

OUR VALUES

DESIGN

Technical Excellence
Reliability
Innovation

TEAM

Enjoy
Integrity
Honesty

CLIENT

Client Focus
Great Clients
Great Projects

PERFORMANCE

Create Value for All
Efficiencies
Productivity

1. WHY DO WE WANT TO BE A MCVEIGH PROJECT MANAGER?

Pro-active next step process
Ensuring forecast of proposals is up to date
Ensuring sub-proposals are entered correctly

2. WHAT DO WE DO AS A MCVEIGH PROJECT MANAGER?

Manage and lead client perceptions
Manage McVeigh's financial performance
Manage the McVeigh project team
Manage tasks and reality
Manage client expectations
Identify risks
Identify opportunities
Deliver

3. WHAT TEAM MEMBERS WANT FROM PROJECT MANAGERS:

Communicate and process
Clear the runway – curate conversations
Provide guidance on what needs to be done and the processes
Inject reality
Communicate project progress
Communicate client's feelings
Paint a picture of the client's world
Prioritize and delegate
Avoid rework
Encouragement to go outside of the box

4. TEAM OUTCOMES OUR TEAM MEMBERS WANT:

Relevance
Satisfaction
Financial performance
Recognition

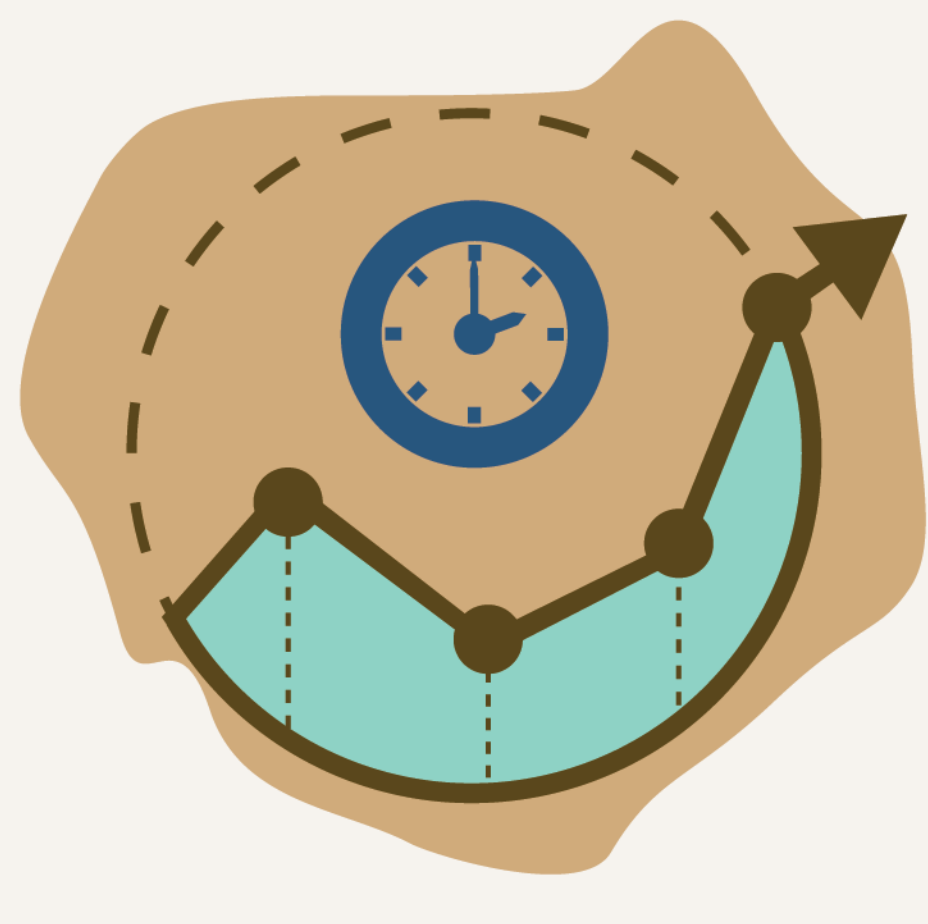
5. WHAT CLIENTS WANT FROM PROJECT MANAGERS:

Leadership
Certainty
Communication

Financial success
Manage project risks
Add value

1. PROPOSALS

Pro-active next step process
Ensuring forecast of proposals is up to date
Ensuring sub-proposals are entered correctly



2. SYNERGY

Completed fully and accurately for all projects

3. FILING

Proactively filing client correspondence, documents, etc
Ensuring accurate document control



4. PQP

Regularly checking and updating PQP throughout each phase of the project

5. BUDGET & FORECASTING

Complete accurately on a weekly basis



6. WEEKLY CLIENT UPDATES

Consistent and clear communication with your client

Completion of Friday updates, ensuring Michael and all relevant team members are included in the update

7. CRITICAL ISSUES

Understanding the critical issues
Ensuring the project team are managing the critical issues

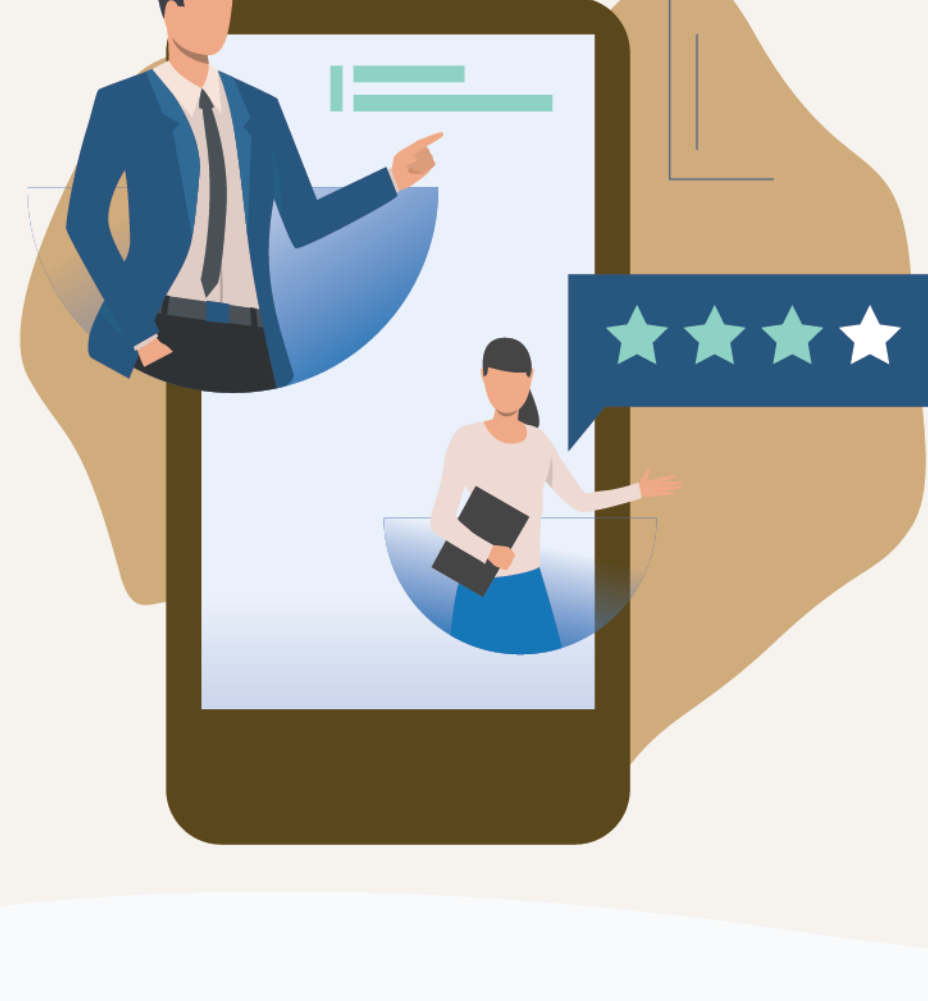


8. WHITEBOARD/INTERNAL MEETINGS

Regular meetings to ensure the project team are on the same page

9. DSO DEBTOR MANAGEMENT

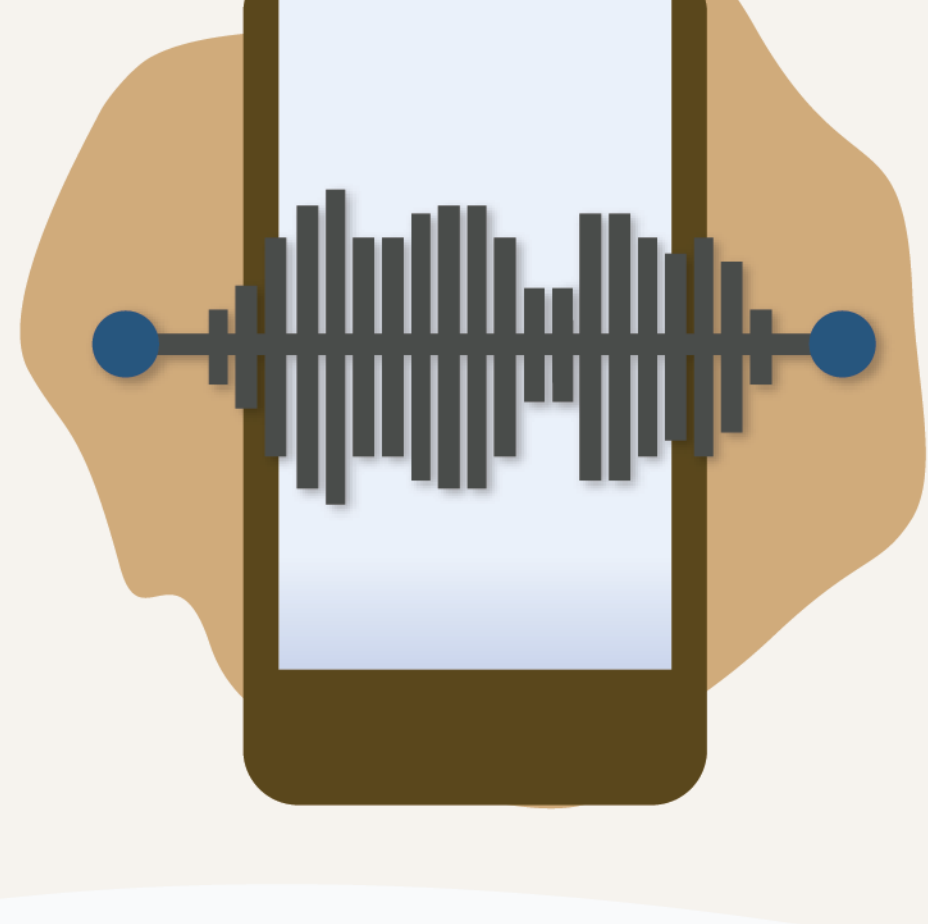
Proactive follow up of debtors



10. CLIENT FEEDBACK PROCESS

Phone calls
Record on form

11. VALUE STATEMENT WITH EVERY DRAWING ISSUE



12. RHYTHM

Phone calls
Record on form

General Info That NEEDS TO BE INCLUDED

01 Prison Population



Prisoner Type

Sept

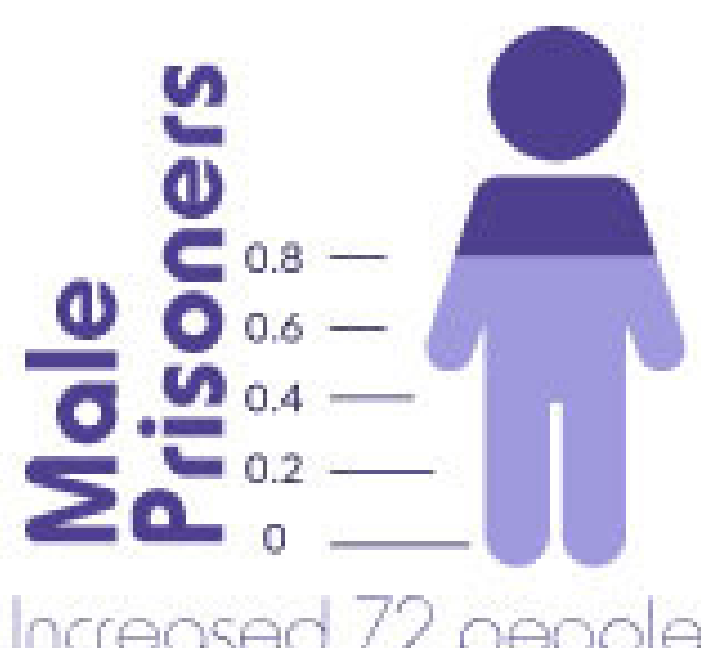
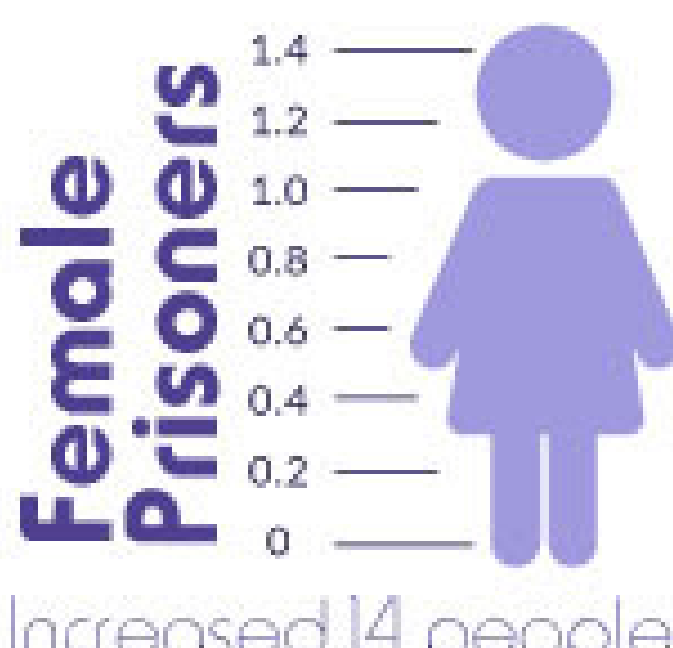
2018
2019

Remand increased by 1.7% or 78 people

Sentenced increase by 0.8% or 72 people

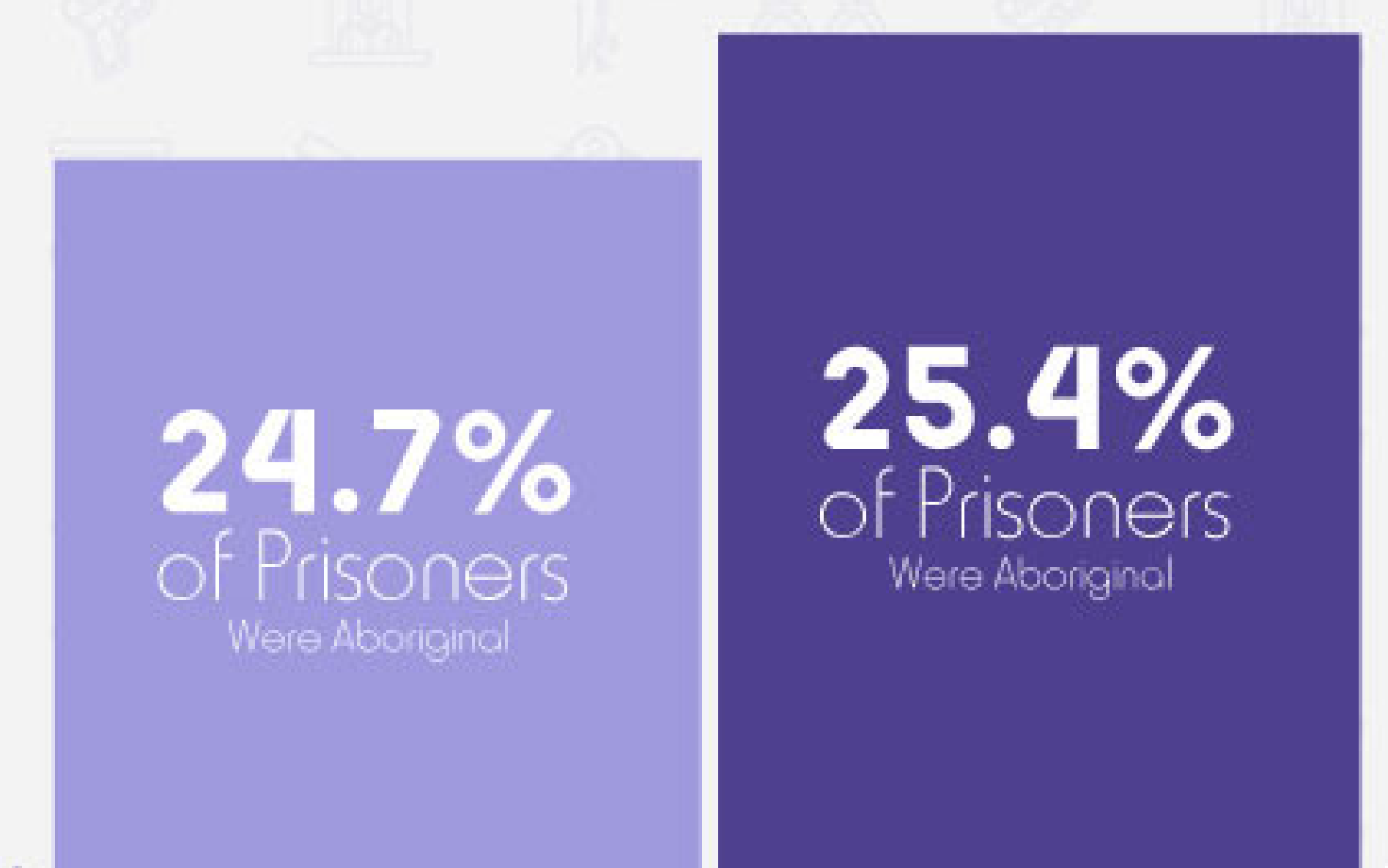
02 Prisoner Gender

2019



SEPTEMBER

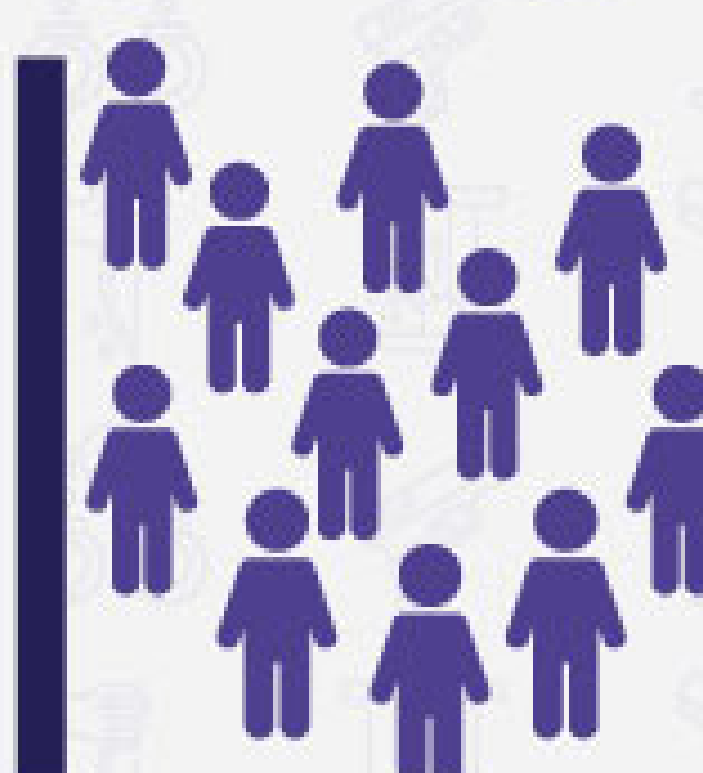
03 Aboriginal Over-representation



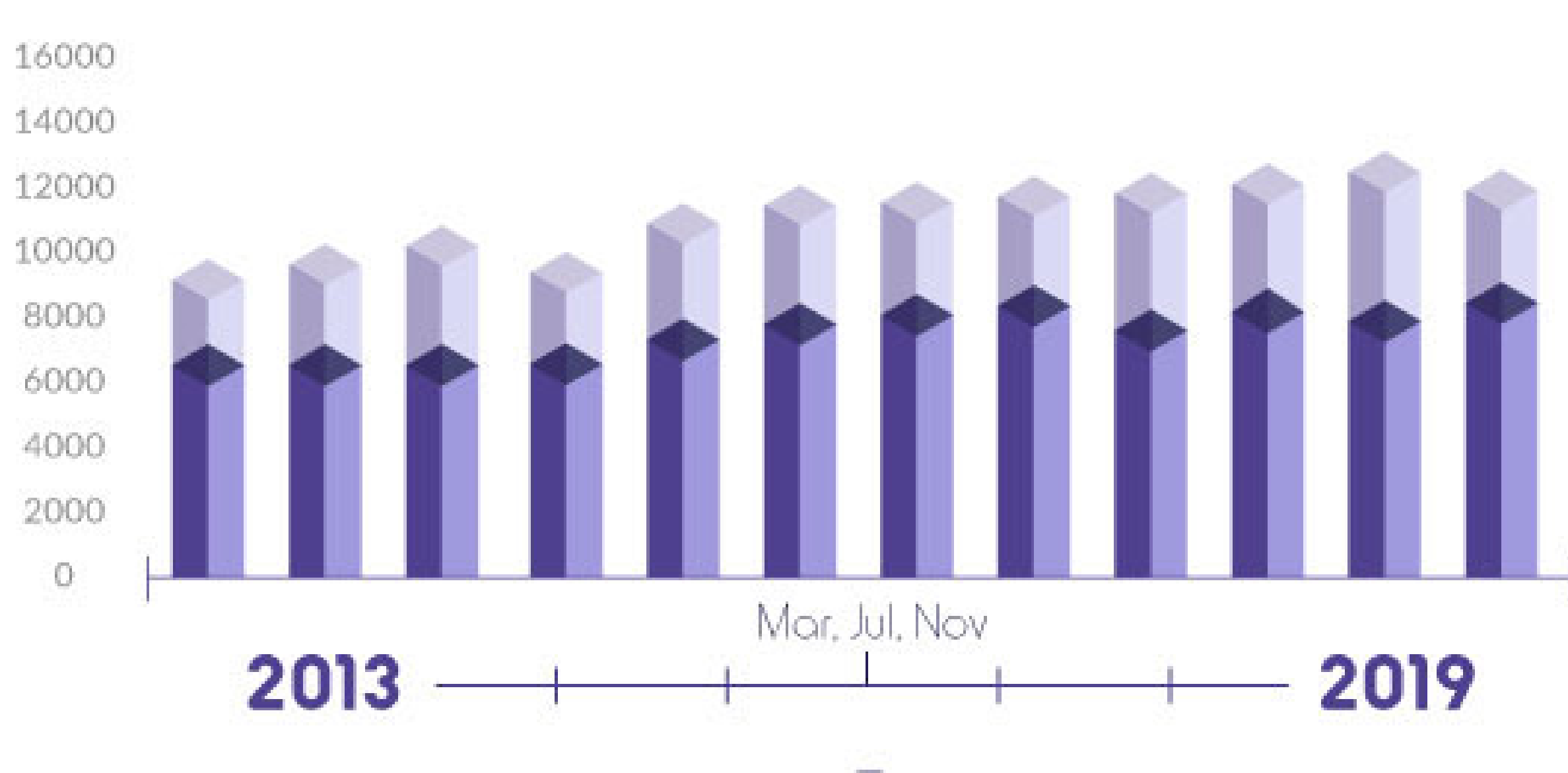
2018

SEPTEMBER

2019



A figure with MONTHLY TRENDS LIKE THIS



Changes in OFFENCE TYPE LIKE THIS





Our Digital Marketing Can Help You Increase Your ROI

WE BELIEVE EVERY BRAND HAS A DESTINY



CUSTOM WEB DESIGN

At Rocketeers, we understand that your website is the first impression you make on your potential customers. We will work with you to create a custom website that is visually appealing, easy to navigate, and optimized for search engines. Our team of experts will ensure that your website is up-to-date and reflects your brand's identity.



MOBILE DEVELOPMENT

With over 50% of internet users accessing the web via mobile devices, it's essential for your business to have a mobile-friendly website. We will develop a responsive website that adapts to any screen size, ensuring a seamless user experience across all devices.



DATA ANALYTICS

Understanding your website's performance is key to improving your ROI. We will implement advanced analytics tools to track user behavior, conversion rates, and other key metrics. This data will be used to optimize your website and marketing campaigns for better results.



E-COMMERCE

Whether you're a small business or a large corporation, an e-commerce website can help you reach a wider audience and increase sales. We will design and develop a secure, user-friendly e-commerce platform that integrates with your existing systems and provides a smooth checkout process for your customers.

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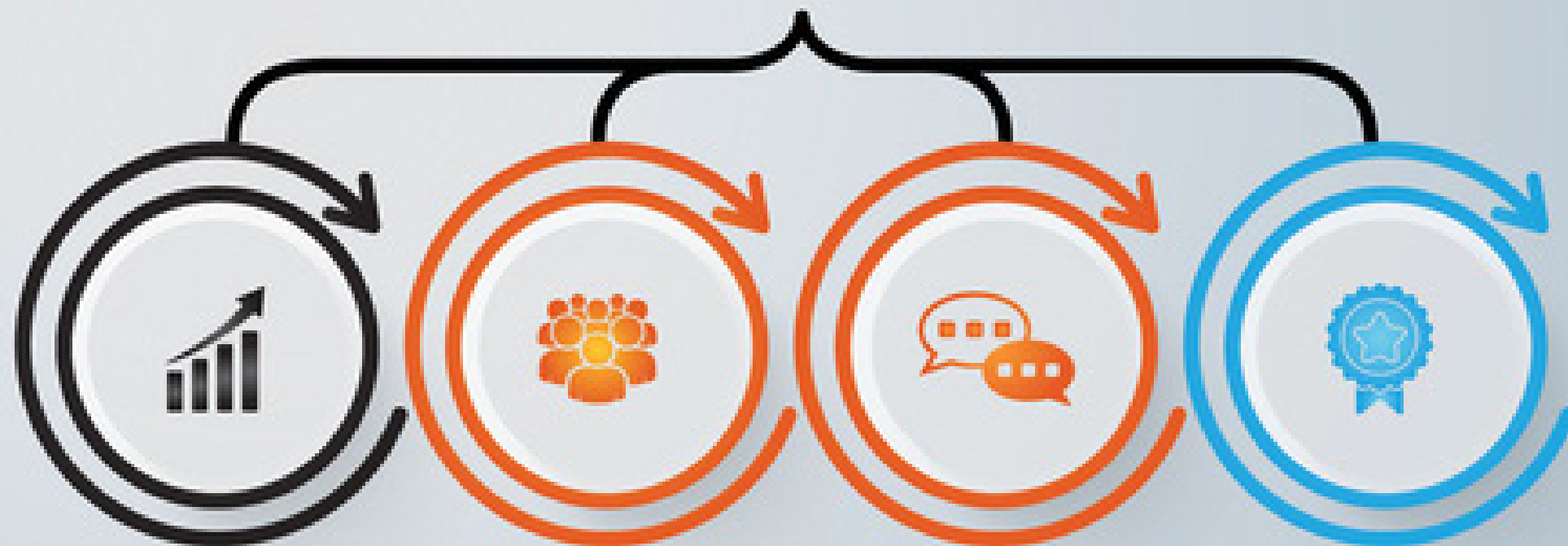
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BOLD

Behaviors Olayan Leaders Display



Grow the Business

- Customer Centric
- Market Dynamics
- Achieving Business Synergies

Build Great Teams

- Talent Investment
- Coaching & Development
- Performance Driven

Leverage Communication

- Collaboration
- Transparency
- Digital Savvy

Drive for Excellence

- Sense of Urgency
- Accountability
- Innovation

* BOLD represents the behavioral/leadership competencies (Soft skills).
Technical/Functional competencies specific to a job and will be developed by job family (Hard skills).

CRANBOURNE PRIMARY SCHOOL

ORDERLY LEARNING ENVIRONMENT

PRIDE



Persistence



Responsibility



Independence



Discipline



Enthusiasm

STUDENT BEHAVIOUR SUPPORT PROCESS



01

REMINDER

“How is your behaviour affecting your own and others learning”

“Can you change your actions into positive behaviour?”

“Green Zone”

02

WARNING

“Use your tool box to help you move towards the Green Zone”

“Ask your teacher for help”

“Yellow Zone”



03

LET'S REFLECT AND TAKE 2

“It's time to reflect on the impact of the behaviour”

Complete ‘reflection sheet’ and get back to the Green Zone”



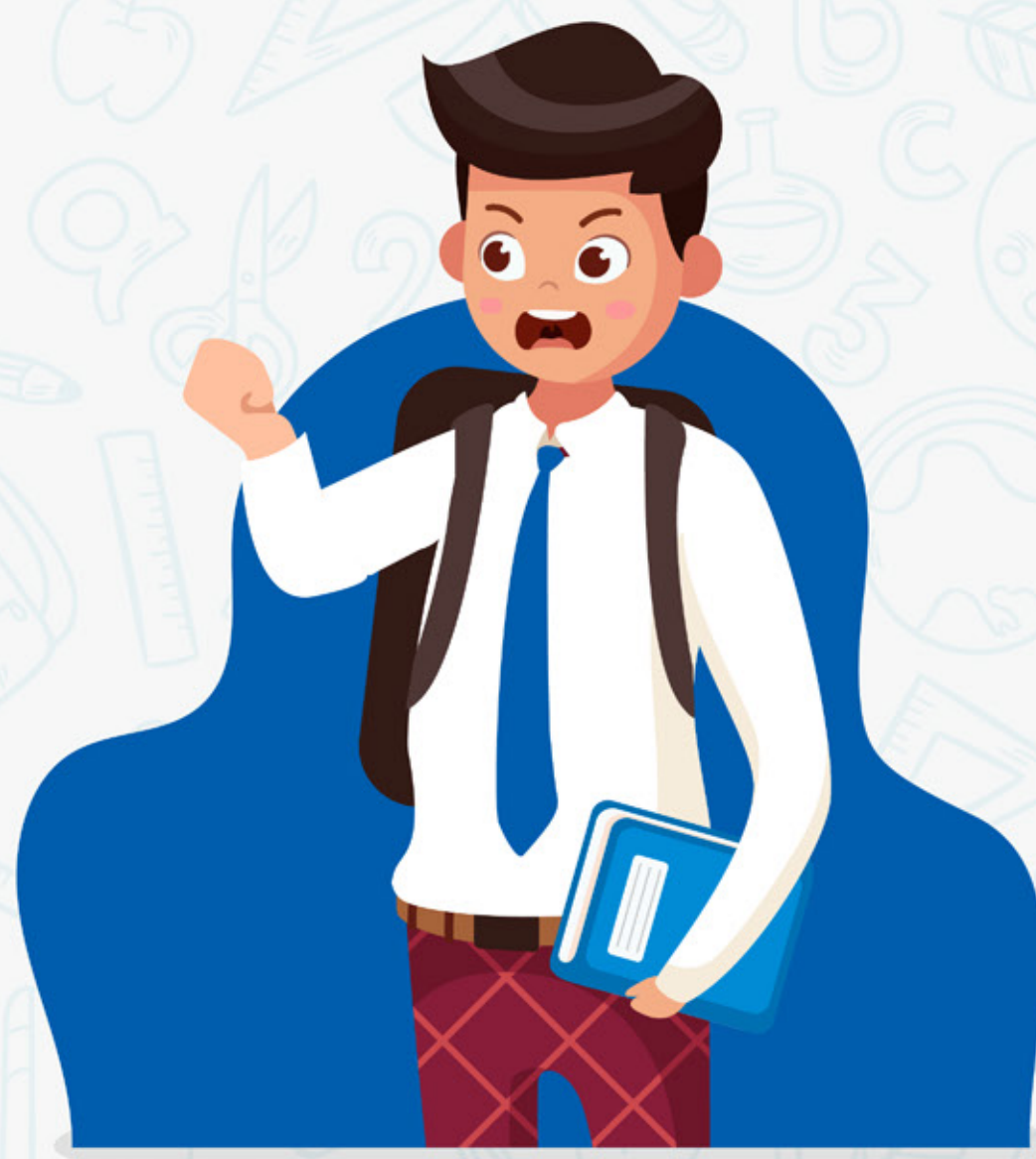
04

REMOVAL FROM THE LEARNING SPACE & A NOTE WILL BE SENT HOME.

“Time away from your class to work in another learning space”

“You are in the Red Zone”

“How is your behaviour impacting on how others feel and think about you”



05

IMMEDIATE PHONE CALL TO PARENTS!

“Immediate removal by the Welfare Coordinator”

“Stop, others learning is being affected”

“Restorative conversations with the Welfare Coordinator & an Immediate phone call home”

