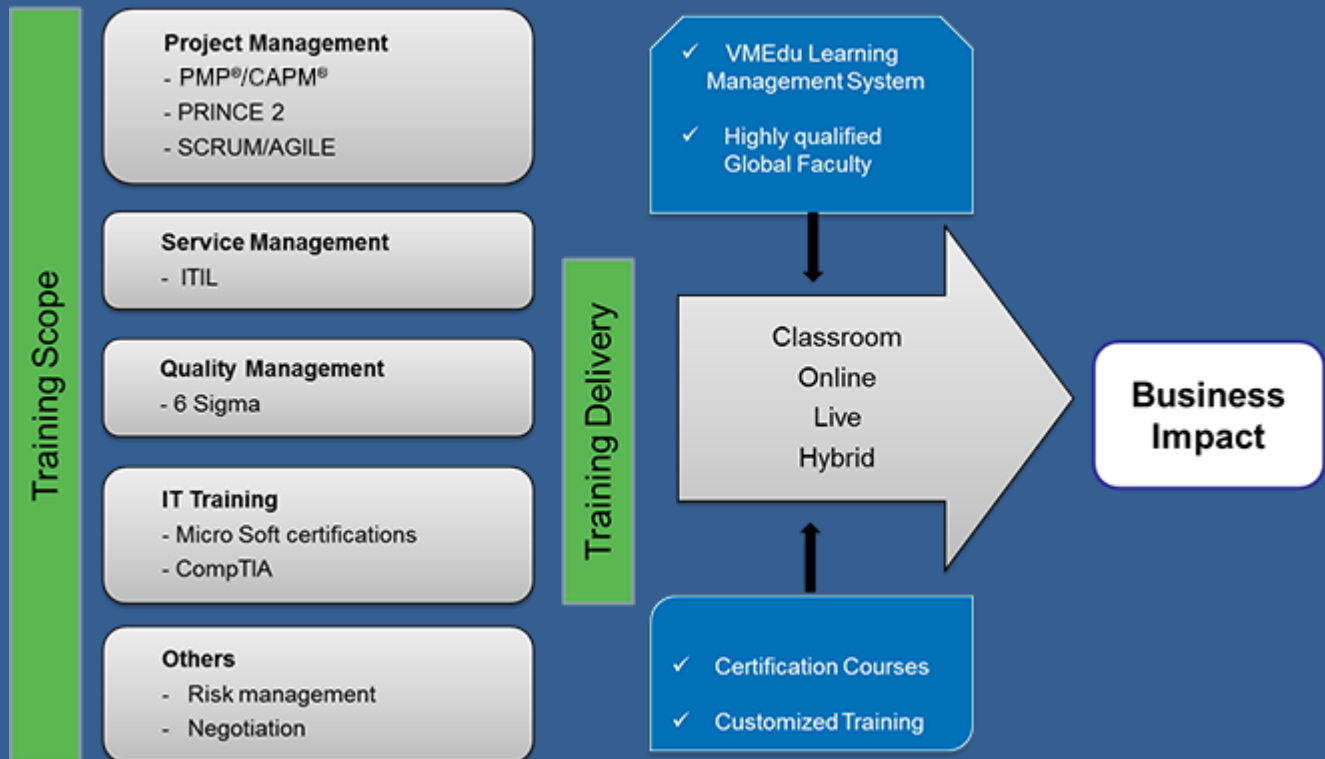
## SEQUOIA ❧ CAPITAL

We are proud to be funded by Sequoia Capital, a Californian venture capital firm located on Sand Hill Road in Menlo Park, California. The Wall Street Journal has called Sequoia Capital "one of the highest-caliber venture firms", and noted that it is "one of Silicon Valley's most influential venture-capital firms". The New York Times has called Sequoia "one of the top venture firms in the Valley" and has said that it is "among the most successful venture firms in Silicon Valley." The firm is known for the companies it has funded, and it estimates that 19% of the NASDAQ's value is made up of firms Sequoia has funded.

Sequoia has backed companies including Apple, Aruba Networks, Google, YouTube, PayPal, Cisco Systems, Oracle, Electronic Arts, Yahoo!, NVIDIA, Navigenics, Cotendo, Atari, Ameritox, Kayak, Meebo, Admob, Zappos, Green Dot and LinkedIn. The firm has offices in the U.S., China, India and Israel. Sequoia invests in companies all over the world. For more information, please visit: www.sequoiacap.com

# VMEdu Expertise



**Training Scope**

**Project Management**
- PMP®/CAPM®
- PRINCE 2
- SCRUM/AGILE

**Service Management**
- ITIL

**Quality Management**
- 6 Sigma

**IT Training**
- Micro Soft certifications
- CompTIA

**Others**
- Risk management
- Negotiation

**Training Delivery**

✓ VMEdu Learning Management System

✓ Highly qualified Global Faculty

Classroom
Online
Live
Hybrid

✓ Certification Courses

✓ Customized Training

**Business Impact**

VMEdu specializes in giving its corporate partners the best learning experience on Project Management Service Management, Quality management, IT training, Risk Management and Negotiation domains. The content of the training courses can be customized to suit the specific training requirement the organization or the team might have.

VMEdu is committed to give your organization the best combination of training delivery options. We understand that your organization may require different training delivery methods depending on several factors. For teams spread out geographically, or for organization wide adoption, online training delivery may be a suitable option. For a smaller group of employees who require hands on training a class room or a live virtual class room training delivery would enhance the training benefits. Classroom training can be conducted at the client site or at VMEdu premises.

# Global Footprint

**United States (Phoenix)**
VMEdu Inc.
40 N Central Ave. Suite 1405
Phoenix, AZ 85004

**United States (Frederick)**
VMEdu Inc.
4539 Metropolitan Ct.
Frederick, MD 21704

**United Kingdom**
Edusys Services  Private Limited
29th Floor,
One Canada Square,
Canary Wharf,
London,  E14 5DY

**Australia**
Edusys Services Pty Limited
Level 5, Nexus Norwest,
4 Columbia Court,
Baulkham Hills, NSW 2153

**Singapore**
Edusys Services Pte Limited
37A Hong Kong Street
S(059676)

**Germany**
Edusys Services GmbH
Kurt-Blaum-Platz 8
63450 Hanau / Frankfurt-Main

**India**
Edusys Services Pvt Limited
# 27, Santhosh Towers,
J.P. Nagar 4th Phase,
Bangalore - 560078

# Connect With Us

**Like us on Facebook**
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**Follow us on Twitter**
Join the conversation. Ask us your certification related questions and learn tips, tricks and best-practices.

**Subscribe  on Youtube**
Stay tuned for tips, tricks and experiences from those who know the best.

**Connect with us on Linkedin**
Join us and network with other professionals in your industry.

# Additional Information

# A Few of Our US/Canada Faculty



| | |
|---|---|
| **Daniel Montgomery** (MBA, PMP, PMI-RMP, PMI-SP, CAPM, ITIL Expert) | Daniel has several years of project management experience directing IT infrastructure, e-commerce and online marketing projects. With a background in software development and marketing, he has been a perfect fit for the liaison role between IT and the business units. With 15 years of experience in IT, Daniel has led many projects with firms like ReStocklt.com, Montgomery Consulting Inc., Nestle USA etc. He has successfully delivered a multitude of projects managing IT, day–to-day operational workloads of IT staff and quality control. Daniel holds a Bachelor's degree in Business Administration from the University of Southern California and an MBA from the University of Miami. In addition to his PMP, he holds the PMI-RMP$^®$ (Risk Management Professional), PMI-SP$^®$ (Scheduling Professional), CAPM (Certified Associate in Project Management) and 4 ITIL certifications in IT Service Management. A highly experienced trainer in the field of Project Management. |
| **Elizabeth Lynne Warren** (BBA, PMP, ITIL Expert) | Lynne has a proven track record of success in leadership positions as well as in a team environment. She has extensive experience coming from management and project related positions in a variety of industries which include: public utilities, technology, landscaping, residential construction, magazine publishing, and finally, independent consulting. She is highly skilled in employee management, career planning, and development. Her strength and proficiency were demonstrated when playing a key role on major projects including assembling and leading effective teams. She has enhanced her knowledge by doing professional development courses such as Chamber of Commerce Leadership Program, Facilitative Leadership, Psychology of Supervision, Intervention Skills, Team Problem Solving, Technical Writing, and Distribution Field Engineering Training Program. She has her Bachelor's in Business Administration from the American InterContinental University and is a certified Project Management Professional (PMP). |

# PMstudy Faculty

| | |
|---|---|
| **Audrey Phillips**<br>(MPM, PMP, ITIL) | Audrey Phillips is a certified Project Management Professional with over 11 years' rich experience in project management. Audrey has managed IT implementation projects in several U.S. Metropolitan school districts and is currently employed as a manufacturing project manager and technology engineer responsible for the development of end-of-line test and validation software for computer interface device and electronic production facilities located in Zhuhai, China and Juarez, Mexico. Audrey holds a B.S. degree in Telecommunications Management from Devry University and a Master's in Project Management from Keller Graduate School of Management. |
| **Barbara Siefken**<br>(PMP, ITIL, CSM, MS) | For the last 20 years, Barbara has applied her software and project management skills in product development, quality assurance, and sales. She holds a Bachelor's degree in Computer Science from Stony Brook University and a Master's in Computer Science from NYU-Poly. She is a certified Math 7-12 teacher, and has spent a year as a visiting professor on loan to Southern University. Projects at Texaco, Bell Laboratories, and Tektronix ranged from designing the STI graphics system to leading the QA program for the TDS oscilloscope project. More recently, she has helped a handful of startups to introduce new products and expand their markets. Barbara enjoys collaborating and is an active member of the Portland Chapter of PMI and the Lake Oswego ARES emergency communications team. Other training pursuits include the Entrepreneurial Edge, Dale Carnegie, and Miller Heiman. |
| **Eric Carter**<br>(JD, PMP, ITIL) | Eric Carter is a certified Project Management Professional (PMP) with over 15 years of experience as a business owner, project manager and consultant in various fields including law, auto industry and banking. His varied experience has given him a unique understanding of both project and program management. Eric holds a bachelor's degree in business economics and a juris doctorate. |
| **Charles Quansah**<br>(MSIT, PMP, ITIL) | Charles has over 14 years of experience in Information Technology (IT) and Business Operations Management. He has spearheaded a number of IT initiatives across leading organizations, ranging from streamlining multiple processes in IT projects in a Fortune 500 company, to upgrading IT systems which were deemed impossible to upgrade by expert consultants. Some of the companies he has worked for include Gannett-USA Today, Ritz Camera, and most recently Marriott International. In his current job where he serves as the Director of Information Systems, he is responsible for coordinating all Information Technology initiatives and managing a portfolio of projects directed at achieving the organization's strategic Information Technology objectives. His interventions have helped organizations realize huge cost savings and drastic increases in efficiency.<br>Charles holds a B. Sc. Information Systems from University of Phoenix and Master's in Information and Telecommunications Systems from the Johns Hopkins University. He holds professional industry certifications in four disciplines including the Project Management Professional (PMP) certification from the Project Management Institute (PMI). He is also a CSME certified ITIL trainer |

# PMstudy Faculty



**Corey T. Bailey**
(PMP, ITIL)

For over 20 years, Corey has been directing the delivery of IT services in customer facing roles. He has been a successful manager, coach, project manager, vendor manager and process change agent in small business and Fortune 500 environments. Corey has a track record of improving profitability and customer satisfaction with a focus on analytics and strong team work in challenging environments. He has been recognized for his contributions in the delivery of large project implementations on time and within budget by managing performance and closely tracking results. Corey has held executive management positions at ICL PLC, Fujitsu and JDL Technologies.



**Karen Lyncook**
(PMP, ITIL)

Having over 15 years of experience working on web, software, and systems implementation projects has provided Karen with a broad spectrum of knowledge and skills. Her previous roles encompass managerial positions in project management, procurement, production, data collection, client services, and editing in publishing, manufacturing, and printing industries. Karen's main focus has been on developing, implementing, and improving project and operational processes and procedures. She has an Honors in Psychology and holds a Master's certificate in Project Management from the Schulich Executive Education Centre. She is also PMP and ITIL certified with over 1500 hours of professional certification training experience.



**Magaline D. Harvey**
(PMP, ITIL)

Magaline Harvey is a hands-on, results-driven business and technology leader with 10 years of experience and has a successful record of working with companies ranging from start-up operations to Fortune 500 global entities. Her broad-based expertise includes project management consulting services to private and public businesses. She has been recognized as an empowering motivator and mentor with a unique blend of technical depth, interpersonal strengths, and business savvy; adept at building and leading diverse cross-functional teams and matrix management of complex projects.



**Ruth Kim**
(PMP, ITIL)

Ruth has over 15 years of professional experience, specializing in IT solutions consulting, supply chain management and project management. She has expertise in delivering IT software and system implementations, consulting and project management methodology implementation. She is currently a managing partner for a software company. Being a good practitioner and having a passion for IT services and project management, she has established and enforced PM standards for her project managers in her software consulting organization, and the organizations she worked for previously (including General Motors and Adexa). Ruth has completed her Bachelor's degree in Mechanical Engineering and has a Master's degree from Stanford University with concentrated studies in Organizational Behaviour Management and Team Based Design. She is a CSME certified ITIL trainer and has a very impressive list of satisfied students.

# PMstudy Faculty

**Sandra A Strech**
(MPA, CCTM, PMP, ITIL)

Sandra Strech has 15 years of experience in the field of project management. She facilitated highly visible Business Process Reengineering projects using excellent facilitation, leadership and presentation skills. She has developed federal and local government programs in health, human services and education and won an award for developing HIV Care Act program for the State of Illinois. Sandra wrote a Master's degree program for Southern Illinois University and created the Office of Institutional Research and Reports for Kishwaukee College. In San Diego, she developed a Department of Education program for the San Diego State University Foundation before working with the County of San Diego. Sandra holds a Master's degree in Public Administration with majors in Program Evaluation and Human Resources Management and a Bachelor's degree in Psychology. In addition to her PMP, Sandra is a Certified Community Transit Manager with more than 2500 hours of professional certification training experience.

**Scott Hamilton**
(PMP, ITIL)

Scott is a certified Project Management Professional (PMP) with over 15 years of experience in the disciplines of classroom training, business analysis and re-engineering, process consultation, and operational management. Scott worked for over 20 years at California State Automobile Association where his projects and training programs encompassed a diverse range of specialized areas such as IT, Mobile technology, Support Services and web-portal implementation. Scott holds a Bachelor of Arts degree from Sacramento State University where he studied theatre directing and production. Scott incorporates his theatre, business, and training background to provide his students with a learning experience that is both educational and entertaining. Scott says, "I enjoy all aspects of teaching and take pride in bringing such a valuable set of project management tools and processes to our business professionals."

**Torri Stokes** (CCNA, PMP, ITIL)

Torri has been working in the IT field for about 7 years with a focus on the manufacturing environment. She began her career as an Operations Manager working with an IT outsourcing company and later developed tremendous passion for Project Management. Currently, she is working as a Project Manager for Cisco Systems, Inc.. She also attended what was formerly known as NIT, National Institute of Technology (now Everest Institute) where she obtained a certificate in Computer Technology and Electronics. She then attended and obtained her Bachelor's degree from Siena Heights University in Adrian, Michigan. It was during this time that she had developed a strong interest in business management and marketing. This business interest along with her experience in computer technology background was the perfect complement to her career interest. Torri has a strong profile in Project Management with certifications like PMP®, CCNA and ITIL Certifications.

# D&B Vendor Rating Report

## Open Ratings

### Past Performance Evaluation

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**1. COMPANY OVERVIEW**

| | | **Past Performance Evaluation** | |
|---|---|---|---|
| **Primary Name :** | VMEDU, INC. | Report Date : | 07-03-2012 |
| **Alternate Name :** | VMEDU, INC. | Order Number | 1736741 |
| **D-U-N-S® :** | 00-623-5672 | | |
| **Address :** | 4539 Metropolitan CT Frederick, MD 21704 | | |
| **Telephone Number :** | +1 (301) 792-3099 | | |

**Company Information**

| | |
|---|---|
| Year Started: | 2009 |
| Year of Current Control: | 2009 |
| Annual Sales: | $ XXXXXX |
| Total Employees: | XXX |
| SIC/Line of Business: | 8299/Schools and educational services, nec |

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**2. SUPPLIER PERFORMANCE RATINGS**

The supplier's overall performance rating is an assessment of predicted performance. Ratings are on a scale from 0 to 100, where 100 represents the highest level of customer satisfaction. The SIC-level benchmark indicates how the supplier's overall performance rating ranks in comparison against peers.

**Overall Performance Rating** 94 ○○○○○

**Overall, how satisfied do you feel about the performance of this company during this transaction?**

SIC/Quintile: Bottom ▢▢▢▢▢ Top

SIC: 8299/Schools and educational services, nec

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**Detailed Performance Ratings**

Scale: 0  25  50  75  100

**RELIABILITY:**
How reliably do you think this company follows through on its commitments? — 95

**COST:**
How closely did your final total costs correspond to your expectations at the beginning of the transaction? — 97

**ORDER ACCURACY:**
How well do you think the product/service delivered matched your order specifications and quantity? — 95

**DELIVERY/TIMELINESS:**
How satisfied do you feel about the timeliness of the product/service delivery? — 94

**QUALITY:**
How satisfied do you feel about the quality of the product/service provided by this company? — 95

**BUSINESS RELATIONS:**
How easy do you think this company is to do business with? — 93

**PERSONNEL:**
How satisfied do you feel about the attitude, courtesy, and professionalism of this company's staff? — 96

**CUSTOMER SUPPORT:**
How satisfied do you feel about the customer support you received from this company? — 96

**RESPONSIVENESS:**
How responsive do you think this company was to information requests, issues, or problems that arose in the course of the transaction? — 96

# D&B Report Continued

## Open Ratings

### Past Performance Evaluation

**Business Name :** VMEDU, INC.
**D-U-N-S®** : 00-623-5672
**Report Date** : 07-03-2012

#### 3. DISTRIBUTION OF FEEDBACK

This supplier's ratings were based in part on survey feedback from past customers. This chart provides a breakdown of the survey responses received from customers in the last 12 months. For each of the survey questions, the responses, which were provided on a 0 to 10 scale, are categorized as "positive" (9 to 10), "neutral" (5 to 8), or "negative" (0 to 4).
The percentages of responses falling into each category are shown below.



Legend: Positive Feedback · Neutral Feedback · Negative Feedback

Categories: OVERALL PERFORMANCE, RELIABILITY, COST, ORDER ACCURACY, DELIVERY/TIMELINESS, QUALITY, BUSINESS RELATIONS, PERSONNEL, CUSTOMER SUPPORT, RESPONSIVENESS

#### 4. CUSTOMER REFERENCES SURVEYED

The most recent feedback obtained on this supplier came from companies in the following industries.
**SIC/Line of Business:**

7399/Not Available                     7389/Business services, nec

Number of surveys completed during the past 30 days is 4.