



**Rex Allen, Operations Manager, Securadyne, Project Management Committee Chair**

**Chairman Update**

The Project management Committee found 2016 to be a fairly typical year with documents and videos delivered for use by the membership, sessions at PSA TEC, restructuring of the committees within PSA, and a general upswing in business and workloads that seemed to sap everyone's time and attention throughout the industry.

The Committee updated and added documents to the [PSA library](#), including discussions about Change Order Management, Billing vs. Revenue, and Markup vs. Margin, along with templates for Change Order Logs, Weekly Project Updates and other common project documents. [Videos were added to the library](#) covering the last session of the Sedona and WeSuite Users Group and a review of the System Surveyor platform produced by Spencer Rundell.

The Committee held sessions at PSA TEC that included [Stakeholder Management: Strategies for Project Success](#) and a joint session with the Sales & Marketing Committee titled [The Secrets of Synergy between Sales and Operations](#).

Every so often our industry adopts a new buzzword. Remember resilience? Differentiation? A few years ago, it was synergy. Back then we discussed synergy and what it would mean for organizations. The concept seems to finally be permeating into the fabric of our organizations and is being realized by the employees performing the day-to-day functions. We saw the beginnings of this in 2016 when the PSA TEC joint session with the Sales & Marketing Committee focused more on what we had in common than what made us different, as it had in the past. This session was also one of our most active and heavily attended.

As we move forward into 2017 these opportunities for synergy are expanding as many of the committees come together for joint sessions focusing on our strengths as teams to acquire new business and deliver successful solutions while embracing the field of cybersecurity. Cybersecurity brings both opportunities and responsibilities to the integrator. To stay relevant in our industry, integrators are going to need to learn how to implement strategies for cybersecurity that cover the entire lifecycle from sales, to implementation, to service (and services). This was highlighted in an article by Committee Vice Chair Robert Flynn titled [Project Manager's Role In Providing Solutions That Are Cyber Ready](#).

We'll also be increasing the Committee's exposure to the industry outside of PSA with representation at ISC West and the NSCA Business Leadership Conference.