



METHOD

METHOD® provides a set of carefully designed and coordinated services with one single aim:

EXECUTING YOUR STRATEGY
through

EXCELLENCE IN ENTERPRISE
PROJECT MANAGEMENT

www.methodcorp.com

METHOD

Strategy

Position

METHOD® is the Middle East pioneer and leader in providing value-adding project, programme, and programme, and portfolio management services.

METHOD® has an unmatched track record. Since the year 2000, **METHOD®** has successfully provided numerous business services to clients in the Middle East: more than any other company in the field. These services include **PMO®** setup, **PMO®** staffing, **PMO®** process development, **PMO®** support, EPM tools development, deployment and customization, PM training and PMI® certifications.

METHOD® is highly focused and specialized. We provide innovative and value-adding solutions and services in the domain of Project Management, period.

METHOD® also has its own proprietary PM solution that capitalizes on over 16 years of rigorous experience in working closely with hundreds of corporate clients to customize and deploy PM solutions in various industries.

As one of our clients puts it: "Project Management is **METHOD®**".



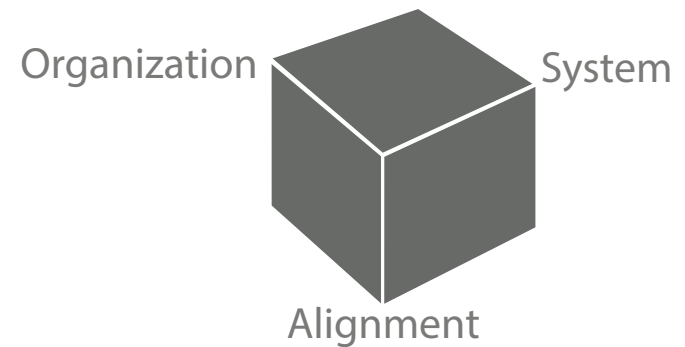
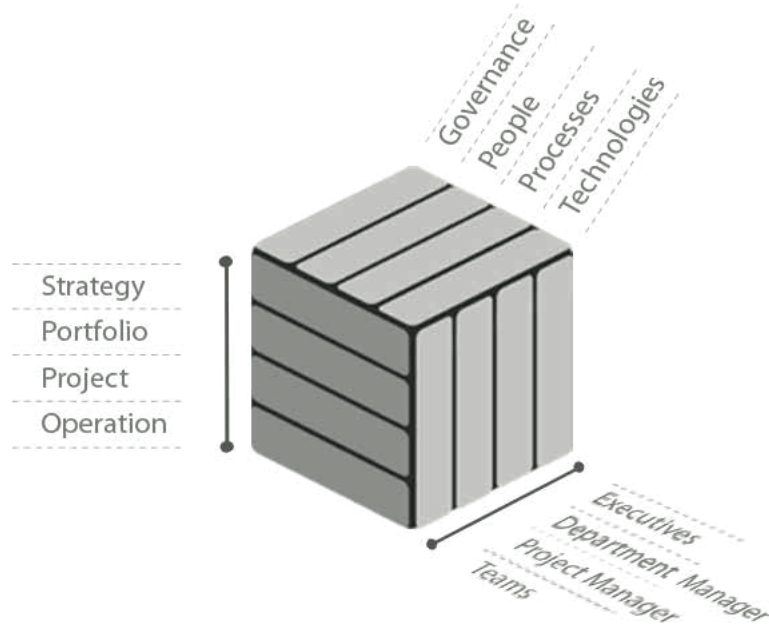
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The **METHOD**® spectrum of offerings is aimed at truly helping organizations execute their strategies:

An organization is multi-dimensional. Paying attention to its main dimensions is a key for any initiative to succeed and thus for the organization to succeed in executing its strategy and realizing its vision.

One of the key dimensions is the alignment dimension. Alignment of the work of the organization (or mainly its projects) with its vision and strategic direction. **METHOD NAHJ**® (pages 8 & 9) streamlines, governs, automates and enforces this alignment.



Another dimension is the system's dimension. This is not only software, but includes the people and process elements of the system, the integration and interface between people, and the process and tools, towards creating value. **METHOD PMO**® offerings (page 6) contain all the needed elements for optimizing the interface between people, process and tools trio including training solutions (pages 14 & 15), processes development and customization and technology implementation (page 10).

The third dimension is that of the organization, and the interfaces, vertical and horizontal, in the organization. The communication of the right information to the right persons, at the right time, and in the right format. **METHOD NAHJ**® (pages 8 & 9) provides the perfect platform needed for this.



The **METHOD**[®] Philosophy

Our Vision

METHOD[®] is committed to being the **provider of choice for aspiring people and organizations, seeking a competitive edge through Enterprise Project Management in the Middle East.**

Our Mission

We work with **clients** who are result-oriented and serious about strategy execution. **Our Mission** is to **build** our clients' capacities to **successfully execute projects** that fulfill organizational **strategy**.

Three basic attitudes help us realize our Mission:

➤ Our Clients are our Partners

We partner with leaders and their teams. We are with them on the ground; sharing facts, bringing focus, engaging stakeholders, and evolving organizational culture to become execution-driven. We develop individuals and inspire them to become exceptional project leaders.

➤ Our People are Doers

We seek talented and committed individuals, challenge seekers who are experts in their fields. We nourish this spirit and build their capabilities and leadership skills at every level and every opportunity.

➤ Our Passion for Innovation

The core of our innovation is our solid grasp of Enterprise Project Management and a relentless pursuit to devise modern tools and techniques that bring relevance and value to our clients.

METHOD[®] Promise

We will work with you, side-by-side, to build a Best-In-Class Enterprise Project Management system and cultivate a culture that focuses on what matters most; effective execution of your corporate strategy.

The **METHOD**® Advantage

Strategy consultants help clients develop a clear and quality strategy for the organization. However, few can help the client translate this strategy into real value on the ground.

On the other side of the spectrum, many consultants will push software packages on their clients, claiming that they will drive quality in their clients' business. However, clients soon find that the software is overwhelming and not aligned with their strategy.

We understand strategy, because we have to align to it, as a starting point, not as an end; and we understand technology, as a tool, not as a goal by itself, because we have to use it to fulfill the needs of our clients. **METHOD**® creates value-adding systems of people, processes, and tools that work together synchronously to execute organizational strategy through excellence in Enterprise Project Management.

Furthermore, **METHOD**® is highly specialized: we are focused on Project Management. We do not want to be everything for everybody and we do not think anybody can be. We provide innovative and value-adding solutions and services in the domain of project management, period.

This is the **METHOD**® Advantage.



1st Member of the **Registered Consultant Program - RCP®** with PMI® in the Middle East and the 4th in the World.

1st **Global Registered Education Provider - REP®** in the Middle East.

1st to integrate **Microsoft EPM®** with **PMI's® Customized Processes** in the World.

1st Project Management Consulting firm in the Middle East to build its own Proprietary comprehensive, yet modular, solution **Automating Best Practices from Demand to Closure...**

1st to graduate **PMPs®** in Jordan.

1st to develop the **Project Management Body of Knowledge Book (PMBOK)®** in Arabic in the World.

1st to fully develop and offer an **Arabic Online PMP® Certification Preparation Training** in the World.

1st Providers of complete **EPM®** system covering **(People, Processes, Tools)** in the Middle East and among pioneers in the world.



2,000+



Corporate Clients
Served

35+



Contributed to
Projects Valued in
\$Billions

16,000+



Graduates

1,200+



Courses Taught

25+



PMO® Setups
(in KSA alone)

16+



Years in Business

Our Offerings In Strategy Execution through Excellence in Enterprise Project Management

One of the most difficult challenges facing organizations is translating strategy into action. Applying project management methodologies, **METHOD's®** strategy execution services give organizations the tools they need to put strategies into action and further their visions.

Before recommending solutions, we look at your current methodologies, processes, and governance structures, and develop a roadmap which begins exactly from where you are right now, not a step behind, nor a step ahead, putting you on a path of continuous improvement towards excellence in Enterprise Project Management

METHOD's® Strategy Execution Services include: Project Management Office setup, Enterprise Project Management tools, and Organizational Assessment, in addition to offering a variety of customized solutions/engagements individually tailored to meet the specific requirements of our corporate clients.

Project Management Office Setup (PMO)®

There is a misconception related to the Project Management Office; many people think that it is a one-size-fits-all service for all organizations. We have seen many organizations copy a PMO setup from one company to try to implement it within their own.

METHOD® takes an Enterprise approach to Project Management Office development. We facilitate the creation and development of your PMO®, so that it is rooted within the heart and across the span of your organization, naturally producing a more effective instrument for strategic delivery and bottom-line impact. We work personally with your team to facilitate the acceptance and seamless integration of the PMO throughout all levels and departments, and custom tailored to fit your organization precisely.

Our specialists have the expertise to aid existing and new PMOs in clearly understanding stakeholders' needs, the strategic value, and mission of the PMO. They communicate and collaborate with stakeholders to manage expectations and ensure value of the PMO function for all departments of the organization and its constituents.



METHOD PMO® Office

Unique Track Record

As early as the year 2000, **METHOD®** assumed its role as the de facto leader of the project management professional services domain in the Middle East, starting-out in Jordan and then spreading across Gulf countries (mainly Saudi Arabia) and others. The extent of **PMO®** engagements **METHOD®** has completed since 2000 is possibly unmatched in the area, considering the number of PMO **METHOD®** has built, the quality of the results, and the size of projects that **METHOD PMOs®** are managing.

Below is a short sample of **METHOD's®** successful **PMO®** setup engagements from only the past five years in KSA alone:



The Saudi Fund for Development – Riyadh, KSA
Industry: Governmental
Project Scope: Build and Operate a **PMO®**



Prince Sattam University – Kharj, KSA
Industry: Education
Project Scope: Build and Operate a **PMO®**



University of Tabuk – Tabuk, KSA
Industry: Education
Project Scope: Build and Operate a **PMO®**



Municipality of Tabuk – Tabuk, KSA
Industry: Municipals
Project Scope: Build and Operate a **PMO®**



Municipality of Eastern Province – Dammam, KSA
Industry: Municipals
Project Scope: Build and Operate a **PMO®**



King Abdul-Aziz University - Jeddah, KSA
Industry: Education
Project Scope: Build and Operate a **PMO®**



Saudi Ports Authority – Riyadh, KSA
Industry: Governmental
Project Scope: Build and Operate a **PMO®**



Taibah University – Al Madina Al Munawara, KSA
Industry: Education
Project Scope: Build and Operate a **PMO®**



General Authority of Civil Aviation – Jeddah, KSA
Industry: Aviation
Project Scope: Build a **PMO®**

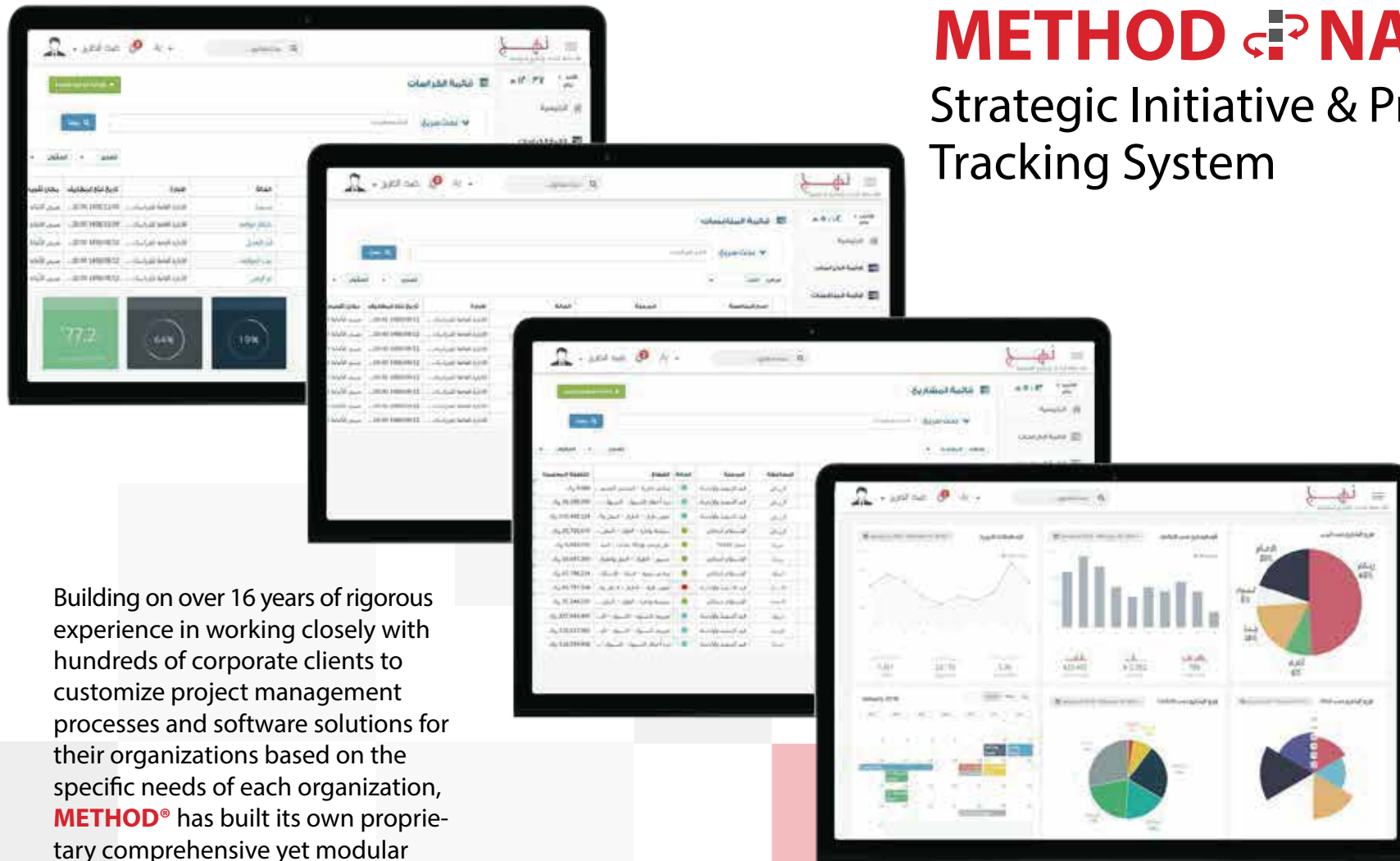


King Abdul-Aziz Foundation – Riyadh, KSA
Industry: Governmental
Project Scope: Build and Operate a **PMO®**

Our Offerings In: Strategy Execution through Excellence in Enterprise Project Management

METHOD NAHJ®

Strategic Initiative & Project Tracking System



Building on over 16 years of rigorous experience in working closely with hundreds of corporate clients to customize project management processes and software solutions for their organizations based on the specific needs of each organization, **METHOD®** has built its own proprietary comprehensive yet modular solution: **METHOD NAHJ®**

METHOD NAHJ®

System Modules: From Demand to Closure; Best Practices Automated!

The Pre-Project Stages

METHOD NAHJ® covers the areas of Strategic Initiative & Demand Management with core and practical portfolio management functionalities including project prioritization and selection. The system covers areas like Demand Input, Classification & Scoring, Demand Dashboarding and demand to Project Promotion.

In a nutshell, the output of this module would be project ideas (or demand) that have been challenged against the organization's mission, vision and strategic goals. Those would then be ready to be passed over to the Project Procurement stage.

The Project Procurement Stage

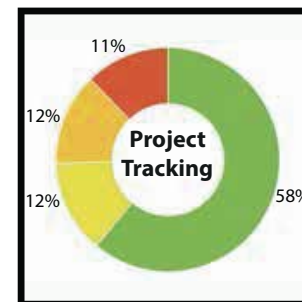
METHOD NAHJ® turns project ideas to actual projects that are ready to be kicked off.

At this stage, **METHOD NAHJ®** covers areas like Vendor Input, Vendor Classification & Scoring, RFP Management (Draft / Approve / Finalize / Announce / Sell), Proposal Management (Receive / Check / Evaluate / Score / Recommend / Award) and Contract Management (Draft / Approve / Sign / Announce).

The Project Tracking Stage

METHOD NAHJ® boasts **METHOD®** 16 plus years of experience with owner perspective project management.

At this stage, **METHOD NAHJ®** covers areas like Project Monitoring & Tracking (Dashboards & Reports), Milestone & Vendor Invoice Management (Receive / Check / Approval Stages / Settle), Vendor Management (Communication, CRs, Warnings, Penalties, etc.) and finally project lessons learned and Closure.



METHOD NAHJ® is a dynamic, modular, practical and scalable strategy execution software solution aimed at bridging the strategy execution gap by covering the automation part of "Strategy Execution through Excellence in Enterprise Project Management", which is the core of **METHOD®** expertise and offerings.

A core purpose of **METHOD NAHJ®** is to help your organization align its projects with its Vision and strategy; or moreover, its direction. Another intrinsic value of **METHOD NAHJ®** is its ability to foster coordination and collaboration within and across teams to successfully prioritize, select, procure and manage projects to execute strategy.

METHOD NAHJ® is geared towards medium to large government and private sector clients. While is mainly designed to serve the project owner perspective, it can be fully integrated with project management tools used to manage projects from the vendor (contractor/ supplier/ service provider/ Projects' Teams) side

Our Offerings In: Strategy Execution through Excellence in Enterprise Project Management

Enterprise Project Management (EPM)[®]

METHOD[®] customizes EPM[®] solutions to work efficiently and effectively within the fabric of your organization's internal culture, processes, and systems. We focus on the collaboration of project stakeholders towards achieving objectives. We develop customized working platforms to encourage and aid each stakeholder in achieving project objectives. Our EPM[®] solutions are designed to bring structure and visibility to your projects, assisting your team in planning and tracking existing projects. We give your team the tools to continuously monitor how individual projects are performing, providing the organization's management with early warning indicators to act upon minimizing project risks.

Below is a short sample of **METHOD's[®]** successful EPM[®] engagements. Naturally, all of **METHOD's PMO[®]** engagements, mentioned on previous pages, include EPM[®] setups



Royal Hashemite Court – Amman, Jordan
Industry: Government



Orange – Amman, Jordan
Industry: Telecom



General Organization for Social Insurance –
Riyadh, KSA
Industry: Government



Zain – Amman, Jordan
Industry: Telecom



National Center for Assessment in Higher
Education – Riyadh, KSA
Industry: Government/Education



Rajhi Bank – Riyadh, KSA
Industry: Banking



Consolidated Consultants – Amman, Jordan
Industry: Construction Management



Ahli Bank – Amman, Jordan
Industry: Banking

Organizational Assessment

Applying the best-practice principles of Project Management Methodology, **METHOD's[®]** Organizational Assessment identifies inherent strengths as well as opportunities for improvement within your organization. Our assessment provides organizations with a benchmark for your processes, people, and tools, as compared with global standards for best-in-class, providing you with a clear picture for exactly where your organization wants to reach. Using our signature approach, **METHOD[®]** assesses the organization and develops recommendations with a people-centered focus; understanding that it is people who run the systems, use these tools, and make up the culture.

Our Offerings In: Project Support Services

Our team of experts has been supporting the success of projects for over two decades, across more than twenty industry sectors. With specializations in project management certification, training, consulting, and other PMI® best practice services, our team has the resources to ensure that your projects begin, continue, and end in success.

METHOD's® project success support services include: Project Management Staffing, Project Health Check, Support Services, and Enterprise Resource Planning (ERP).

Project Management Staffing

Today, there is a flood of individuals who market themselves as project managers, but do not implement industry best-practices. **METHOD®** is in a unique position to help organizations with project management staffing. Over the past 16 years, through our networking events, training, certification programs, and our consulting engagements, we have developed a comprehensive database of thousands of professionals in the region, including many whose abilities and skills we have firsthand knowledge of.

To accommodate our clients' varying needs, we offer three options for Project Management Staffing:

- Subcontracting: on a "time and material" basis, meaning that we provide project managers on a monthly basis.
- Recruitment: this option involves recruiting the candidate directly.
- Subcontracting with the option of recruitment: some companies prefer to begin with a subcontract from **METHOD®**, with the option of recruiting.

Project Health Check

Project Health Check is a support service which **METHOD®** offers to independently assess your project and identify risks and challenges inherent in current projects. Using the PMBOK® (Project Management Body of Knowledge) Best Practices benchmark for assessment, our specialists will measure the compliance and effectiveness of your ongoing project, gauging the project's ability to meet its objectives, and benchmarking project management activities' compliance against the organization's project management methods.

Logistical Support

We understand that a lot of support is needed to successfully execute any project. For this reason, **METHOD®** provides additional support services for large projects. This might include staffing, setup, travel arrangements or other logistical support needed to get on the ground and rolling. Our clients find this service particularly beneficial for large-scale training projects. **METHOD®** not only provides assessment and training solutions, but manages the project from training room to accommodations. **METHOD®** managed training projects that involved training over 1000 trainees in a very short time.





Our Offerings In: Strategy Execution through Excellence in Enterprise Project Management

In many cases, our clients come to us with business requirements that do not correspond directly to any of our main offerings. We are always eager to serve, as long as these requirements fall within the domain of our expertise. This usually results in a customized solution fitted to meet the unique business requirements of our clients.

One of many examples is **METHOD's**® six-year engagement with the High Commission for the Development of Arriyadh (Arriyadh Development Authority, or ADA).

Maybe the best of many examples of carefully crafted solutions is **METHOD's**® strategic engagement with the High Commission for the Development of Arriyadh (Arriyadh Development Authority (ADA)).



الهيئة العامة
لتطوير مدينة الرياض

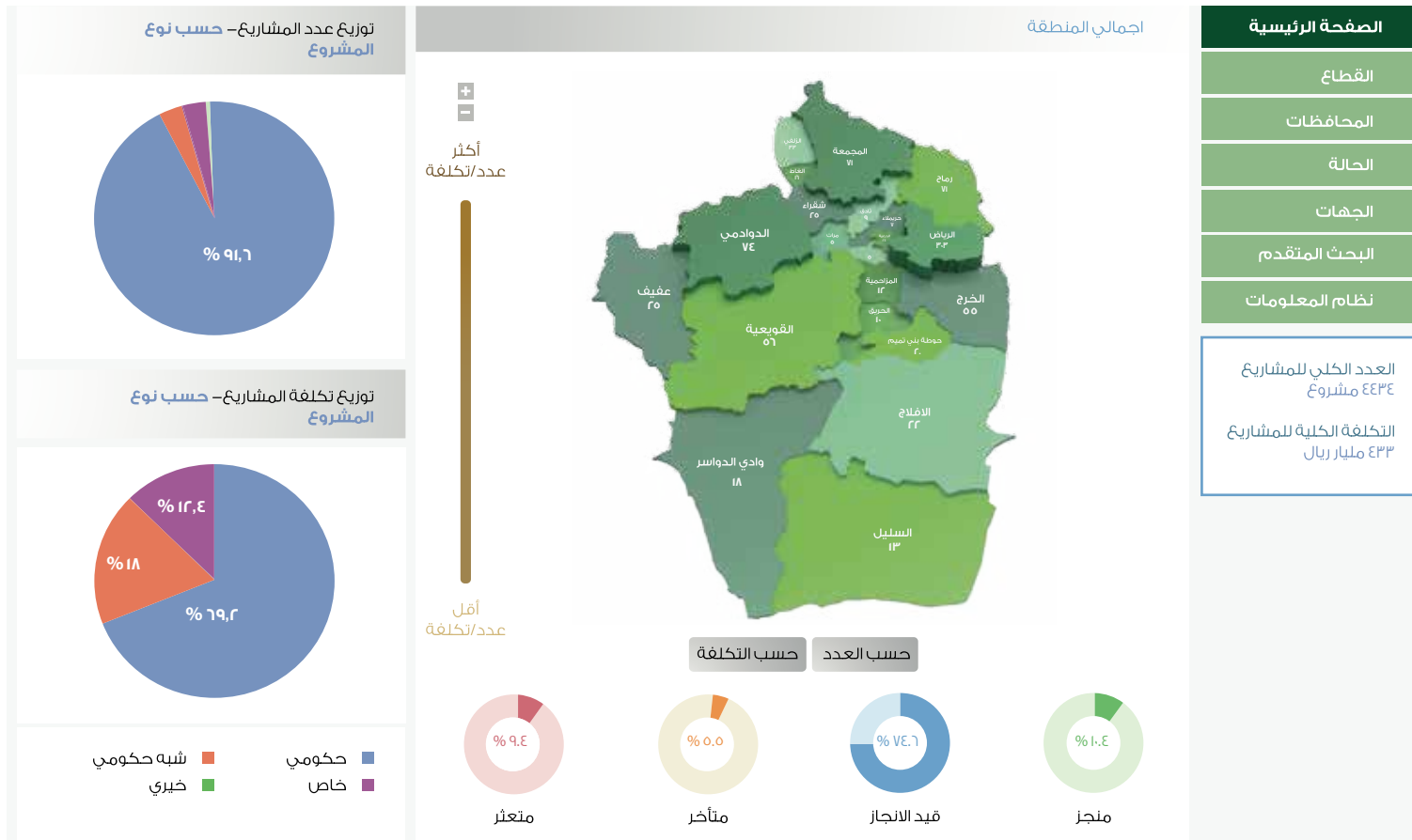
Starting in the year 2011, **METHOD**® was chosen by ADA to establish, operate, and continuously enhance a special programme intended to monitor, analyze, report on, and suggest recommendations for ADA's projects.

Specifically for ADA, **METHOD's**® software development department has built a special software solution that revolutionized the way ADA monitors SR 509,000,000,000 worth of projects. Furthermore, **METHOD**® provided ADA with an operation team, mobilized on the ground, that is dedicated to the continuous operation of ADA's project monitoring and reporting, an operation that includes the issuance, design, and publication of a high-visibility quarterly report that covers all ADA projects.

Our Offerings In: Strategy Execution through Excellence in Enterprise Project Management

نظام مؤشرات مشاريع منطقة الرياض

برنامج متابعة مشاريع منطقة الرياض Follow-up Program for Riyadh Region Projects



Our Offerings In: Learning for Individuals & Corporate Clients (Training Services)

Human Capital Development (Learning for Corporate Clients)

Our Private Learning (training) offering for Corporate Clients is basically a solution for Human Capital Development. These services are a set of business, technical, and soft skills tailored for organizations looking to gain a competitive advantage by developing their most important asset, their people. Human Capital Development in the field of project management is a pillar of project management maturity. Executives, line managers, project managers, and team members alike need to understand their roles and responsibilities in projects and what effective project management looks like.

Career Advancement (Learning for Individuals)

METHOD® has always been the provider of choice for aspiring individuals who want to advance their careers. **METHOD's®** Project Management Training and Certification program alone has helped advance the careers of thousands of professionals. Today, **METHOD®** graduates are among the business leaders of the region and around the world. Many of them are executives, chiefs, and directors leading and bringing positive change to their organizations.



Since the year 2000, **METHOD®** has graduated over 16,000 individuals who have finished over 1,200 courses. We are proud of the positive impact we were able to make on the lives of all those people and their organizations. We consider this to be one of the true definitions of a value-adding business.

How to develop effectiveness?

METHOD® focuses on Active Learning, not “training”. Active Learning gives a chance for attendees to participate in the sessions proactively and explore, rather than sit back and “get trained” by a lecturer. We focus on discussions that enrich the training, encourage differences in views, and like our attendees to challenge ideas to ensure they can apply them and get value from them in the real world.

METHOD® is a preferred learning provider for many of the region’s leading organizations in the discipline of Human Capital Development. Our practical expertise as project managers and consultants, along with our alliances with PMI®, Microsoft®, and other leading industry organizations, enabled us to provide memorable learning experiences on Human Capital Effectiveness that yield results on the ground.

Our Offerings In: Learning for Individuals & Corporate Clients

METHOD® provides customized development learning opportunities, large and small, for organizations and individuals in many areas, including:

Organizational Project Management:

- Project Management Professional Program – PMP®
- Certified Associate in Project Management – CAPM®
- PMI® Risk Management Professional – PMI-RMP®
- Program Management Professional – PgMP®
- Portfolio Management Professional – PfMP®
- PMI® Professional in Business Analysis – PMI-PBA®
- PMI® Agile Certified Practitioner – PMI-ACP®
- PMI® Scheduling Professional – PMI-SP®
- Project Management for NGOs Using PCM
- Project Management Awareness
- Effective Project Management

Quality:

- Certified Six Sigma Yellow Belt Program – CSSYB
- Certified Six Sigma Green Belt Program – CSSGB
- Certified Six Sigma Black Belt Program – CSSBB
- Total Quality Management Program – TQM

Soft Skills:

- Effective Communication Skills for Better Customer Relations
- Achieving Excellence in Customer Service
- Art of Negotiation
- Building High Performance Teams
- Business Skills for Project Managers
- Managing Stakeholders' Expectations
- Presentation Skills
- Effective Leadership
- Time Management
- Writing Winning Proposals



The METHOD® Presence

Since its inception in 2000 in Jordan, **METHOD®** has operated throughout the region. **METHOD®** has offered its services in the Kingdom of Saudi Arabia since 2004. **METHOD®** is a registered company in the Kingdom with offices located in the Third Akaria Center on Al Olaya street in Riyadh. **METHOD®** has executed tens of successful projects for many prestigious clients. In Jordan, **METHOD®** executed hundreds of consulting projects for governmental, international, financial, and engineering organizations; conducting training sessions for hundreds of organizations and thousands of trainees. In Iraq, **METHOD®** trained over one thousand staff members for the Ministry of Planning and several organizations in the Northern Region.

The METHOD® Impact

When **METHOD®** started, back in 2000, there was hardly any understanding of what project management was all about. As a strategy, **METHOD®** was Creating Project Management Culture. Since its inception, **METHOD®** has focused on spreading project management awareness. In 2003, **METHOD®** pioneered its PMP® Training and Certification Program. Within a few years, **METHOD®** graduates themselves became the champions of project management within their institutions, creating a culture that acknowledged the value and need for project management. This was a catalyst in creating a strategic shift towards more demand for project management consulting, geared towards building Enterprise Project Management (EPM)® systems, and Project Management Offices (PMO®). **METHOD®** has helped clients implement EPM® systems and setting up **PMO's®** customized to their specific needs. **METHOD EPM® and PMO®** setups focus on sustainability, continuous improvement, and knowledge transfer to ensure maximum value for clients.





University of Tabuk
Project Scope: Build & Operate a PMO*
نطاق عمل المشروع: بناء وتشغيل
مكتب إدارة مشاريع



Municipality of Tabuk
Project Scope: Build & Operate a PMO*
نطاق عمل المشروع: بناء وتشغيل
مكتب إدارة مشاريع



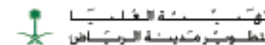
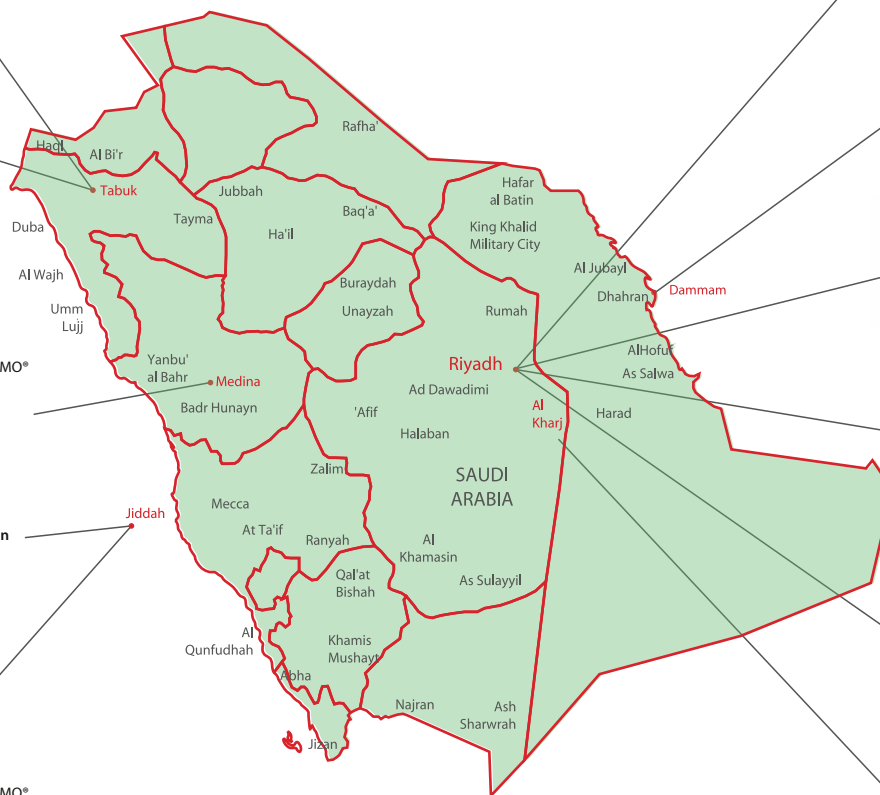
Taibah University
Project Scope: Build & Operate a PMO*
نطاق عمل المشروع: بناء وتشغيل
مكتب إدارة مشاريع



General Authority of Civil Aviation
Project Scope: Build & Operate a PMO*
نطاق عمل المشروع: بناء مكتب إدارة مشاريع



King Abdul-Aziz University
Project Scope: Build & Operate a PMO*
نطاق عمل المشروع: بناء وتشغيل
مكتب إدارة مشاريع



High Commission for the Development of Arriyadh
Project Scope: Build & Operate Riyadh
Projects Tracking System
نطاق عمل المشروع: بناء وتشغيل
نظام متابعة مشاريع منطقة الرياض



Municipality of Eastern Province
Project Scope: Build & Operate a PMO*
نطاق عمل المشروع: بناء وتشغيل
مكتب إدارة مشاريع



The Saudi Fund for Development
Project Scope: Build & Operate a PMO*
نطاق عمل المشروع: بناء وتشغيل
مكتب إدارة مشاريع



Saudi Ports Authority
Project Scope: Build & Operate a PMO*
نطاق عمل المشروع: بناء وتشغيل
مكتب إدارة مشاريع



King Abdul-Aziz Foundation
Project Scope: Build & Operate a PMO*
نطاق عمل المشروع: بناء وتشغيل
مكتب إدارة مشاريع



Prince Sattam University
Project Scope: Build & Operate a PMO*
نطاق عمل المشروع: بناء وتشغيل
مكتب إدارة مشاريع





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