

- **Are you** an Executive - in an owner or top management function?
- Does your company earn its money with conducting projects or does it **frequently need to conduct projects** to stay in the market?
- Do your projects repeatedly miss milestones and budgets, do results stay behind expectations?
- And do you always have **not enough resources** to stem all the important projects properly?

I perform project management, „just“ project management, but that professionally – since more than 25 years. That’s how I became an **expert for assessment and recovery of projects in distress**.

**Read in this brochure**, how I align your company’s organization to optimally support your project business, thus giving you the key to growth and profitability at hand.

Read here what my clients tell about my work:  
<http://eobz.de/en/references/>

## No more burning money in insufficient projects !

I safeguard achievement and return on investment for your initiatives and company.

I’m a project and programme manager with **enthusiasm** for repeatedly new challenges, **convinced** of methodical and upright approaches, and the passion for professionalism and **authenticity** to make the project world **better** for personnel and enterprises.

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## Henning Zeumer Project Management



Organizational Transformation  
to support  
Project Business

- **Organization vs. Business**

Does your corporate organization still fit your business model? Or do established functional structures rather block the road for your project-driven business?

My experiences from many expert assessments at projects having got in distress show that in most cases the problems derive in a minority from the projects themselves respectively can be resolved there. The vast majority of issues is caused by the insufficient interplay of the project and the performing organization.

Established corporate structures often promote behavioural patterns which were acceptable in times of product orientation and strong market position, but are contra-productive at a necessarily



increasing customer orientation in a global competition. Corporate instead of in the business units local

optimization becomes a must for companies striving for a future. And that means that the functional departments and plants must turn to service providers for well-managed, profitable projects.

- **Organization pro Business**

So if your company earns its money with projects, be it customer projects or perpetual adaptations to a frequently changing environment, you must establish structures that optimally support projects.

I will support you in this endeavour: with a team of specialists in their specific subject I will show you how to transform your organization in a way that the priorities in your business units can be set right. We will build up knowhow at the positions where it is beneficial for successful project business, and establish an infrastructure and process quality needed for high profitability. And we will foster a corporate culture where the joint result from the individual contribution is in the first place without troubling time or goal conflicts from other line duties.



- **Don't hesitate!**

As long as your corporate organization doesn't support your business model 100% you cannot succeed in the market as demanded by the competition.



Get yourself into this strategic journey to your company's future. In return receive profitable projects, good and safe returns on investment or margins, timely time-to-markets, satisfied customers and employees, flexibility for fast adaptations, and increasing market shares.

Did I engage your interest? Just ask me for more, I'm happy to help you!

**Henning Zeumer**  
the Project Doctor

PMP®, PgMP<sup>SM</sup>, CSM®, Prince2®, ITIL® V3