

# ***“2016 - SNAPSHOT” – BLUEPRINTPCM LTD***

**Kully Kalon** MBA, BA, PgDip, FMAAT, FE Cert, PM Cert (oxon), IDPM(Cambs)

## **Current Projects :**

- Co-Founder **Bpa8 OOD Ltd**, Bulgaria / Krask Telecom Chief Finance Officer (CFO)
- Visiting Lecturer @ University of Manchester – Faculty of Engineering & Physical Sciences, School of Mechanical, Aerospace & Civil Eng - **MSc in Management of Projects** ([www.associatepm.com](http://www.associatepm.com))
- Developing “Business Solutions for Today’s Professionals - **“Facing Challenges When Engaging International Projects”**.”
- **Blueprintpcm Ltd** – Currency Transactions, Project Financing / Acquisition, Corporate Finance, Project Funding
- **Engaged and Secured Funding for Client Commodity Contracts** ie. SBLC for Sunflower Oil / Sugar Agreements
- **Arrowsol 8** – Corporate Structure Development and Project Delivery Partner
- **Developing Funding Initiatives for Private/Corporate Clients** eg. Mercy Ships etc
- Founder: [www.bgprofessionalacademy.com](http://www.bgprofessionalacademy.com) - BULGARIA
- Tectrice Consult EOOD – Bulgaria - Partner
- Initiatives for International Development (NGO) –Bulgaria
- Punjab United (Football) – Fund Raising, Strategic Development

## **Background to Blueprintpcm**

The Blueprint PCM team has extensive experience in a number of public and private commercial sectors. With strategic and operation delivery of projects across sectors including construction, telecommunications, retail, financial services, healthcare, engineering and world aid projects. Including the design, development and project management of large or small projects, by adopting a unique mentoring mechanism to enhance delivery with clients and ensure appropriate methodologies are implemented.

The passed 17 years, BLUEPRINTPCM have been involved in a number of initiatives with clients across the globe. With increasingly pressure to be in the forefront of development and ahead of the game. BLUEPRINTPCM Ltd has launched a series of new dynamic concepts. These concepts are formed from a foundation of key, skills, competencies and knowledge areas which have been capitalised, utilised and provided the opportunity for BLUEPRINTPCM to become a key integral part of organisational development, business growth. All educational and training programmes have now been located with "Associatepm".

Since 2007, a number of private and confidential projects have been engaged with for a number of private clients. These projects predominantly have been focused on Financial Instruments, Compliance issues

Blueprintpcm Ltd Vision:

***“Creating, Optimising Solutions & Delivering Projects”***

Blueprintpcm Ltd objectives are:

- **To engage with end-to-end partners to successful negotiate business transactions**
- **To assist, aid & facilitate structured processes within areas of business operation**

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- To operate across international boundaries, which exhibit growth potential & opportunity to successfully close “the deal”
- To Strategically Synthesise client governance to product/service delivery
- To enjoy the challenge of business

## **Key Principles Experience & Achievements**

- ◆ Currently(part-time) – Visiting Lecturer – Manchester University (faculty of MACE) – MSc in Project Management
- ◆ Developing Key Strategic Strategies for New Markets for Krask Telecom
- ◆ Managing all Financial Matters i.e. Corporation Returns, VAT, Banking et al in Bulgaria
- ◆ Legal Compliance for Trade Desk – Financial Instruments, Commodities Transaction
- ◆ Liaison and engagement with corporate and private clients
- ◆ Consultancy and Organisational development to maximise and optimise business efficiency
- ◆ Turning Point Project - **£11.7mill**. Produce Bench Mark Analysis for Early Contractor Involvement Process. Review and Report of Financial Performance systems and make recommendations on improvements
- ◆ Broadmarsh – Organise and Project Team and liaison with Westfield Project Team and Design Team
- ◆ Comp temporary City Arts Project – Monitor design and regulate links to Highways interfaces, liaison with designers and planners
- ◆ Undertake and review Risk Management 5x5 Matrix for City Department
- ◆ Raising Finance for projects ie. Varying from £200k to \$100mill, via investment structures/instruments in different Tax environments
- ◆ Corporate / Financial Restructuring
- ◆ Over 15 years of intensive practical experience undertaking international project management services . These include Organisational projects and Building Capital project e.g. New builds, refurbishments etc
- ◆ Lottery Funding Grant application –“timeout” £381,000
- ◆ Lottery Fund Grant application – timeout” £81,000
- ◆ Guru Nanak Dev Ji Sedgley Street - Grant Aid New Opportunities Fund £195,000
- ◆ Guru Nanak Dev Ji Sedgley Street - Grant Aid Big Lottery £195,000
- ◆ Guru Nanak Dev Ji Sedgley Street - Grant Aid ERDF £200,000
- ◆ Guru Nanak Dev Ji Sedgley Street - Grant Aid New Deal for Communities £780,000
- ◆ Guru Nanak Dev Ji Sedgley Street - Charities Bank Loan £65,000
- ◆ Set up of GNG Community Ltd – Legal set up and all systems/management - not for profit company for Guru Nanak Dev Ji Gurdwara, Wolverhampton
- ◆ Council for Sikh Gurdwara’s - £351,000
- ◆ Sport England (various clients) - £43,000
- ◆ WEAD – “Wolverhampton Elderly Asian & Disable” (Ramgarhia Board) Grant Aid Big Lottery £153,000
- ◆ WEAD – “Wolverhampton Elderly Asian & Disable” (Ramgarhia Board) £27,000
- ◆ Nanaksar Thath Wolverhampton – Undertook Research Project for Sports and Recreation
- ◆ Ramgarhia Gurdwara – Review of Site plans and local heritage requirements against UDP
- ◆ Nanaksar Thath Wolverhampton – Sit Review and Plan – Planning
- ◆ Guru Nanak Dev Ji Gurdwara – Northampton – Digital Site Review and Development Plan
- ◆ Wednesfield Gurdwara, Wolverhampton – Review of Site and Review of Education Provision
- ◆ Singh Sabha Gurdwara, Havelock Road – Review of site and consultative meetings Project Manage and Consult on all Site works, Financial returns etc Blakenhall NNI – Nursery, Include all staff recruitment, and Systems and Procedures ready for Ofsted Inspection
- ◆ **BNNI Value of Contract £4.5mill** – CAPEX works from design to handover, including demolition of site, clearance (removal of hazardous materials), Chair on Site Group. Working with QS and directly contractor
- **Nottingham City Council – “Old Market Square”** Refurbishment project £7.7mill. PM Role. Infrastructure project, including Handover and Close. Contracting Nottingham City Council, City Dept– Closing off The Old Market Square Project, Financial Reconciliation - **£7.7mill**; Liaison with Davis Langdon, Arups, Gufstat. Porter, Balfour Beatty. Produce Management Maintenance Manual, Produce Closure Report, Monitor Site Works et all. Attend Site Meetings and Action plan. Review Cost Reports and process all payments to Finance.

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- ◆ Review & Approval of all project finances and Cost reports. Inc. Site meeting, monitoring site works, snagging etc.
- ◆ Management of Site Works, in accordance to planners requirements and review of Cost Reports/Evaluations and issues payments to all contractors.
- ◆ Blakenhall Neighbourhood Financial Audit & Accounts Review/Set up accounts
- ◆ Co-Authorship of CIE's Professional Diploma in Project Management (L4/5) which sets international standards for project managers across all occupational areas and vertically through all management strata. He has represented the **University of Cambridge** (CIE) & The 7429 Certificate in Project Management.
- ◆ Strategic and operational manager of multi-million dollar international projects – advise and assistance ie. NICAS, BG EU accession project
- ◆ Affiliate Partner to Offer & deliver Prince 2 Training, across the EU
- ◆ Operating from; Wolverhampton, London, Scotland, Bulgaria, Denmark, Hungary et al
- ◆ Project Managing / Negotiating projects. Research Planning, Gaining PFI, Business Planning & gaining design approval. Including Risk Planning
- ◆ Service level agreements with supplier chain.
- ◆ Acquiring funding for continual deliver and development of project deliverables
- ◆ Identifying skills of Recruited project teams to resolve inefficiencies in project delivery
- ◆ Lead international project teams from inception to completion on major high profile projects in educational reform, disaster aid, community capacity building and re-construction for major international donor funders
- ◆ Keynote speaker(s) at major venues in the Middle East, USA, UK, South Africa, Bulgaria Canada, Denmark, Barbados and Malaysia
  - ◆ Key Note Address & Facilitation – “Professional Project Management – Driving Competence in your Project Through Accreditation” Hungary, British Embassy June 2005
- ◆ Negotiation and delivery of Project Management Foundation Course; Project Management Advanced in Bulgaria, Sofia
- ◆ Worked with Bulgarian Ministry of Education & Science
- ◆ Delivered Project Management Conferences, Seminars to Government Agencies and Private Commercial Enterprises
- ◆ Working Knowledge of Education Frameworks and Practices in Denmark, Bulgaria, Hungary, Poland, Sweden
- ◆ Working with the British Embassy in Bulgaria (EU/Economic Dept)
- ◆ Facilitated Business and Development Workshops – Bulgaria, Sweden, Norway, Denmark, Barbados, Hungary
- ◆ Development and Organisation of Learn direct Centre
- ◆ Providing Strategic direction to product development. Providing Mentoring to ensure successful Product Entry to Market, by adopting Project management Methodology
- ◆ Key Note Address & Facilitation – “Project Management Event – Development of Organisational Know How in Project Management” – Bulgaria, Sofia December 2004
- ◆ Successful Secure of Project Funding for Client in West Midlands - £200,000
- ◆ Project Managing a New Build Project on behalf of clients, Successful funding form New Deal fro Community, Government Office, New Opportunities Fund et al ; Value £2million Capex . Revenue Funding totalling £300,000 over 3 years for client.
- ◆ Successful Bid Writing for Clients, (Total Project Value £3.5m)
- ◆ Key Note Address & Facilitation – “ Getting Ready for Successful Project Management”, Bulgaria, Sofia June 2002/03/04
- ◆ Delivery or Project management Course bespoke for clients, see below
- ◆ Co-author of the Cambridge Professional Diploma in Project Management, currently delivered to over 400 candidates world-wide (including course material)
- ◆ Strategic planning/review of organisational development against policy.
- ◆ Developing key strategic priorities for organisation growth. Including Implementation of IT/IS strategy to meet customer and staff needs.
- ◆ Authorship of a Project Management Foundation & Advanced Programme for the government , Companies etc in Bulgaria.

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- ◆ Project/Strategic Plans and Operational Resource Planning on a 2 - 3, 5-year basis. Demand Forecasting and effectively and decisively taking action in line with defined deliverables.
- ◆ Project Planning and managing ERDF/ESF/PFI proposals or bids (£56k-£2mill)
- Development and management of directorate budgets (£3.2m– £4.8m) and financial forecasting
- Writing of European Social Funding bids to acquire funds for project work
- ◆ Organisational change management, project cycle management & Risk Mitigation models
- ◆ Design, Plan, co-ordinate and implement projects with stakeholders, including procurement
- ◆ Coach and Mentor to overseas Project Management clients (Denmark, Dubai, Barbados, Bulgaria, Kuwait) & one of UK leading Financial Bank's in the identification, Implementation and Evaluation of IS and related projects worth in excess of £4m. Projects which have used PRINCE, SSADM and organisational specific structures.
- ◆ Training clients in the Project Life Cycle, from planning, creation & maintenance of plans and resources associated with them. Where generic methodologies apply, organisational internal methodologies have been seamlessly merged to optimise increased output, evaluation and performance.
- ◆ Development and Authorship of the YMCA full staff development programme for over 50,000 users, globally
- ◆ Advising clients/consultant (in Mentor capacity) of best working practices in Project management and Risk Issues/Management
- ◆ With extensive experience in resource management i.e. staff/team professional performance reviews & recruitment
- ◆ Implementation of ISO90001/2, Audits, Inspections and Quality Consultancies
- ◆ Training staff (UK and Overseas) in the use of MS Office applications and many other Management courses Including many project related customised course/workshops e.g. Risk Management, Team Building, Planning tools & Techniques.
- Organise and manage staff (200+) within division on organisational issues
- Manage and develop, Implement & Audit systems on Quality issues – BS5750 / ISO90001/2
- ◆ UK Financial Investment sector i.e. management and controlled UK settlement procedure for pension fund. Weekly settlement net transaction value - £6m-£10m+
- ◆ Management of IT Accounting practices for internal and external processes, SSAP, SORP
- ◆ Management and control of large budgets i.e. financial planning, forecasting and reporting
- ◆ Successful delivery of training and education programmes (including a management development programme for senior staff) - UK and Internationally.
- Chief Examiner / Moderator for UK qualifications – launched accounting qualifications / IT et al. Chief Examiner for Accounting with Computers (Intermediate& Advanced) & Business Preparation & Money Management Moderator for 23 Centres in a range of Business/Accounting/IT & other related subjects
- ◆ Deliverers of On-line Learning In Project management & Simulation Training
- ◆ Team is multi-lingual: English, Punjabi, Bulgarian, Spanish, Italian, Urdu, Russian, Greek and others

## **Courses Delivered as Trainer**

- \* Professional Dip in Project Mgt (Cambs)  
*-Within the IT, Banking, Environmental, Manufacturing, Health, Telecom, Construction, Engineering et al*
- \* Cert.PM (NCFE) - UK
- \* Cambridge Professional Diploma in Project Management – USA, Denmark, Bulgaria, Dubai, London, Wolverhampton,
- \* Fundamentals in Project Management, Bulgaria
- \* Develop Terms of Reference for Project Group/Committee
- \* Log Framework / Functional Analysis
- \* Advanced – Project Management, Bulgaria
- \* Strategic Project design
- \* Introduction to Prince 2 (1-2 days)
- \* Defining & Organising Projects
- \* Practical Project Planning
- \* Team Building
- \* Risk Management - Defining
- \* Project Cycle Management

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- \* Logical Framework Analysis (LogFrame Project Design)
- \* Functional Analysis (Work Process Design)
- \* Mission and Vision Development Workshops
- \* Critical Path Analysis, linked to MS Project 2003
- \* Planning & Managing Organisational Change
- \* Computer Generated Project Planning
- \* Project Management with Microsoft Project 1998/2000/2003
- \* Producing Accurate Project Outcomes
- \* Managing and Controlling Risk
- \* Tracking and Monitoring Projects
- \* Financial Project Management
- \* Research Development and Marketing Concepts
- \* Managing Conflict
- \* Managing Health & Safety
- \* Project Closure , Handover & Evaluation
- \* Strategic Analysis within your Organisation
- \* Managing Meetings and Time
- \* Financial Planning for Project Delivery Within the Voluntary Sector
- \* I have delivered many other course programmes:
  - \* Introduction to Health & Safety
  - \* Staff Induction
  - \* Team Building
  - \* Change Management in Organisations
  - \* Autocad LT for Windows
  - \* Quality Managers Training
  - \* Staff Recruitment, Selection & Disciplinary
  - \* Funding Methodology/Financial Management
  - \* Data protection Training
  - \* Cost Recovery & Financial Management
  - \* Quality Systems Documentation Course (BSI)
  - \* Quality Auditing/Compliance
  - \* Team Leadership Training & Action Planning
  - \* Moderation / Chief Examine Training

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