PS Principles

8K Certified

Professional Services Operating Procedures

Chicago, IL, May 6, 2019 (Newswire.com) - PS Principles announced today the public availability of its *8K Certification* for professional services operations along with its first certified customer, Quadient Inc. The certification is the first of its kind to set the bar for the operational management and delivery of technology implementation projects. The 8K specification sets a clear standard for project governance, consultant development and customer focus.The 8K Certification program allows customers to identify service providers who use a consistent set of industry best practices to deliver successful customer-facing projects.

"After training thousands of consultants in our certification program, executives asked if we could certify companies as well as the consultants?", explained Shane Anastasi, CEO &

Founder of PS Principles. "As a result, we developed the 8K Certification as the bar for excellence in project delivery. The certification gives the professional services buyer confidence that a series of best practices for increasing the success rate of projects are being used. No sooner had we developed the standard, Quadient Inc. jumped at the chance to certify first."

"Professional Services Certification allows Quadient to set ourselves apart from the rest of the market. We have transformed the way our consultants see their role in front of the customer, empowering them to lead our customers to successful outcomes by helping them realize the value of their investment in Customer Experience Management solutions more quickly and efficiently." said Chris Hartigan, General Manager and President.

Quadient Inc.'s VP of Professional Services, Greg Park said, "This achievement is about more than just earning the certificate. The 8K Certification has improved our business operations and made our projects more successful. As a result we've differentiated Quadient as a software company dedicated to customer success."

The certification is available to professional services teams within product companies and consulting firms across three main areas of Project Governance, Consultant Development and Trusted Advisor. Service providers can find more details about the program at PS Principles website (www.psprinciples.com/8k) while consumers of project delivery services can also find the specifics of the program at the same link.

Any queries about the certification process or pricing can be directed to 8k@psprinciples.com and any queries about Quadient's experience with the certification can be directed to r.daleman@quadient.com

PS Principles has turned the Seven Principles of Professional Services training and its consulting best practices into a global certification program available in 1,100 locations worldwide.

Chicago, IL (PRWEB) October 15, 2018

PS Principles has announced the launch of its global Project Sherpa Consultant Certification program for technology consultants and project managers. For a limited time, access to the initial training requires no fee while the attainment of the consulting certificate, via a paid proctored exam, opens up the rest of the guided program for another year. The program fee also includes access to twice yearly personal consulting strengths assessments and other productivity tools such as action planning.

Shane Anastasi, Founder of PS Principles stated, "After training thousands of consultants to think differently about their role in successful project delivery we've been able to move beyond training and into true skills development. By wrapping our Seven Principles of Professional Services training inside a much larger skills development program we can now assist consultants in putting theories into practice."

The program consists of three levels of guided tasks aimed at giving consultants a deeper understanding of how they are able to successfully impact customer-facing projects. Recognition for completing the levels are provided through the Consulting Certificate (PSCC-1), the Certified Project Consultant (PSCC-2) and the Certified Project Sherpa (PSCC-3). The program is overseen by an executive advisory board with input from a consultant advisory board. This combination makes the program relevant to today's best practices while allowing it to also evolve with the industry over time.

Shane continued, "We've built a program that provides an industry benchmark for entry-level consultants while also building two levels of certification, the highest of which, is targeted at the most dedicated of customer- centric professionals. Our framework is not limited to just our own training content and we will consider adding content from other training organizations in the future."

Information and access to the program is available today at www.psprinciples.com