



EUCI presents a course on:

PROJECT PRIORITIZATION AND UTILITY PROJECT PORTFOLIO MANAGEMENT

March 22-23, 2012 • Hyatt Regency Vancouver • Vancouver, BC

TESTIMONIALS FROM PAST ATTENDEES

"This program effectively addresses and tackles issues surrounding resource allocation that we have been struggling with for years. It validates what we are doing right and provides issues for course corrections to the things we are having problems with."

– FirstEnergy Corp. attendee

"Very good course – well thought-out and well presented."

– Puget Sound Energy attendee

"Very useful seminar overall!"

– Enbridge Gas Distribution attendee



EUCI is authorized by IACET to offer 1.2 CEUs for this program.

March 22-23, 2012

OVERVIEW

As utilities face increasing pressure to improve reliability, invest in new technologies (e.g., the smart grid), cut costs, and comply with regulations, the capability to objectively evaluate and prioritize proposed expenditures has never been more important. Take this opportunity to learn from one of the most knowledgeable and experienced experts in the field of utility project prioritization and project portfolio management.

Organizations across many industries are implementing project portfolio management and using formal methods to prioritize projects. Many are reporting that they have made their budgeting processes more efficient, increased stakeholder confidence, decreased costs, decreased risk, and increased the value derived from their project portfolios. These techniques can potentially help utilities, though there are special opportunities and challenges for applying project portfolio management in the utility industry. By attending this seminar, you will learn the basics of project portfolio management and the specific methods for prioritizing projects that have been found most effective for utilities. The seminar will cover theory and practice and will present techniques applicable to all types of utility projects, including capital, maintenance, electric, gas, transmission, distribution, generation, facilities, and IT.

LEARNING OUTCOMES

Attendees will discuss:

- The components of project portfolio management and how it works
- The four different approaches to project prioritization and the pros and cons of each
- How to define effective project valuation metrics
- How to measure the benefits and risks of projects, including smart grid projects
- How to determine which projects should be conducted now, which can be deferred until later, and which project proposals are best killed
- What other utilities are doing, what works, and what doesn't work
- What software tools are available to support project portfolio management and their advantages and limitations
- A step-by-step process for successfully implementing project portfolio management in your organization

INSTRUCTOR

Miley W. (Lee) Merkhofer, Lee Merkhofer Consulting

Dr. Miley W. (Lee) Merkhofer is a well-known author, teacher, expert, and practitioner in the field of project portfolio management. For over 30 years, he has helped organizations in Canada and the U.S. improve the techniques that they use to value and compare project opportunities. His company, Lee Merkhofer Consulting, specializes in helping commercial and government organizations implement improved project prioritization methods. Lee's personal experience emphasizes applications for electric, gas, water, and wastewater utilities.

Before forming his own company, Lee was a partner of PricewaterhouseCoopers and, before that, a principal of applied decision analysis. In both cases, he led business units focused on providing project portfolio management services. He is a founding partner of Folio Technologies, a provider of Web-based portfolio management software. Lee has developed dozens of project priority systems, taught numerous courses on the subject, and received professional awards for his work in the area. He is the author of the book *Decision Science and Social Risk Management* (Reidel Publishing Co.) and co-author of the book *Risk Assessment Methods* (with V. Covello, Plenum Press).

Lee received a B.S. in physics, an M.S. in electrical engineering, and a Ph.D. in engineering economic systems, all from Stanford University. His website, www.prioritysystem.com, is a popular destination for Web surfers looking for advice on project portfolio management.

March 22-23, 2012

PROGRAM AGENDA

THURSDAY, MARCH 22, 2012

Registration and Continental Breakfast: 8:00 – 8:30 a.m.

Course Timing: 8:30 a.m. – 5:00 p.m.

Group Luncheon: 12:00 – 1:00 p.m.

- Introduction to project portfolio management (PPM)
 - What is it and how it works
 - What are the risks and potential benefits of implementing PPM?
 - How hard is it?
 - The benefits of project portfolio management
- A comparison of the different prioritization approaches being used by utilities
- Analytic methods for valuing and prioritizing projects
 - Principles and theory for project prioritization
 - Measuring project value
 - Creating a priority system
 - Accounting for risk
- Workshop and case studies
 - Implementing project portfolio management within a utility
 - What works, what doesn't, and what lessons can be learned

FRIDAY, MARCH 23, 2012

Continental Breakfast: 8:00 – 8:30 a.m.

Course Timing: 8:30 a.m. – 3:00 p.m.

Group Luncheon: 12:00 – 1:00 p.m.

- Building project portfolio management capability
 - Organizing for project portfolio management
 - How to determine your PPM maturity level
 - What software options are available and the pros and cons
 - Choosing the right tool
- Roundtable discussion – attendees share ideas, experiences, and tips
- Putting it all together
 - Steps to effectively implementing PPM
 - Managing expectations
 - Doing it right the first time

IACET



EUCI has been approved as an

Authorized Provider by the International Association for Continuing Education and Training (IACET), 1760 Old Meadow Road, Suite 500, McLean, VA 22102. In obtaining this approval, EUCI has demonstrated that it complies with the ANSI/IACET Standards, which are widely recognized as standards of good practice internationally.

As a result of its Authorized Provider membership status, EUCI is authorized to offer IACET CEUs for its programs that qualify under the ANSI/IACET Standards.

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Requirements for Successful Completion of Program

Participants must sign in/out each day and be in attendance for the entirety of the course to be eligible for continuing education credit.

Instructional Methods

PowerPoint presentations, classroom discussions, and Q&A sessions will be used in this course.

PROCEEDINGS

The proceedings of the course will be published, and one copy will be distributed to each registrant at the course.

EVENT LOCATION

The course will take place at the Hyatt Regency Vancouver, 655 Burrard Street, Vancouver, British Columbia, Canada V6C 2R7. The hotel's phone number is 1-604-683-1234.

REGISTRATION INFORMATION

REMEMBER: EVERY FOURTH REGISTRANT IS FREE

For instant registration, call (201) 871-0474 or fax the registration form to (253) 663-7224.

Register Three; Send Fourth Free!

Any organization wishing to send multiple attendees to this course may send one FREE for every three delegates registered. Please note that all registrations must be made at the same time to qualify.

All cancellations received on or before February 17, 2012, will be subject to a \$195 processing fee. Written cancellations received after this date will create a credit of the tuition (less processing fee) good toward any other EUCI event or publication. This credit will be good for six months. In case of event cancellation, Electric Utility Consultants' liability is limited to refund of the event registration fee only. For more information regarding administrative policies such as complaints and refunds, please contact our offices at (201) 871-0474.

FIVE EASY WAYS TO REGISTER	
One: CALL (201) 871-0474	Two: FAX (253) 663-7224
THREE: E-MAIL register@pmaconference.com	FOUR: MAIL PMA P.O. Box 2303 Falls Church, VA 22042
Five: WEB SITE www.pmaconference.com	

PLEASE REGISTER THE FOLLOWING

- Project Prioritization and Utility Project Portfolio Management
March 22-23, 2012: US \$1395 (+ 12% HST = US \$1562.40)
Early bird on or before March 9, 2012: US \$1195 (+ 12% HST = US \$1338.40)

ENERGIZE WEEKLY

EUCI's *Energize Weekly* e-mail newsletter compiles and reports on the latest news and trends in the energy industry. Newsletter recipients also receive a different, complimentary conference presentation every week on a relevant industry topic. The presentations are selected from a massive library of more than 1,000 current presentations that EUCI has gathered during its 25 years organizing conferences.

- Sign me up for *Energize Weekly*

How did you hear about this event? (direct e-mail, colleague, speaker(s), etc.) _____

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Check here if you have any dietary or accessibility needs. We will contact you for more details.

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