

## Leadership in Banking Projects: We Get It

**Leadership** and **banking experience** differentiate EDGE project managers.

**EDGE project managers** provide real leadership. They motivate their team, anticipate barriers, identify and resolve issues, work across departments, and use their banking expertise to make each step most effective.

Backed by years of banking experience and software platform expertise, EDGE project managers have a unique understanding of the technical, budget and time constraints of projects.

### What Sets Us Apart

**U.S. Banking Experience.** Our project management experience is with U.S. banks. We understand the regulatory issues and banking software platforms and, we have the ability to communicate effectively within the bank, across departments, and with other vendors.

**Provide value beyond project administration.** Our project managers keep teams focused on the entire project. They use their banking experience to anticipate challenges, engage other departments and offer solutions. The focus is on the end product - delivering a completed project, on-time, within budget, with satisfied stakeholders.

**Communication across the organization.** EDGE project managers understand the complex issues surrounding projects and how they integrate across the entire organization.

#### Easily transition from project to project.

Because of the diverse and in-depth backgrounds, EDGE project managers easily move from one project to another or manage more than one project at a time.

#### **Best Practice Project Management:**

- PMI Certified Consultants
- Rational Unified Process (RUP)
- Six Sigma
- Capability Maturity Model (CMM)
- Systems Lifecycle Support
- Project Cycle Management



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# Melanee Perdue

## Meet One of Our PM's



**Years of banking experience:** 34

**Years of PM experience:** 16

**Years as a Consultant:** 6

**Areas of Banking:** Lending, Branch Management, Collections, Loan Operations, CIF, Checking, Savings, Deposit Operations, Cash Management, ACH

### **How would you describe your PM style?**

*Flexible.* Project Management work involves managing a lot of change. The scope of a project, the team involved and the needed outcomes can change quickly. I am quick to adapt and roll with that flow.

*Even-keeled personality.* I remain calm and focused during periods of high stress.

*Good communicator and team builder.* I work well with the business and technology sides and build warm cooperative relationships with fellow project managers and team members. Together, we anticipate, assess and resolve issues through openness and lots of communication.

*Big picture person, with the ability to drill down.* Because of my banking and management experience, I am able to understand the big picture needs of the bank, as well as anticipate and resolve large and small issues that come up throughout the project

### **Can you share some of your significant project management accomplishments?**

A couple of projects come to mind. The first, is one that I won a leadership award for organizing staff, technology and quality assurance in a large data center to improve efficiency. I made the staff and management team happy by improving workflow and audit scores.

Another project that stands out in my mind is one that converted 42 banks to three processing centers. I was able to lead the team through the project and save \$32 million for the client.


### **How does banking experience make you a better consultant and project manager?**

One, my banking and management experience gives me an edge in assessing the situation and anticipating where conflicts or opportunities may arise. Second, my knowledge base helps me better understand how needs and issues are going to impact other departments. Third, I have the ability to manage from the top, but delve deep into detail as necessary. I know what my customers are "living." I've been there.

### **What is the secret of being a good PM?**

You must care about the bank, have loyalty, understand what they want, get to know people, and learn the details unique to that organization. I dig in and learn what I can about the roles of my teammates so I can discover what I can do to make it easier for all of us to get the job done.

Flexibility is another big factor. As a project manager, you do whatever is needed, at the time, to get the desired results.



*EDGE Services has a **singular focus** – providing experienced IT and business consultants to address project and staffing needs of banks, credit unions and financial services companies.*