



**PRODUCT MANAGEMENT - PRODUCTION PLANNING  
APPLYING PROJECT MANAGEMENT/SYSTEMS  
ENGINEERING TOOLS AND METHODOLOGY.**

# PROJECT DEFINITION

- **PMI (PROJECT MANAGEMENT INSTITUTE):**

Project it's a temporary endeavor undertaken to create a unique product, service or result.

- **IPMA (INTERNATIONAL PROJECT MANAGEMENT ASSOCIATION):**

A project is a unique, temporary, multi-disciplinary and organized endeavor to realize agreed deliverables within predefined requirements and constraints.

- **Merriam-Webster dictionary:**

A specific plan or design. (“projected; projecting;”: to plan, figure, or estimate for the future.)

# SYSTEMS - MY FIRST APPROACH + 40 YEARS AFTER

- **1984 – HYDRAULIC ENGINEERING**
- **CATANIA + STANFORD = WATER SYSTEMS**
- **SAN JOAQUIN VALLEY, CALIFORNIA + IRRIGATION = SALINITY**
- **Sustainability of irrigated agriculture in the SAN JOAQUIN VALLEY, California** - Hydrologic Sciences, Department of Land, Air, and Water Resources, University of California, Davis, May **2006**:

“Approximately 113 thousand acres on the west side of the San Joaquin Valley have been retired (permanently removed from irrigation) due to regional drainage problems (high salinity, shallow groundwater). More land retirement is anticipated.”
- **The Economic Impacts of CENTRAL VALLEY Salinity** University of California Davis, Final Report to the State Water Resources Control Board Contract 05-417-150-0, March 20, **2009**:

“If salinity increases at the current rate until 2030, the direct annual costs will range from \$1 billion to \$1.5 billion, with income impacts to the Central Valley between \$1.2 billion and \$2.2 billion.”



# PRODUCT/PROJECT LIFECYCLE SYSTEMS & PORTFOLIOS



**HOOVER DAM**  
**CONSTRUCTION 1931 – TODAY'S COST \$860 million (Bechtel)**  
**MAINTENANCE / DISMANTLING COSTS**  
**TODAY AT 40% RESERVOIR CAPACITY (DUE TO CLIMATE CHANGE?)**

**IN USA 69 DAMS REMOVED IN 2020**  
**A TOTAL OF 1,797 DAMS HAVE BEEN REMOVED SINCE 1912.**



# CONSTRUCTION PROJECTS MANAGEMENT



# SPHERICAL EXPERIENCE

ENGINEERING

CONSTRUCTION

MNGMT CONSULTANT

CIVIL ENGINEERING

OIL & GAS

ENERGY

MANUFACTURING

TELECOMMUNICATIONS

BROADCASTING

NGOs

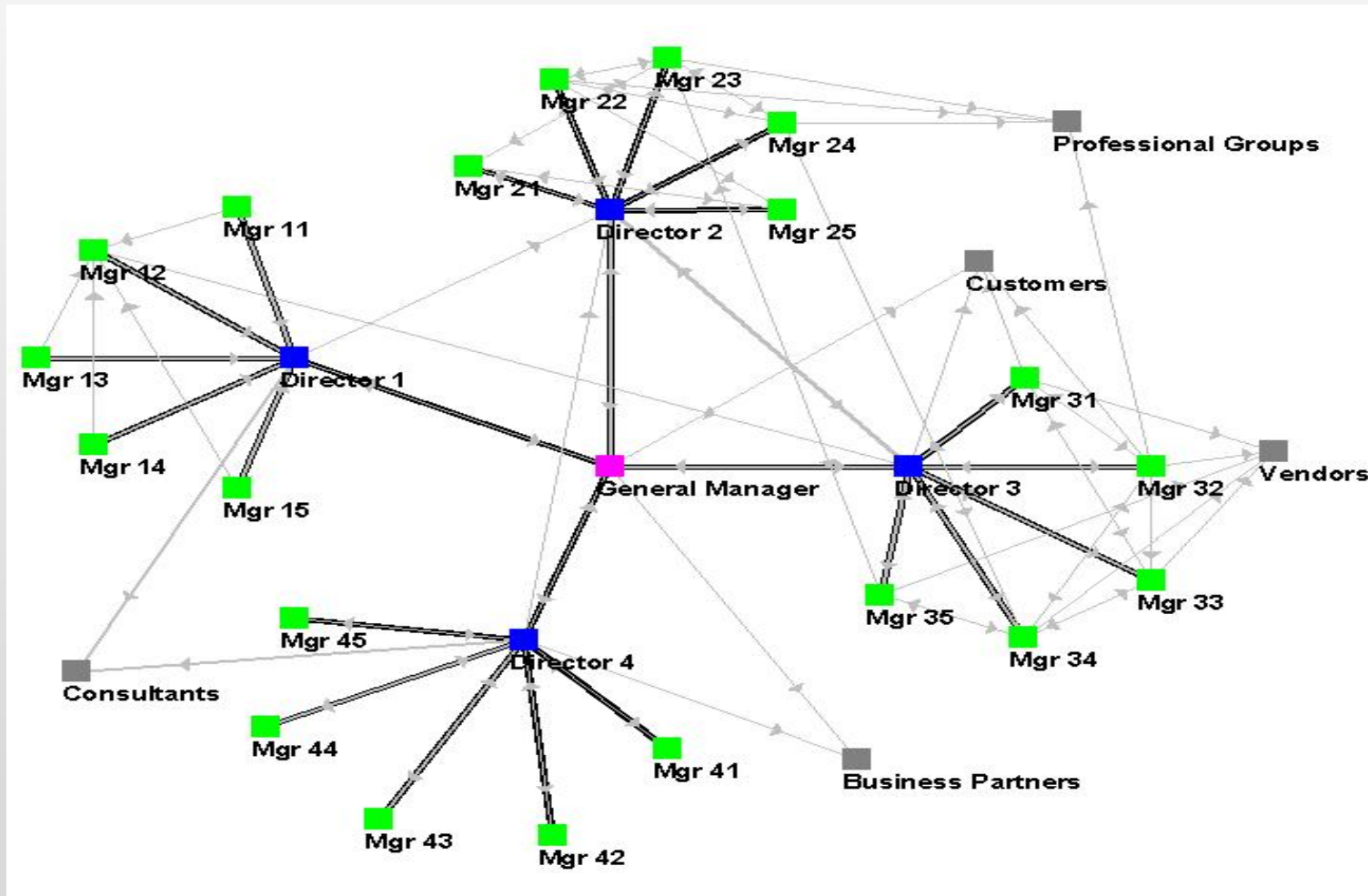
SPECIAL EVENTS

LOCAL GOVERNMENTS

MINISTRIES

PRIME MINISTER  
OFFICE

# ORGANIZATIONAL STRUCTURE COMPLEXITY



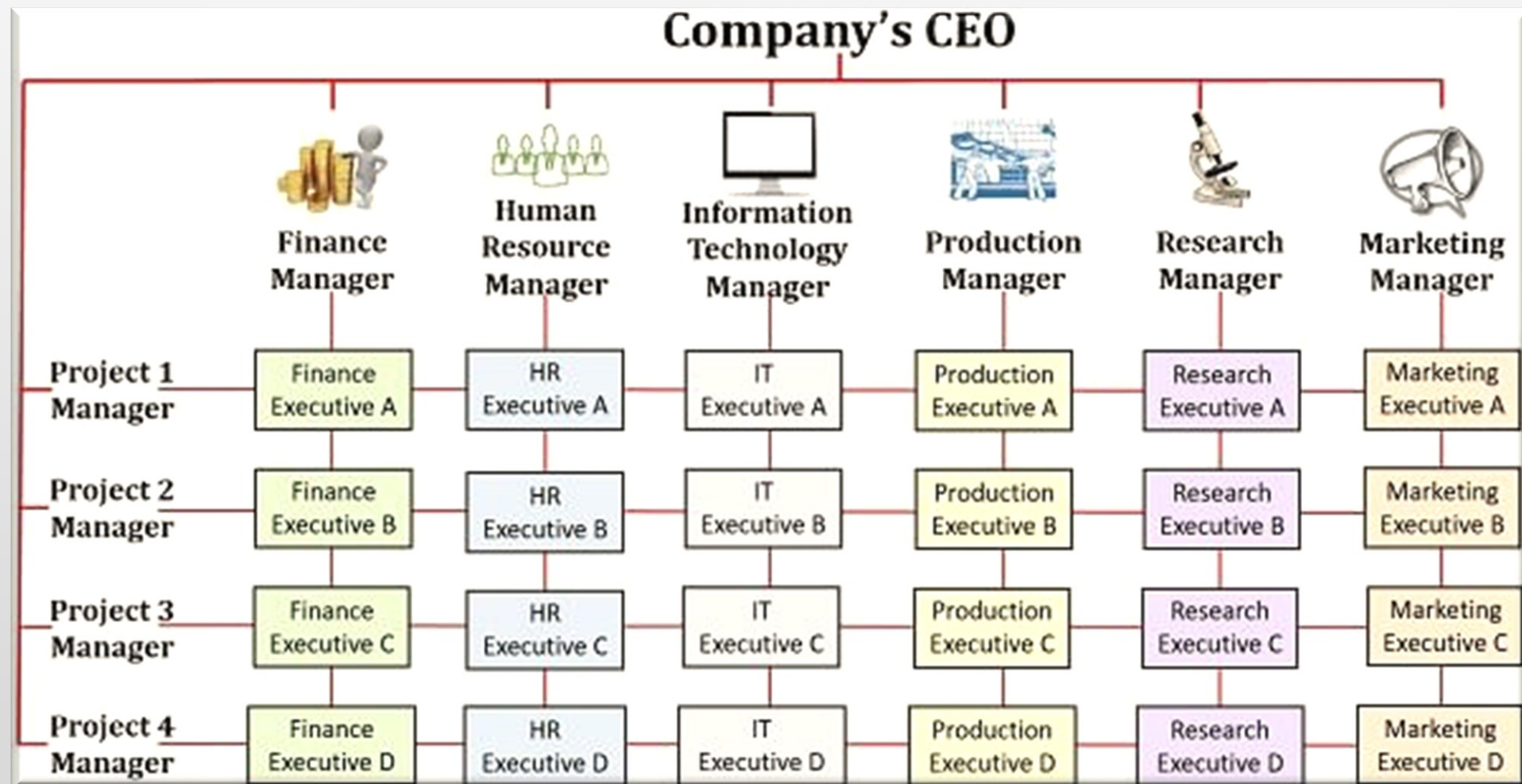


# PORTFOLIOS / SYSTEMS ➡ COMPLEXITY!

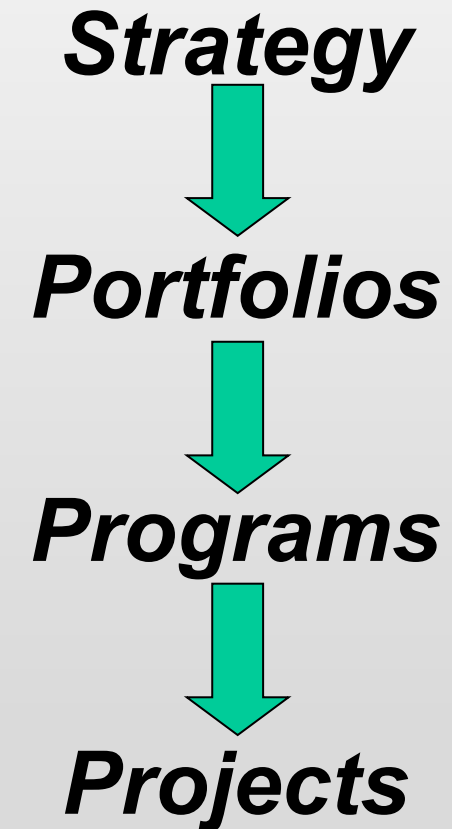
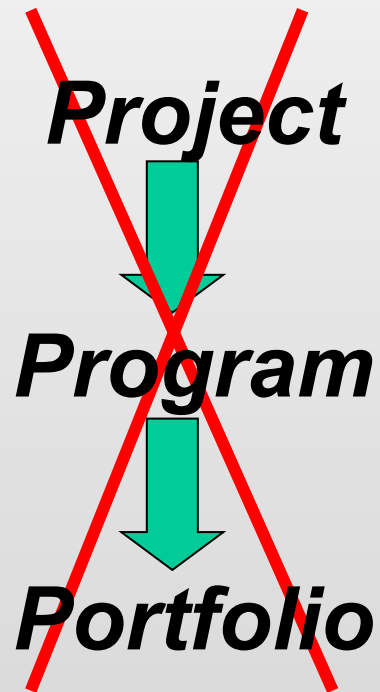




# PROJECTIZED/MATRIX ORGANIZATIONS



# TOP DOWN APPROACH



## PMIS SOFTWARE

ABILITY TO COLLECT &  
ELABORATE DATA  
ACCORDING TO  
ORGANIZATION'S  
SPECIFIC NEEDS

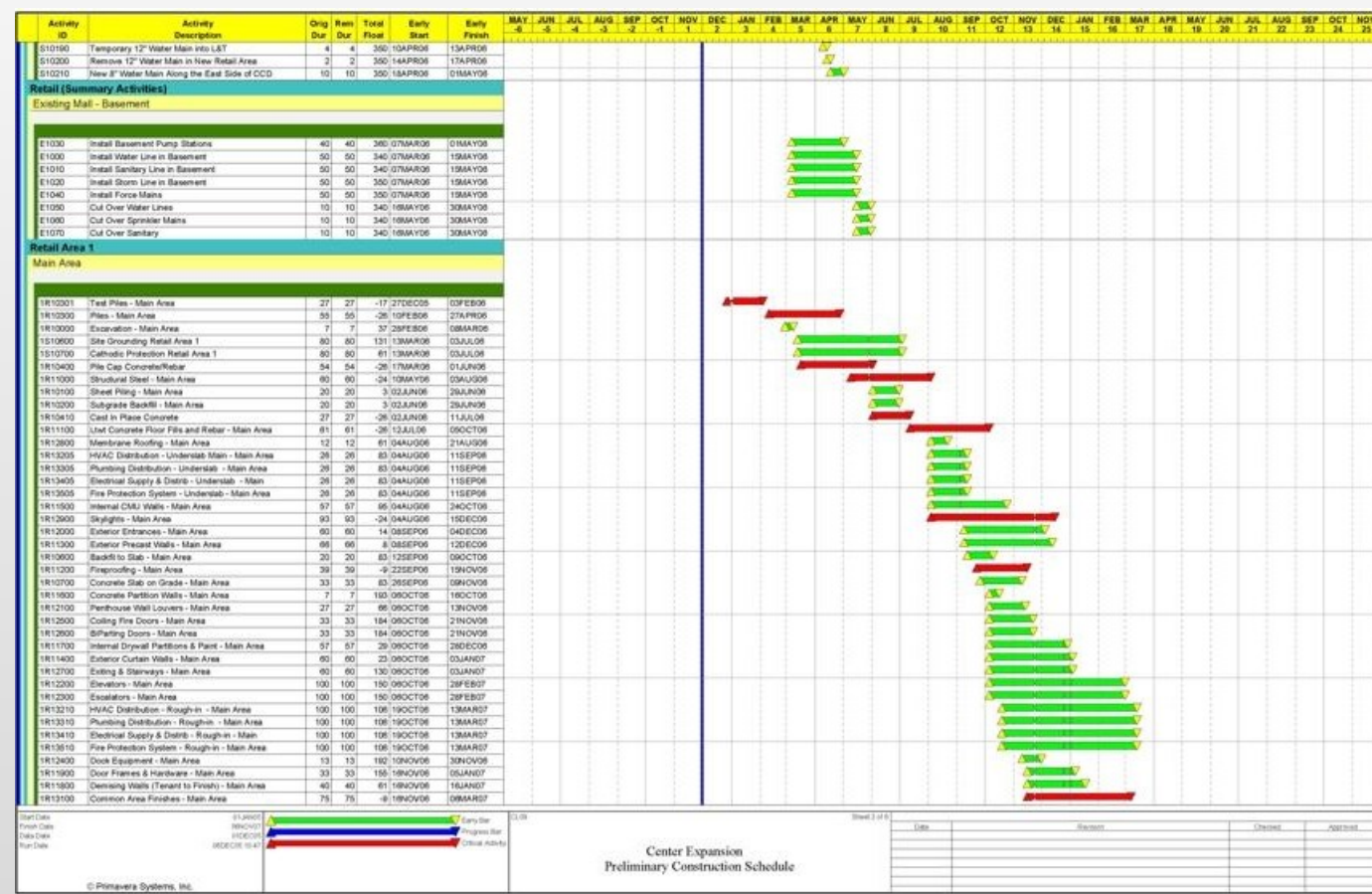
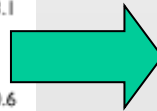


## WE ANSWER POSITIVELY TO THE QUESTIONS:

- Can we utilize **PMIS** and **Project Management** methodologies for **Internal Processes**, **Production Management**, **Demand Planning**, **Marketing**, ...?
- And what about the **ANNUAL BUDGET** and the **STRATEGIC PLAN**?

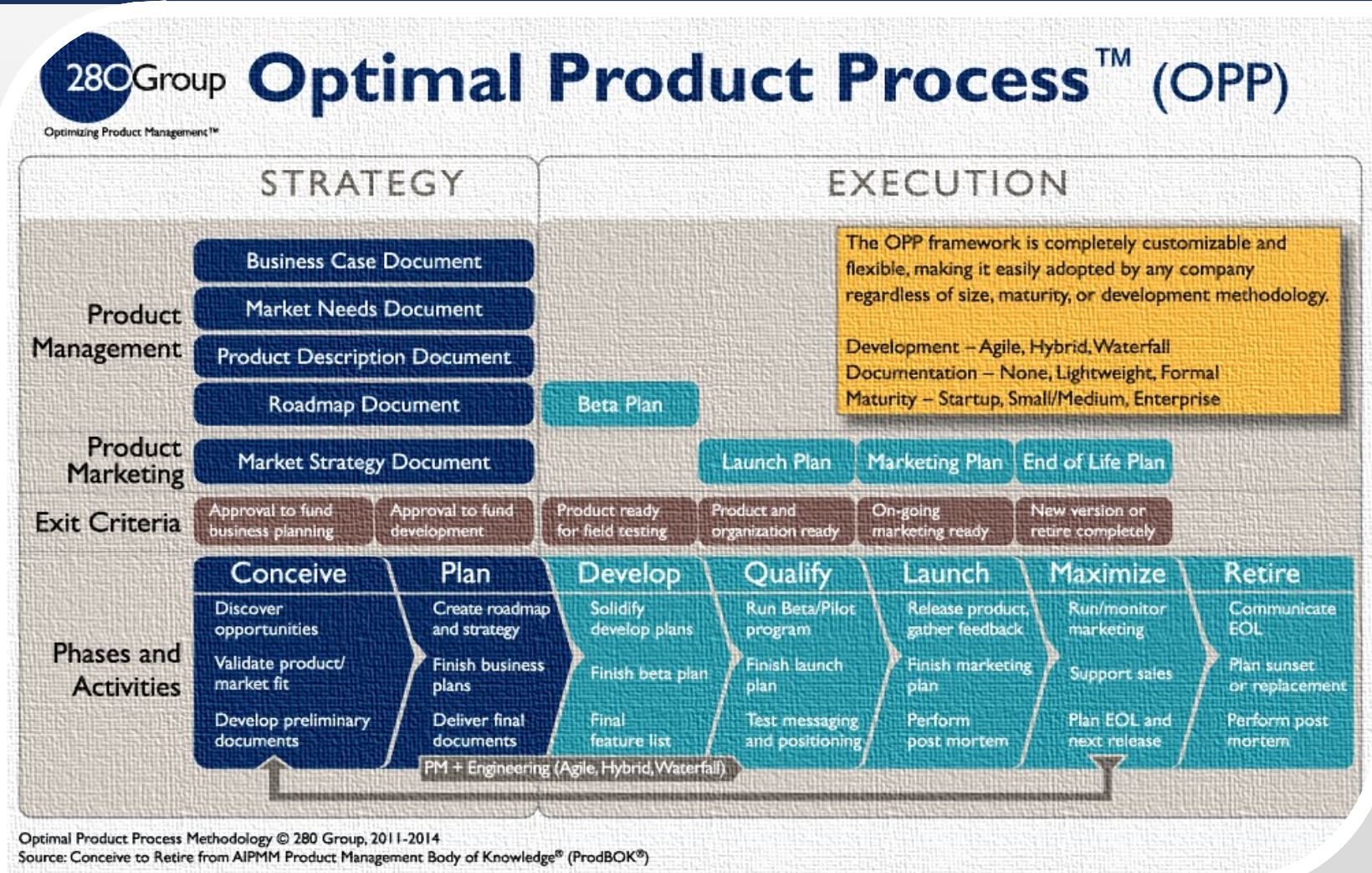
# FROM STATIC TO DYNAMIC!

	1998-99	1999-2000		Change in 1999-2000 actual		
	Actual	Budget estimate	Actual	From 1998-99 actual	From May1999 Budget estimate	%
Income Tax	\$m	\$m	\$m	\$m	\$m	%
Individuals						
Gross pay-as-you-earn (a)	71 158	76 350	76 506	5 349	156	0.2
Collections on assessments (b)	12 539	12 750	13 370	831	620	4.9
Prescribed payments system (c)	2 790	2 810	3 121	330	311	11.0
Total refunds	10 311	11 930	10 946	634	-984	-8.2
<b>Total individuals (d)</b>	<b>76 176</b>	<b>79 980</b>	<b>82 050</b>	<b>5 875</b>	<b>2 070</b>	<b>2.6</b>
Companies	20 733	21 950	24 346	3 612	2 396	10.9
Superannuation funds (e)	3 916	3 940	3 820	-97	-120	-3.1
Withholding tax						
Non-resident						
Dividend	152	239	312	160	73	30.6
Interest	546	570	552	6	-18	-3.1
Royalties	380	370	351	-30	-19	-5.2
Resident	140	130	212	71	82	62.7
Mining	1	1	1	0	0	46.4
<b>Total withholding tax</b>	<b>1 220</b>	<b>1 310</b>	<b>1 428</b>	<b>208</b>	<b>118</b>	<b>9.0</b>
Resource rent tax	419	720	1 184	765	464	64.4
Fringe benefits tax (f)	3 289	3 280	3 373	84	93	2.8
<b>Total Income Tax</b>	<b>105 752</b>	<b>111 180</b>	<b>116 200</b>	<b>10 448</b>	<b>5 020</b>	<b>4.5</b>
Sales Tax (g) (h)	15 155	15 450	15 523	368	73	0.5
Excise (i)	13 608	14 300	14 108	500	-192	-1.3
Diesel fuel rebate scheme (j)	-	1 620	1 514	-	-106	-6.5
Miscellaneous	11	0	0	-11	0	0.0
<b>Total</b>	<b>134 527</b>	<b>139 310</b>	<b>144 318</b>	<b>-</b>	<b>5 008</b>	<b>3.6</b>





# AIPMM (ASSOCIATION OF INTERNATIONAL PRODUCT MANAGEMENT AND MARKETING) - PRODUCT MANAGEMENT AND MARKETING BODY OF KNOWLEDGE (ProdBOK® GUIDE)





# PRODUCTION PLANNING

- **HUMAN RESOURCES, EQUIPMENT, MATERIALS**
- **PRODUCTION BATCHES!**



**THANK YOU**

**PANAGIOTIS  
AGRAPIDIS**

[p.agrapidis@gmail.com](mailto:p.agrapidis@gmail.com)

[www.linkedin.com/in/agrapidis/](http://www.linkedin.com/in/agrapidis/)