



# MILVEST



## Insights 2.0

Lean as an Enabler for Operational Excellence

Operational Excellence : The military way

Supply Chain Management

Starting a Startup in India

Power of Gratitude

Agile Acharya



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# Monthly Newsletter

## MILVEST Insights 2.0

April 2025



**Director & founder - Capt. (IN) Vinay Singh**

*Together, We Grow – Welcome to the Second Edition!*

*Dear Learners and Leaders,*

*It brings me great joy to welcome you to the second edition of our magazine—a space that continues to reflect the passion, insight, and collective spirit of our thriving learning community. Your enthusiasm, feedback, and contributions have been the driving force behind the success of our programs and this magazine.*

*We encourage you to extend this opportunity to your network. If our courses and conversations have added value to your professional or personal life, consider referring friends, family, or colleagues to join us. Word of mouth has always been one of the most powerful forces behind the success of any transformational initiative—and your voice matters.*

*Let's continue to learn, grow, and create together. This magazine is more than just a publication—it's a platform for expression and a mirror of a like-minded, empowered community. I invite you all to keep writing and engaging.*

*In this edition, you can expect to explore the impact of MILVEST in people's lives, insights on the rise of AI, a deep dive into the Operational Excellence course, a feature on Agile Acharya, and a selection of other creative and thought-provoking writings.*

*Here's to new beginnings, deeper connections, and lifelong learning.*

Best Regards,

*Capt Vinay Singh*



# *Team InkSpire*

## *Message from the Editor's Desk*



*Welcome to Our Second Edition!*

*Dear Readers,*

*It is with great pleasure that we welcome you to the second edition of our publication. As we embrace the freshness of Spring, this issue brings with it a sense of renewal, curiosity, and creative energy. Our journey into this vibrant season is reflected in the stories we share—each one selected to spark thought, conversation, and connection.*

*In this edition, readers will discover inspiring insights into knowledge, the remarkable potential of the human brain, and the meaningful impact of MILVEST in our lives. Our contributors have brought a rich diversity of voices and ideas, and we hope their work resonates with you as much as it did with us.*

*We extend our sincere gratitude to MILVEST for providing such a meaningful platform—one that enables our community to engage, learn from one another, and grow together. This collaborative space has truly become a catalyst for creativity and connection.*

*As our publication grows, so does our community. We warmly invite you to become a part of it. Whether you are a seasoned writer or a fresh voice with a story to tell, we encourage you to share your perspectives for future editions.*

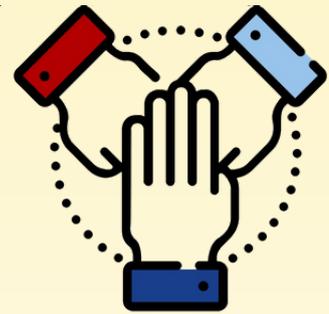
*Thank you for joining us on this journey—we're just getting started, and we're so glad you're here.*

*Warm regards,  
Team InkSpire*



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***Thank you for your understanding and cooperation.***



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# Lean Six Sigma: Enabling the Journey to Operational Excellence



Varsha Sharma  
Profile ID - 2011035

Excellence is not a skill, it's an attitude."

In today's dynamic world—be it boardrooms or battlefields—Operational Excellence is more than a buzzword.

It's a cultural commitment to consistently do the right things, the right way, every time.

But how does one build such a culture?

## Enter: Lean Six Sigma - The Enabler, Not Just a Tool

Lean Six Sigma isn't just about tools and techniques—it's a mindset shift. By eliminating waste (Lean) and reducing variation (Six Sigma), it enables Operational Excellence to take root and flourish.

### What is Operational Excellence?

A long-term philosophy focused on building a high-performing culture that values consistency, clarity, and continuous improvement.

#### In Action:

A defence logistics command uses automated alerts and standardized protocols to track mission-critical supplies. Over time, the team begins spotting and correcting issues proactively—not reactively. That's Operational Excellence in action.

### Lean Six Sigma: The Catalyst for Culture

A structured, data-driven methodology that solves problems, reduces inefficiencies, and, more importantly, teaches teams how to differentiate between normal and abnormal operations.

It starts as a project. It evolves into a mindset. It results in a culture of excellence.

### Here's how Lean Six Sigma Fuels Operational Excellence:

#### Creates Awareness

- Teams learn what's "normal" vs. what needs intervention.

#### Standardizes Behaviour

- Visual tools, SOPs, and dashboards guide consistent action.

#### Builds Ownership

- Improvement is no longer top-down—it's everyone's job.

#### Drives Discipline

- Daily management and reflection embed continuous learning.



### The Big Picture: Philosophy Meets Toolkit

Just like mission planning and tactical execution work hand-in-hand, OpEx and Lean Six Sigma together drive enduring performance.

### Key Takeaway

Operational Excellence is the cultural destination. Lean Six Sigma is the system that gets you there—with clarity, tools, and empowerment.

Whether you're in uniform or in a suit, the principles remain the same:

Differentiate the normal from the abnormal. Fix what's broken. Improve what's working. Repeat.

### Real-World Examples: Culture in Action

#### Digitization for Transparency – Military Logistics

**Before:** Paper logs, slow tracking, manual audits.

**After:** Digital maintenance and inventory systems. Soldiers now recognize discrepancies in real time, creating a culture of proactive problem-solving—one that doesn't rely on formal reporting alone.

#### Waste Management – Corporate Manufacturing

A Lean Six Sigma team identifies excess material usage.

**Result?** The company saves cost and reduces carbon footprint. But more importantly, the workforce now questions waste daily—from supply chain to shop floor. Culture shift, initiated.

#### Medical Readiness – Armed Forces Hospitals

Using the DMAIC framework, military hospitals reduce patient discharge delays by 30%. But the real win? Staff are now trained to spot and escalate bottlenecks—no audit required.

### Final Word

If you're exploring Operational Excellence or Lean Six Sigma courses at MILVEST remember:

You're not just learning a methodology—

You're embracing a way of thinking that transforms people, systems, and outcomes.



## Operational Excellence at MILVEST

The Operational Excellence Fundamentals program by **Grant Thornton Bharat** and MILVEST has been tailored for Veterans and designed to foster critical thinking skills, nurturing innovative problem-solving approaches, and honing leadership abilities.

Leaders recognize the paramount significance of Operational Excellence or Business Excellence, as it furnishes a strategic decision-making framework, cultivates a culture of ongoing improvement, empowers employees, instills a customer-centric approach, and advocates ethical and responsible practices.

Embracing Operational Excellence enables leaders to motivate their teams, propel organizational growth, and lay the groundwork for sustained success in today's fiercely competitive business environment. To thrive in the ever-changing workplace, both novice and seasoned leaders must redefine business excellence for the present era and adeptly address the challenges posed by transformative forces.

### Program Dates and Timings

- 30 Hrs Online program
- 10 sessions of 3 hours each conducted on last Sunday of every month, as per date list provided
- Session Timings 0945 am to 1 pm

### Course Requirements

- Min. 70% attendance during live sessions
- active class participation
- Post-session quiz completions
- Post-session Tasking submissions
- Pre Certificate formalities [subject to Invite for Certificate incl. Certificate Fee for Rs 100/-]
- session recordings for reference provided till 29 Dec 2025

### Who is is for?

This program caters to a diverse audience, including professionals from major manufacturing or service organizations, small business owners, and veterans keen on understanding the vital integration of lean operations management, data analytics, project planning, forecasting, production scheduling, and supply chain to build process efficiencies.

It is particularly beneficial for:

Early and mid-stage professionals from the armed forces community aspiring to advance their careers in operations management. By mastering effective operations strategies and analytics, they can enhance operational efficiencies and achieve desired business outcomes while leveraging their military experience.

Mid-stage Operations Professionals from military backgrounds aiming to cultivate a strategic mindset and delve into advanced concepts in operations management and analytics, propelling them towards senior management roles with confidence and adaptability.

### Contact Us

To know more about the program, register on <https://milvest.in> and explore details on course portal. WhatsApp chat support available for queries on 9272111425

A joint initiative of Grant Thornton Bharat and MILVEST.



# Operations Excellence Fundamentals – Veterans Transition Program



**#GT Bharat**  
SHAPING VIBRANT INDIA



Grant Thornton



## Partnering with the Industry Best **MILVEST**

a leading Global Consultancy, Grant Thornton has contributed significantly to curate learning programs for Veterans for last 3 yrs

### 1. Operations Excellence Fundamentals

**30 Mar 2025 to 04 Jan 2026**

well paced , 30 Hr, Certificate Program on operations Excellence  
 - 10 sessions of 3 hrs each, on chosen key topics, once a month  
 (online program - admissions are Open to all from military families)



### 2. Lean Six Sigma Green Belt

- gain in-demand industry knowledge
- Self-paced convenient online program with Certificate
- made accessible to every fauji & family at near-free cost by MILVEST
- #must-do for all, applicable for all, Enrol TODAY

### 3. Lean Six Sigma Black Belt

- gain industry valued expertise
- Onlive Live program with Expert Grant Thornton Consultants
- Batch (1 ) of 30 participants starts on 22 May, admissions open  
 [Phase 1: 22 - 25 May 2025, Phase 2: 12 - 15 June 2025;  
 Weekend - 10 to 5 PM, Weekdays - 6 to 11 PM]
- enrol Quickly : Get started and prepare well



### 4. Business Consulting Prep

- to be conducted in Qtr 3 (2025)
- a 16 Hr live online program
- to orient selected participants on specific skills required for Consulting roles



# OPERATIONAL EXCELLENCE: THE MILITARY WAY



## Comparing Operation Neptune Spear with Principles of Operational Management

From India's Operation Vijay (Kargil War) to Operation Bandar (Balakot air strikes) and the strategic abrogation of Article 370, military operations have consistently demonstrated the power of precise planning, decisive leadership, and operational discipline. These missions not only shape geopolitics but also provide timeless lessons in organizational excellence. Among global operations, Operation Neptune Spear — the meticulously planned 2011 U.S. Navy SEAL raid that led to the elimination of Osama bin Laden — stands out as a masterclass in operational excellence. The mission, executed in just 40 minutes on 2nd May 2011, by 23 Navy SEALs supported by stealth helicopters and real-time surveillance, embodies the core principles of modern operations management. By analyzing this mission through the lens of operations frameworks, we gain powerful insights into how civilian enterprises can emulate military precision.

*All the headings are taken from the ongoing Operational Excellence Program by Grant Thornton and Management Essentials, MILVEST.*



### 1. Strategic Management

Operation Neptune Spear was underpinned by clear mission objectives, top-down alignment, and inter-agency coordination — all tenets of strategic management. The goal was clear: neutralize a high-value target with minimal collateral damage. Over nearly 8 months, intelligence agencies and military command worked together, integrating strategic inputs from the CIA, Department of Defense, and the White House. The mission's success was built on a unified vision and disciplined execution. Business Insight: Strategic coherence and stakeholder alignment are vital. Just like the mission command structure, enterprises must build a vision-driven culture with strong leadership and accountability.

## 2. Quality Management & Lean Six Sigma

The execution phase demonstrated near-perfect quality control. Every detail — from the 100+ rehearsals conducted in U.S.-based mock compounds simulating the Abbottabad residence to the exact timing of ingress and egress — was optimized. Navy SEALs employed standard operating procedures (SOPs), and real-time feedback after each rehearsal helped fine-tune mission performance, echoing the Lean Six Sigma DMAIC cycle.

**Business Insight:** Quality and consistency are the results of rigorous process control. Adopting Lean Six Sigma ensures waste is minimized, and performance is maximized.

## 3. Analytical Tools

Intelligence gathering and scenario modeling drove decision-making. Satellite imagery, human intelligence (HUMINT), and 3D mockups allowed risk probabilities to be evaluated for multiple contingencies, such as bin Laden's absence, potential diplomatic fallout, or mission failure. These analyses guided tactical design and execution, mirroring modern analytical tools like SWOT, PESTEL, and simulation models used in business.

**Business Insight:** Operational decisions must be data-driven. Analytical tools convert uncertainty into actionable insights.

## 4. Supply Chain Structure and Design

The supply chain for Neptune Spear was agile yet robust. Two modified Black Hawk helicopters entered Pakistani airspace undetected, while two Chinooks waited on standby. Additional fuel caches were pre-positioned, and coordination spanned air, ground, and surveillance elements. Even when one Black Hawk crashed inside the compound, the supply and extraction plan pivoted seamlessly using backup assets.

**Business Insight:** A responsive and robust supply chain is non-negotiable. Businesses must design for agility, resilience, and visibility.

## 5. Design Thinking and Innovation Approaches

Faced with unique challenges, the operation leveraged stealth technology and real-time intelligence in an environment where failure was not an option. The modified Black Hawk helicopters featured radar-absorbing material and noise-suppression features developed in secret — a hallmark of iterative, user-centered innovation. The mission team adapted their plans dynamically based on simulations and evolving intelligence.

**Business Insight:** Innovation is not about flashy products — it's about solving problems creatively and empathetically.



## 6. Digital Landscape and Technologies

Digital integration was key to success. The mission streamed real-time video from drones to the White House Situation Room, where senior leaders, including the President, monitored events as they unfolded. Encrypted communication and telemetry ensured seamless coordination across command units.

**Business Insight:** Digital tools must empower responsiveness. Real-time dashboards and communication platforms enhance execution and decision-making quality.

## 7. Change Management

Despite near-perfect planning, one stealth helicopter crashed due to heat-induced aerodynamic failure. Within seconds, SEALs executed a contingency extraction protocol, detonated the downed aircraft to protect classified technology, and continued the mission. This immediate adaptation is a textbook example of effective change management under pressure.

**Business Insight:** Change is inevitable. Successful operations — military or business — require adaptable teams trained to operate under uncertainty.

Operational Excellence isn't a destination — it's a mindset. By blending the rigor of military missions with the frameworks of operations management, leaders can unlock new levels of precision and impact in their organizations.

## 8. Data Visualization

Visual simulations helped operatives mentally map the compound. 3D mockups based on satellite and human intel enabled immersive training. These models functioned like flowcharts and process maps, helping teams internalize mission stages and roles.

**Business Insight:** Visual tools such as heat maps, dashboards, and flowcharts can turn complex data into clarity, facilitating faster decisions.

## Conclusion

Operation Neptune Spear is not just a historic military victory — it's a living case study in operational excellence. Organizations across sectors can extract tactical wisdom by integrating military-grade planning, data-driven execution, and agile responsiveness into their operations playbook.

When lives are at stake, there's no margin for error. In business, the margin may be profit or reputation, but the discipline needed remains just as vital.



Shreekant Tiwari, Indian Air Force  
Profile ID - 2011437



# HOW TO START A BUSINESS IN INDIA: YOUR BEGINNER'S GUIDE



Ayush Tiwari,  
Profile ID - 2010397

## INTRODUCTION: YOUR TIME IS NOW

Starting a business in India? That's not just brave—it's brilliant. Whether you're thinking of launching a food stall, building an app, or offering services in your neighbourhood, the time has never been better. India is bursting with opportunities, and guess what? You don't need to have it all figured out to take the first step.

The government is backing new entrepreneurs big time with programs like Startup India, Digital India, and Make in India. These initiatives aren't just buzzwords—they actually offer benefits like easier registration, tax perks, and access to funding. From college students to homemakers, professionals to retirees, people all over the country are taking the leap into entrepreneurship.

Still, let's be honest—starting something from scratch can feel overwhelming. Where do you begin? What kind of business should you register? How do you manage funding, marketing, and paperwork?

That's where this guide steps in. Whether you're just playing with an idea or already gearing up to launch, this step-by-step guide will help you navigate it all—without the jargon, without the fluff.

## WHAT'S A STARTUP, REALLY?

A startup isn't just a Silicon Valley-style tech company. At its heart, a startup is simply a new business trying to solve a problem—often in a smarter, more efficient way. Think of it this way:

Startups often use innovation or tech.

They're built to grow fast.

They solve real-world problems.

But don't worry—you don't need to invent the next Google. Even a home bakery, a mobile tailoring service, or a local tuition class count. If you're solving a problem and helping people, you're already on the right track.

## WHERE'S THE ACTION HAPPENING?

- Tier-1 Cities (like Bengaluru, Delhi-NCR, Mumbai): Home to 60–65% of startups.
- Tier-2 Cities (Jaipur, Indore, Coimbatore): Rapidly growing, especially in agri-tech and edtech.
- Tier-3 & Rural: Small but rising, with a focus on fintech, health tech, and impact-driven ventures.

## INDIA'S STARTUP SCENE: A QUICK LOOK

India is now the world's third-largest startup hub—right after the US and China. Here's why it's buzzing:

**Recognized Startups:** Over 1.17 lakh startups registered under the Startup India scheme (as of 2024).

**Unicorns:** 110+ Indian startups have hit the \$1 billion valuation mark—names like Flipkart, Paytm, BYJU'S, and Ola.

**Jobs Created:** More than 10 lakh jobs generated—and counting.

## HOT SECTORS IN 2025

- Fintech & BFSI – 22%
- E-commerce & D2C – 19%
- HealthTech & BioTech – 14%
- EdTech – 10%
- Enterprise Tech & SaaS – 12%
- Others – 23%

There's room for every dream—big or small.



## STEP-BY-STEP: STARTING YOUR BUSINESS IN INDIA

### ✓ 1. Find a Real Problem to Solve

Every great business starts by solving a real problem. Ask: What are people struggling with? Can I offer a better, faster, or cheaper solution? It doesn't have to be a big idea—just a useful one.

### ✓ 2. Talk to People (Market Research)

Got an idea? Test it in the real world.

- Speak to potential customers. Study competitors. Estimate costs.
- You don't need spreadsheets—just honest conversations and curiosity.

### ✓ 3. Create a Simple Business Plan

Skip the 50-page documents. Focus on essentials:

- What are you selling?
- Who needs it?
- How will you reach them?
- What will it cost?
- How will you earn?

Stay clear. Stay practical.

### ✓ 4. Choose the Right Business Structure

Pick the setup that fits:

- Sole Proprietorship – Easy for solo founders
- Partnership/LLP – Shared responsibility
- Private Limited Company – Good for startups seeking investors
- One Person Company (OPC) – Solo founder with big plans.

Start small, formalize as you grow.

### ✓ 5. Register Your Business

- Register to gain trust, access government tenders, and unlock benefits.
- Use portals like Startup India or Udyam for quick registration.

Staying organized is simpler than it sounds—and pays off big time.

## STARTUP IDEAS THRIVING IN 2025

Looking for inspiration? These sectors are booming—and full of opportunity:

- E-commerce: Handmade goods, niche online stores are surging.
- HealthTech: Online consultations and affordable diagnostics are in demand.
- EdTech: Digital classes and skill-based learning are reshaping education.
- AgriTech: Farm-fresh delivery and smart irrigation are changing farming.
- FinTech: Budgeting apps and simple payment tools are everywhere.
- DefenseTech: Surveillance, CUAS, and drone-based services are rising fast.
- GreenTech: Solar energy, sustainable packaging, and recycling solutions are thriving.

You don't have to be in a big city to make a big impact. The next big startup could come from anywhere—even a small town.

### ✓ 6. Explore Funding Options

Government schemes offer strong support:

- MUDRA Loan – Up to ₹10 lakh, no collateral
- PMEGP – Loan + subsidy for manufacturing/services
- Stand-Up India – Loans for women and SC/ST entrepreneurs
- SIDBI – Funding plus expert guidance

Visit your bank or apply online to get started.

### ✓ 7. Launch a Basic Version (MVP)

- Don't wait for perfect—start with a simple version.
- Sell to friends, offer free trials, create a basic website.

Learn, adapt, and grow fast.

### ✓ 8. Market on a Budget

Visibility doesn't require big bucks:

- Share via WhatsApp groups
- Build presence on Instagram and Facebook
- List on Google My Business
- Sell through Meesho, Amazon, Flipkart, Zomato, or Urban Company

Pro Tip: Share your journey—people connect with authenticity.

### ✓ 9. Stay Compliant (and relax)

As you grow:

- Register for GST once eligible
- Open a business bank account
- Track finances and consult a CA if needed

## THE REALITIES OF STARTING A BUSINESS

### Pros:

- Total freedom
- Deep satisfaction
- Big potential for impact and income

### Cons:

- No fixed pay check initially
- Takes time and resilience

Truth: Every successful founder started where you are—full of doubt, but willing to try.

## REAL STORIES OF BIG DREAMS

- MEESHO: WhatsApp group to e-commerce giant
- BYJU'S: Offline tutor to global EdTech leader
- OYO: College dropout to hotel chain mogul
- BOAT: Stylish audio products that broke the mold

They started small. They believed big. Each began with an idea and a whole lot of belief.

## FINAL WORDS: JUST START

Starting your own business in India isn't a far-off dream anymore. With digital tools, government schemes, and more access than ever, it's truly possible.

Will it be easy? No.

Will it be worth it? Absolutely.

Talk to someone. Sketch your idea. Make your first sale. Your journey starts now—and it might even inspire others too. You've got this.

## KEY RESOURCES

- Startup India – Recognition, tax benefits | [startupindia.gov.in](http://startupindia.gov.in)
- Udyam Registration – MSME support and subsidies | [udyamregistration.gov.in](http://udyamregistration.gov.in)
- MUDRA Loans – Small business funding up to ₹10 lakh | [mudra.org.in](http://mudra.org.in)
- Stand-Up India – Loans for SC/ST and women entrepreneurs | [standupmitra.in](http://standupmitra.in)
- PMEGP – Loan + subsidy for small businesses | [kviconline.gov.in](http://kviconline.gov.in)
- SIDBI – Startup funding and mentorship | [sidbi.in](http://sidbi.in)
- NASSCOM – Startup ecosystem insights | [nasscom.in](http://nasscom.in)
- IBEF – Market trends and sector data | [ibef.org](http://ibef.org)
- Statista – Startup sector statistics | [statista.com](http://statista.com)
- YourStory – Founder stories and D2C trends | [yourstory.com](http://yourstory.com)
- Inc42 – Startup news and funding updates | [inc42.com](http://inc42.com)
- Entrepreneur India – Business advice and policy insights | [entrepreneur.com](http://entrepreneur.com)



## Navigating Data like a Pro- My PowerBI Journey with MILVEST



Wg Cdr Rajeev Kumar  
Profile ID - 2010219

### Introduction to Power BI

Power BI is a business intelligence and data visualization tool by Microsoft that enables users to analyze data and generate insights. It connects to multiple data sources, transforms raw data into interactive dashboards and simplifies decision-making. Organizations use Power BI to track key performance indicators (KPIs), monitor trends and streamline reporting. Its integration with Microsoft applications and third-party platforms makes it a versatile tool for data analytics.

### Power BI in Military Offices

For armed forces personnel, Power BI enhances operations by simplifying data analysis. The military manages vast amounts of data related to logistics, resource management and personnel tracking. Power BI helps track leave records, monitor projects, oversee procurement and streamline file movement. By automating reporting and providing real-time analytics, Power BI improves efficiency, enhances resource management and supports data-driven decisions that strengthen operational effectiveness.

### Power BI for Transitioning Veterans

For veterans transitioning to corporate roles, Power BI provides a competitive edge with data-driven decision-making skills. Many industries rely on analytics for performance tracking and process optimization. Veterans proficient in Power BI can transition into roles requiring analytical thinking and problem-solving. Its automation capabilities improve efficiency, allowing veterans to leverage leadership experience alongside technical skills.

### Power BI for Family Members

Family members learning Power BI can benefit from career growth in data analytics, finance and project management. Data literacy is increasingly essential and Power BI skills open doors to various opportunities. Whether entering the workforce, transitioning careers, or enhancing an existing role, Power BI fosters knowledge sharing and skill development, helping each member build valuable expertise.

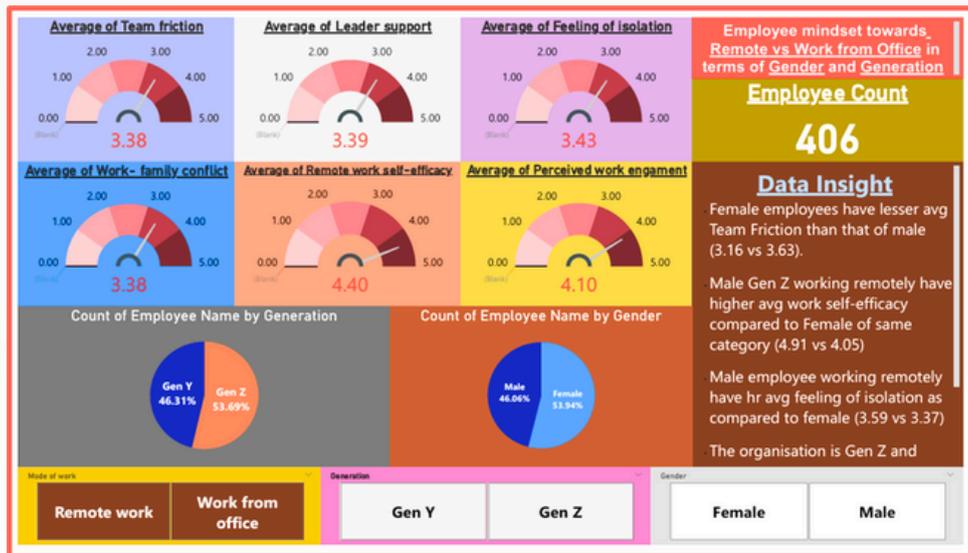
### How Power BI Has Benefited Me

Learning Power BI from MILVEST in collaboration with IMI Bhubaneswar has enhanced my ability to analyze data, make informed decisions and present insights effectively. As I transition from the military to a corporate role as a program manager, these skills are invaluable. Power BI enables me to convert raw data into insights, identify trends, measure performance and optimize processes. With proficiency in Power BI, I can create interactive dashboards and reports that improve visibility into operational metrics.

### Showcasing My Work in Power BI

As part of my Power BI training, I analyzed employee sentiment and performance in remote vs. office work settings. Using provided data, I developed dashboards and a storyboard integrating various visuals. One dashboard depicted employee mindset based on gender and generation, highlighting differences in engagement and isolation. Another compared productivity, customer satisfaction and sales metrics in remote and office environments.

Findings included lower team friction for female employees, higher self-efficacy for male Gen Z remote workers and greater isolation reported by remote male employees. Office workers performed better overall, with male office workers achieving higher customer satisfaction and female remote workers excelling in this aspect. By leveraging Power BI, I effectively analyzed insights, demonstrating its value in decision-making.



### Why You Should Learn Power BI from MILVEST

I highly recommend learning Power BI from MILVEST in collaboration with IMI Bhubaneswar. Their training offers hands-on experience with real-world datasets at a negligible cost, making it an incredible opportunity for professionals, transitioning veterans and students. The structured approach, expert guidance and practical exercises ensure a strong foundation in Power BI. If you're looking to enhance your analytical capabilities, MILVEST's Power BI training is the perfect choice!

## PowerBI Fun Quiz

Why did the Power Query editor go to school?  
To learn how to clean up its act!

Why did the Power BI developer fail at romance?  
Because they forgot to create a relationship!

Why did the bar chart go to therapy?  
It felt overwhelmed by stacked emotions!

Why don't Power BI users argue much?  
Because they always agree on the key metrics!

What do Power BI developers and chefs have in common?  
They both love working with slicers!

Why do Power BI developers never get tired?  
Because they always refresh!

# CHALLENGES IN GLOBAL SUPPLY CHAIN MANAGEMENT

By : Grant Thornton Team

Supply chain and demand chain are the backbone of any business venture. Demand chain focuses on generating the demand through customer service, marketing new customer acquisition whereas supply chain focusses on meeting the generated demand. Both are complementing each other. Imbalance in either of these will create an opportunity for any business to be outdated and have grieved customers.

In recent times, Supply chain is under tremendous pressure due to technological advancements, specific customer requirements, everchanging geopolitical scenarios and many more. With these changes, comes the higher risk of mounting inventory, warehousing, transportation, packaging related costs. Organizations are working towards lowering it and have invested much more in reducing supply chain costs, but one shoe does not fit all. Each domain will have to have a separate strategy based on consumption pattern, user expectations, vendor placement, lead time etc. So, how are organizations identifying and dealing with these challenges while developing a mitigation strategy to reduce the risks involved in cut-throat environment will be the focus of this article.

## CHALLENGES

### Resource utilization

Capacity of the warehouse, transport media is another challenge which directly is measured by a common metric resource utilization or floor space occupancy. Organizations are forced to utilize the vertical space to have better space utilization metrics which are impacting the FIFO / LIFO strategies to be utilized in warehousing operations. Palletization, containment, packaging etc. have increased capacity to which we can stack the SKUs over each other but there is a limit considering safety standards and reachability. This is further a key strategic issue which resonates and expands depending on the shelf life of the products. While this may not be considered to be of much usage in the service industry, the utilization of time is considered more critical.

### Catering a global village

We are living in a global village and as a user, I am all appreciative of this fact wherein I can enjoy the cross-culture delicacies and services at the comfort of my home. But for supply chain, it's a nightmare. Recently, there were cases of shipments getting stuck in Suez Canal, though managing traffic there is always a constraint. Customers want the goods, and they want the goods NOW to have a competitive advantage in lead time, while logistics is a huge challenge for each organization. Even In service industry, working with multiple time zones is where the organization must strive a balance between employee satisfaction, cost and consumer expectations, market leadership.

### Entrepreneurial boom in regions

With budding entrepreneurs in the region, everybody wants to make it big, leading to fierce competitions. Many are catering to smaller regional markets and are eager to expand their horizons. With much competition comes the need to be more competitive, cost effective and responsive to changing customer requirements. Whether to have a long haul or have much cost effective smaller regional logistical service providers remain a strategic decision for leaders majorly in portable SKU category.

### Wrong benchmarks

Benchmarking is considered the best way to compete and be the industry leader. One side of this is the benchmarks which are ever changing. Usually, we acknowledge the best organization in an industry based on certain criteria but there is a wide possibility of a much smaller organization performing the same task in a much more effective way. When it comes to a specific terrain or product there are many organizations which handle the processes in a much more effective way as industry leaders. That innovation has not come out yet as the scales are not matching with the industry leader. This gap of exposing the industry best practices will always remain stagnant and hence pose a threat to all the strategic decisions which are taken based on not so accurate reference / benchmarks.

### Other factors

Packaging interventions, foldable TEUs, standardized product dimensions, long haul containers, drone deliveries, Heli taxi etc. are a few of the factors which are changing. It will require special effort in the ways they are utilized and the value they bring to the organizations. They may require a different level of change management at each hierarchical level but will remain a capital-intensive area which smaller organizations may not start to explore soon, and it remains limited to offer competitive advantage.

## SOLUTIONING

### Operational Excellence

There are various frameworks and approaches of operational excellence which focus on quality of the processes to ensure competitiveness and cost optimization. Methodologies such as Lean, Six Sigma, Kanban, Theory of constraints, PDCA cycle etc. are all focused on achieving better results with the current systems. These can be leveraged to improve the resourcefulness significantly and bring in a culture of structured problem solving with focus on eliminating the root cause.

### Predictive analytics

It was a hot skill a few years back and now is considered an innate competency of any resource. Predictive analysis is used to predict the future given the historical scheme of things. It assumes that things will continue to happen in the same way as they have been happening until now. These statistical tools are used to predict the amount of fuel to be used, lead time, develop replacement theories, make or buy decision, pricing strategies and market basket analysis which elaboratively impacts not only the logistics but the entire value chain of the products. By way of Machine learning algorithms, Systems have been transformed to be intelligent enough to learn from their own mistakes and deviations, to continually improve the predicted future as well.

### Rise of AI

Artificial Intelligence has been used to develop the models and change the measurable parameters accordingly with little or no human intervention. Decisions like which vendor to select, which market to explore for cost effective transportation / storage, where and how much to acquire land and resources for warehousing, decisions regarding inventory levels and overall reliability of the value chain are taken by artificial intelligence to be more focused and ensure critical KPIs are met.

### The new normal

The post covid era has initiated a virtual war in organizations and forced them to embrace technology in day-to-day operations. Supply chain is no exception to this as well. Organizations are now moving away from Hub and Spoke model of distribution network to a more customized distribution network with focus on last mile delivery.

In the wake of these challenges and few solutions which are highlighted above, it remains to be seen where we put in the humane factor and realize the requirement of developing a complete end to end empathetic value chain. Some might say, this may happen in parallel universe or only in dreams, I may highlight, similar were the thoughts regarding human stepping on moon.



## *United in Learning and Life: Our Journey Through 'Management Essentials'*

When Vartika and I enrolled in the 'Management Essentials' online certificate program offered by IIM Shillong, we had little idea of the profound journey that awaited us. Organized by MILVEST, the program promised a 100-hour deep dive into the fundamentals of Business Administration; however for us, it became something far more meaningful: a shared odyssey of growth, learning, and deeper connection.

At first, Vartika was unsure about committing to the course. But after I took the plunge, her interest sparked, and she soon joined me. That mutual decision became the starting point of an incredible chapter in our lives where we studied side by side, debated business strategies over dinner, and transformed our living room into a space of constant curiosity and conversation.

Our daily routines gradually aligned with our academic goals. We carved out time for assignments, lectures, and late-night discussions. One of the more amusing challenges we faced was crafting individual assignments that reflected our joint insights, yet remained distinct. It became a game of creative interpretation focussed on how to channel our shared learning into unique expressions without losing the spirit of collaboration.

But this journey went beyond academics. It became a bridge that strengthened our relationship in unexpected ways. With each milestone whether it was a submitted quiz or an assignment we celebrated not only the achievement but also the process. Our skills sharpened, our confidence grew, and our bond as life partners deepened. What began as an academic endeavour soon blossomed into a shared life experience that enriched both our personal and professional worlds.

The moment we received our certificates was one of pure joy. It felt as though we had just graduated from college together which was a dream we had never imagined fulfilling. The pride we felt was immense, but even more lasting are the memories we created and the companionship we nurtured along the way.

Reflecting on our time in the 'Management Essentials' program, we're filled with gratitude. It stands as a testament to the power of shared purpose, mutual encouragement, and the transformation that happens when two people are united in learning, life, and love.

Written By: Lt Col. Anuj Chandra Shrivastava (Shaurya Segment)  
Vartika Vivek Shrivastava (Tejasvini Segment) 2024 Batch



## Embracing Change: My First Step into Digital Transformation and Business Ethics



Varsha Sharma  
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When I had to submit my first *MILVEST assignment on Management Essentials*, I'll admit—I was a little lost and nervous. I spent some time reflecting, not just on the assignment topic, but on my own life. That's when a powerful realization hit me: the world is moving faster than ever toward digital transformation. And the bigger question was—had I truly accepted the newness in my own life?

Photography has always been my passion. Ever since my dad handed me his old Nikon camera, I was hooked. Back then, it was about capturing fleeting moments, chasing the perfect light, and telling authentic stories through a simple lens. But as the years passed and the industry evolved, I saw that having a good eye wasn't enough anymore. This realization was my first real encounter with digital transformation.

It wasn't just about buying a better camera—it was about rethinking my entire creative process. I embraced AI-powered tools like Luminar and Adobe's AI suite. These technologies didn't replace my skills; they enhanced them. They helped me clean up shots faster, fine-tune lighting effortlessly, and even generate previews for clients before I captured a single frame.

Digital transformation, for me, wasn't about cutting corners. It was about working smarter, delivering more value, and spending more time focusing on what matters most: **Storytelling**. AI took over repetitive tasks like sorting through hundreds of photos—suggesting the best ones based on emotion, sharpness, and composition—giving me back time to invest in my creativity.

### Business Ethics in the Age of AI

This brought me back full circle to another Management Essentials pillar: Business Ethics. Where should we draw the ethical line when technology can so easily alter perception?

For myself, I made a firm commitment:

- Always be transparent when AI tools are used.
- Never distort reality in ways that mislead audiences—unless clearly disclosed.
- Walk away from projects that compromise authenticity.

Just like Ghibli refuses to sacrifice its storytelling roots in the name of flashy tech, I promised myself to never let convenience overpower creativity or integrity.

Today, I use AI not to cut corners, but to enhance storytelling—and I speak openly about the technology behind my work with clients, peers, and students.



## Studio Ghibli and the AI Image Trend: A Lesson in Balance

As I thought more about this shift, I couldn't help but notice a parallel in the latest Studio Ghibli AI image trend sweeping the internet.

People everywhere were uploading their photos to apps that transformed them into whimsical, Ghibli-inspired characters.

It's a stunning example of how AI can celebrate traditional artistry while making it accessible and personal for millions.

But like every trend, it raised important questions around digital safety and ethics—especially when personal images are involved.

### Is It Safe to Upload Your Image?

Ask Yourself Before Uploading:

- Does the app clearly explain its privacy policy?
- Is the image processed locally or uploaded to the cloud?
- Will your image be used for further AI training?

Stick to reputable apps that offer transparency and allow you to opt out of data retention.



### Smart User Tips for AI Art Tools

- Avoid uploading images with minors or sensitive backgrounds
- Review privacy policies before uploading
- Use AI art tools offline (no cloud uploads)
- Avoid apps that request unnecessary permissions

Treat AI tools as a supplement—not a substitute—for creativity

### Similar AI Art Generators to Explore:

- Lensa AI: Known for dreamy, stylized self-portraits
- Fotor AI Art Generator: Easy-to-use and beginner-friendly
- Artbreeder: Offers genetic-style blending of images
- Toongineer Cartoonizer: Great for cartoon-style transformations

Just as Ghibli respects the integrity of its characters and worlds, we must protect our digital selves. Each offers creative possibilities—but requires thoughtful, responsible usage.

## The Core Lesson

True digital transformation isn't about abandoning your roots. It's about enhancing your craft responsibly, staying loyal to your values, and protecting the authenticity that made you passionate in the first place. This assignment didn't just teach me Management Essentials—it helped me reframe my entire creative journey:

In a world that's constantly evolving, the real art lies in knowing what to transform—and what to hold sacred.



# EFFECT OF AI ON HUMAN INTELLIGENCE: EVOLUTION OR EROSION



SHREEKANT TIWARI  
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“The other day, my 5-year-old daughter, instead of asking me for a bedtime story, she asked Gemini AI to recite one”.

I wondered What is that special thing which overpowered my five years old of unconditional affection towards her.

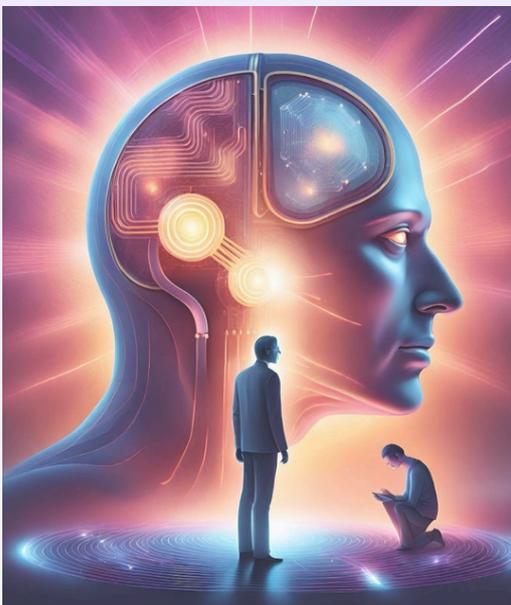
My curiosity drives me to explore AI in depth.

Artificial Intelligence (AI) is growing at an unprecedented rate. According to a report by PwC, AI is expected to contribute \$15.7 trillion to the global economy by 2030. Additionally, research from OpenAI indicates that AI can now surpass human capabilities in specific cognitive tasks, with GPT models achieving near-human performance in language comprehension. While AI is undeniably transforming industries and lifestyles, a fundamental question arises: How does AI impact human intelligence ?

As someone deeply intrigued by personality development, mental well-being and emotional intelligence, I believe AI is both a catalyst for intellectual growth and a potential crutch that could erode essential cognitive abilities.

## The Augmentation of Human Intelligence

AI has proven to be an exceptional tool in expanding human intelligence. It enhances decision-making, speeds up problem-solving and democratizes access to information. For an air warrior like me, who thrive on structured planning and leadership, AI offers analytical insights that refine strategies and optimize efficiency.



In education, AI-driven learning platforms are revolutionizing knowledge retention through personalized learning, a concept that resonates with my preference for instructor-led sessions. These adaptive technologies ensure that even complex subjects, such as data science and Artificial Intelligence (which I am currently exploring) become accessible to individuals without prior programming exposure.

From a professional perspective, AI-powered tools streamline workflows, reducing cognitive load and allowing leaders to focus on strategic execution rather than mundane administrative tasks. This enables professionals to harness AI as an assistant rather than a replacement for critical thinking.

## The Risk of Cognitive Erosion

While AI enhances intelligence, it also poses the risk of intellectual stagnation/slowdown/erosion. Excessive reliance on AI-driven automation can lead to the withering of fundamental cognitive skills such as problem-solving, analytical thinking, and creativity. For instance, modern reliance on AI-generated content may diminish original thought and independent reasoning. As a planner and someone who values strategic thinking, I see this as a potential pitfall—human intelligence must remain at the core of all decision-making.

Moreover, AI can influence emotional intelligence. With increasing digital interactions, human empathy and interpersonal skills may weaken. Automated responses, AI-generated emotions, and algorithm-driven social interactions can create an illusion of connection while reducing the depth of human engagement. This is particularly concerning for many who value emotional intelligence and mental well-being as key components of leadership and personal growth.

## Striking the Right Balance

The challenge, therefore, lies in maintaining equilibrium—leveraging AI to enhance intelligence while ensuring that human cognitive capabilities are not sacrificed. AI should serve as an enabler of thought rather than a substitute for thinking. To achieve this, individuals must cultivate critical thinking, continuously engage in problem-solving and remain adaptable to learning new skills.

As AI continues to evolve, its integration into human intelligence should be a symbiotic process. Instead of replacing human thought, AI should push us to think deeper, analyze better and lead with more emotional awareness. The future belongs to those who can balance AI's efficiency with the irreplaceable essence of human intellect.



The Bhagavad Gita offers profound insight into the balance between knowledge and wisdom:

"न बुद्धिभेदं जनयेदज्ञानां कर्मसङ्गिनाम् ।

जोशयेत्सर्वकर्माणि विद्वान् युक्तः समाचरन् ॥"

This verse reminds us that wisdom must guide our actions. AI is a tool, not a replacement for human intellect. If used wisely, it can elevate our intelligence rather than diminish it.



# The Power of Gratitude: A Gateway to Abundance

*"Everything is energy and that's all there is to it. Match the frequency of the reality you want and you cannot help but get that reality. It can be no other way. This is not philosophy. This is physics."*

— Albert Einstein

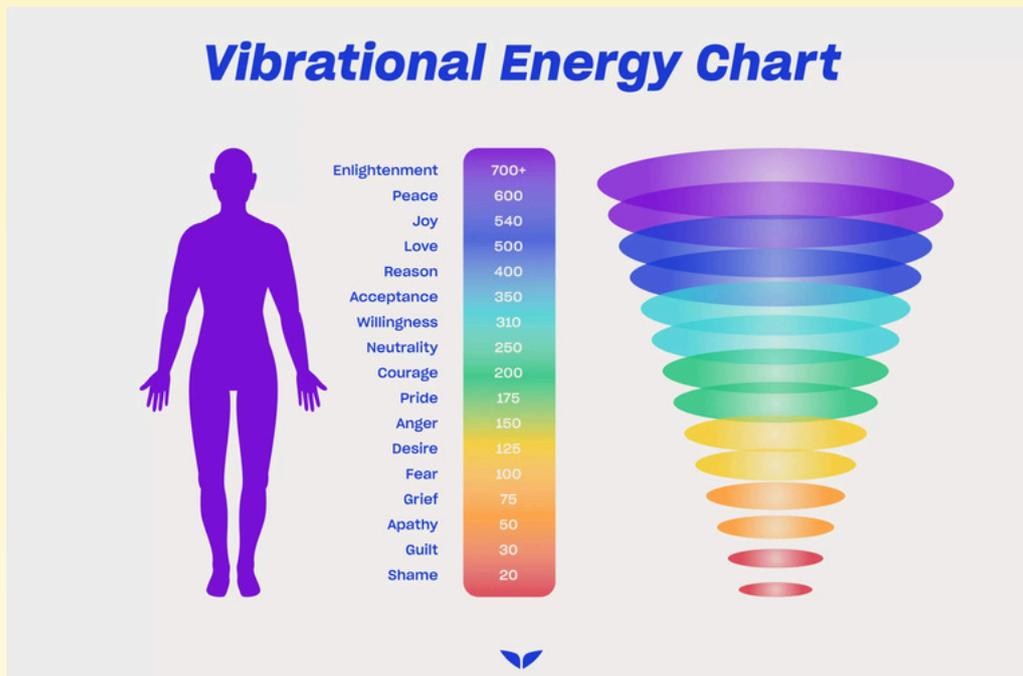
Gratitude is more than just a virtue—it's a frequency. A powerful force that connects us not only with ourselves and others but also with the universe.

In our daily lives, we're constantly communicating. Whether it's through words, actions, or thoughts, communication operates on three levels: with the world around us, with ourselves, and—most mysteriously—with the universe. While the first two are well understood, it's the third form—communication with the universe—that often remains elusive. Let's explore this lesser-known but deeply transformative concept.



Everything in the universe is energy. And where there is energy, there is vibration; where there is vibration, there is frequency; and where there is frequency—there is communication.

That means we are constantly transmitting signals into the universe through our emotional and mental states. If we're angry, anxious, or negative, we emit low-frequency signals—and the universe responds accordingly. You might notice that short-tempered individuals often encounter situations that fuel their temper. On the other hand, kind and empathetic people tend to attract situations where they're able to offer help, as if the universe recognizes and amplifies their energy.



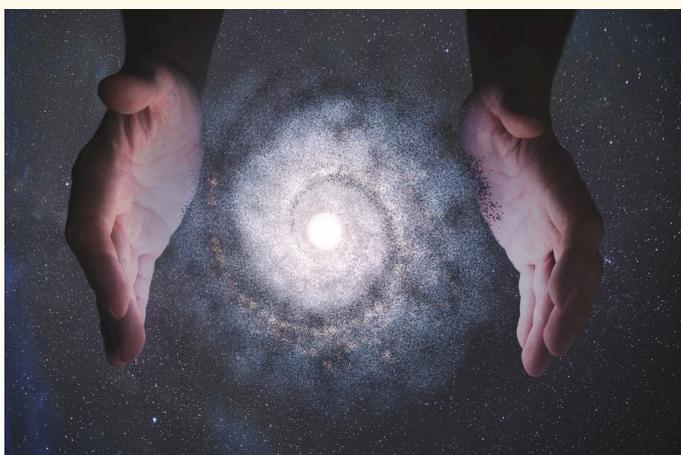
This concept is supported by Dr. David Hawkins and his “Map of Consciousness,” which shows how different emotional states correspond to different vibrational frequencies. Lower states—such as shame, guilt, and fear—operate at lower frequencies. As we elevate our emotions toward joy, love, and peace, we move to higher frequencies and expand our consciousness. Think of it like climbing a building. From the ground floor, your view is limited. But as you ascend, your field of vision widens. Similarly, raising your emotional frequency gives you a broader, more enlightened perspective.

Changing Your Frequency, Changing Your Reality

As we raise our frequency, we begin to shift our reality. And when reality shifts, so do our experiences. For instance, when we choose to embrace wellness, we might join a yoga class and meet others on a similar journey. Join a gym, and you’ll find people motivated by fitness. Sign up for a marathon, and you’ll connect with others who find joy in running. These shifts aren’t random—they’re realignments with new frequencies that match our intentions.

Often, however, we fall into the habit of focusing on what’s lacking. We notice what’s missing, what’s wrong, what’s broken—rarely pausing to appreciate what’s going well. Over time, this attitude sends a signal of dissatisfaction to the universe. And the universe, true to its nature, mirrors it back.

But when we begin to notice and acknowledge the good—even the smallest blessings—we begin to emit a higher frequency. Gratitude becomes the action; and abundance, the natural reaction.



Just as Newton’s Third Law tells us that every action has an equal and opposite reaction, the universe reflects our emotional states. Complaints attract scarcity. Gratitude attracts abundance.

### Gratitude Journaling: A Daily Practice

One of the simplest yet most powerful tools to shift your frequency is gratitude journaling. Apps like Presently make this easy and accessible. Every night, jot down five unique things you're grateful for. Avoid repetition. Look for small wins, quiet joys, and unnoticed blessings.

Do this consistently for 66 days, and you'll build what's called the Theory of Automaticity—the point at which a new habit becomes second nature. By the end of those 66 days, you'll have listed 330 unique reasons to be thankful. More importantly, your brain will be rewired to automatically seek and acknowledge positivity. This shift in awareness transforms not just your mood, but your energy. It raises your frequency, reshapes your reality, and opens you to the abundance already present in your life.

Gratitude isn't just about saying "Thank you." It's about tuning into a frequency that aligns with joy, peace, and possibility. Practice it daily, and you'll not only change your outlook—you'll change your life.



#### *Gratitude Journaling Activity*

Take a moment to pick up your pen and write a heartfelt note of gratitude to the Universe. Reflect on all that you're thankful for in your life—big or small. Once you've written your note, place it in your daily journal as a reminder of your blessings. Thank you for taking part in this meaningful activity. ✨



Colonel Arun Iyer is a retired Indian Army Special Forces Officer with 22 Years of service and having served in active military operations throughout. He is a Certified NLP Practitioner, Certified NLP Coach, Certified Life Coach and Certified Transactional Analysis Coach and an Author. He specializes in issues related to Mental Wellness. He has authored his maiden book, *The Mental Commando : Transforming You Into a Warrior - A Comprehensive Guide to Mental Wellness Using Neuro Linguistic Programming*.



## “La Magique of Words”

### RSVP

[AHR-ES-VEE-PEE] -verb

An abbreviation of the French phrase “répondez s’il vous plaît,” which means “please reply.”

**Meaning -please respond**  
Literally-respond if you please

**A small matter of etiquette**  
RSVP = Respond whether your answer is yes or no  
RSVP regrets only = Only respond if you will not attend; not responding is taken as a yes.

Though it’s on its last legs in France, RSVP is alive and well on English-language invitations. Unfortunately, most English speakers seem to think it’s just a fancy synonym for “respond” and therefore say “please RSVP,” which makes it redundant (or pleading): “please please respond.”

RSVP (Répondez s’il vous plaît, French for “Please respond”) is a formal request for a reply to an invitation. Commonly used for corporate events, military functions, or official ceremonies, it signals that the host needs to know whether you’ll attend in order to plan appropriately.

Correct usage includes:

- Always responding by the deadline—whether you’re attending or not.
- Using the method indicated (e.g., email, reply card, phone call).
- Avoiding last-minute changes unless absolutely necessary, as seating, catering, and security often depend on your confirmation.

Ignoring an RSVP is considered impolite and may reflect poorly in professional or formal circles.

# Why Knowing a Second Language Is a Hidden Superpower?

Learning a foreign language significantly enhances your chances of securing a job in today's global marketplace. It also opens the door to discovering new cultures and connecting with interesting people from around the world. Engaging with another culture allows you to gain a deeper understanding and appreciation of your own. Moreover, studying a new language boosts self-confidence, communication skills, and personal growth.



**Vinti Gaur**

Profile ID - 2011038

## A MUST-HAVE JOURNEY FOR YOUR ADVENTURE

In today's increasingly interdependent world, speaking a second language is an essential skill that gives you the ability to communicate and connect with people from all over the world in a quicker and more meaningful way. Connections are now more important than ever, considering the continual globalization of the world's economy, and knowing a foreign language will always give you a significant advantage.

There are tangible benefits to being bilingual—it can improve your brain and memory functions, boost your creativity and self-esteem, help in your career opportunities, as well as increase your understanding of the language you already speak. Over the past decades our world has become more interdependent and new technologies have allowed us to work in close contact with people all over the world. As relationships with countries grow, so does the need to speak a foreign language.

But beyond practical gains, mastering another language fosters greater empathy and cross-cultural understanding. It allows you to view the world through different perspectives, to grasp the values, humor, and emotions of another culture—not just their words. This deeper insight builds bridges of respect and human connection, dissolving stereotypes and encouraging collaboration across borders.

We have an enhanced need for an enlightened citizenship that is both culturally and linguistically prepared to function in today's world.





**MINDSET**

## Project to Product Mindset whats its all about

Article by AGILE Acharya



**AGILE**

Agile Acharya collaborates closely with MILVEST to drive innovation and efficiency in their Agile and Scrum initiatives.

## Project to Product Mindset

In the fast-paced world of business, things change quickly. Imagine if instead of focusing on completing projects one after another, we could shift our thinking to create and improve products that customers love. That's the idea behind the "Project to Product Mindset."

In simple terms, we're talking about changing the way we approach work. Traditional methods have their limitations, and the Product Mindset offers a more flexible and customer-centered way of doing things. In the world of Scrum, a popular way of working, embracing the Product Mindset is like upgrading to a more effective and responsive way of getting things done.

This blog will explore what the Project to Product Mindset is all about, why it matters, and how Scrum fits into this new way of thinking. Whether you're part of a team or leading a company, understanding and adopting this mindset is crucial in today's fast-changing business world. Let's dive in to discover how this shift can benefit you and your organization.

## Understanding the Project to Product Transition:

In the world of getting things done, we've been used to the idea of completing projects one by one. However, this approach has its challenges. The Project to Product Transition is like upgrading our mindset from an older version to a more modern and effective one.

**Challenges with the Project Mindset:**

**Limited Adaptability:** Projects often stick to a plan, even if circumstances change.

**Siloed Teams:** Different departments working separately can lead to miscommunication and inefficiency.

**Fixed Scope and Timelines:** Once a project is set, it's tough to make changes, even if they would be beneficial.

**Characteristics of the Product Mindset:**

**Continuous Delivery:** Instead of waiting for a big work to finish, we deliver smaller, valuable updates regularly.

**Cross-Functional Teams:** Everyone needed for a task works together, reducing delays and misunderstandings.

**Customer-Centric Approach:** Products are built with the customer's needs in mind, ensuring they add real value.

## The Role of Scrum in Adopting the Product Mindset:



### Shifting from Projects to Products in Scrum :

- **Redefining the Product Backlog:** It's not just a list of tasks but a dynamic plan that evolves.
- **Continuous Prioritisation (Ordering) and Refinement:** We're always choosing what's most important to work on next.
- **Embracing a Value-Driven Approach:** Focusing on what brings the most value to the customer and the business.

As we make this transition, it's essential to understand the role Scrum plays in creating a more adaptive and customer-focused way of working. It's not just about finishing projects; it's about continually delivering value through products that meet the ever-changing needs of customers and the business. This shift is the key to staying relevant and successful in today's dynamic environment.

### Shifting from Projects to Products in Scrum:

In the ever-evolving landscape of work, the transition from projects to products is a significant leap toward a more responsive and value-driven approach. In the context of Scrum, a popular Agile framework, this shift involves redefining how teams perceive and manage their tasks.

#### Redefining the Product Backlog:

- **From Static to Dynamic:** Unlike a project plan set in stone, the Product Backlog is a dynamic and living document. It's not just a to-do list but a constantly evolving guide that adapts to the changing needs of the customer and the business.
- **Beyond Tasks to Value:** In the project mindset, the focus is often on completing tasks. In the product mindset, it's about delivering value. The Product Backlog becomes a strategic tool to prioritise items based on their impact on customer satisfaction and business goals.

#### Continuous Prioritization and Refinement:

- **Adapting to Change:** Rather than following a fixed plan, teams using the product mindset embrace change. Continuous prioritization means regularly reassessing what needs to be done next, allowing for flexibility in response to shifting priorities or emerging opportunities.
- **Learning from Feedback:** The product mindset encourages teams to gather feedback regularly and use it to refine their approach. This iterative process ensures that the product is always aligned with customer expectations and market demands.

#### Embracing a Value-Driven Approach:

- **Customer-Centric Development:** In the project world, success is often measured by completing tasks on time and within budget. In the product mindset, success is measured by delivering value to the customer. Teams prioritize features and improvements that directly contribute to customer satisfaction and business success.
- **Incremental Delivery:** Instead of waiting for the entire project to be completed, teams using the product mindset deliver valuable increments regularly. This approach allows for faster response to market changes and keeps the product in tune with evolving customer needs.

## Aligning Stakeholders with the Product Mindset

Transitioning from a project-centric to a product-oriented mindset in Scrum involves not only changes within the development team but also requires alignment and collaboration with stakeholders. Here's how organizations can effectively align stakeholders with the product mindset:

### Collaborative Communication:

- **Breaking Down Silos:** Encourage open and transparent communication between development teams and stakeholders. Breaking down silos fosters a shared understanding of goals, challenges, and progress.
- **Inclusive Decision-Making:** Involve stakeholders in decision-making processes. Seek their input on prioritizing features, defining goals, and addressing challenges. This inclusivity helps create a sense of ownership and shared responsibility.

### Involving Stakeholders in the Product Development Process:

- **Showcasing Regular Progress:** Conduct regular Sprint Reviews to showcase the incremental progress made by the development team. Involving stakeholders in these sessions allows them to see firsthand how the product is evolving and provides opportunities for feedback.
- **Collecting and Valuing Feedback:** Actively seek feedback from stakeholders throughout the development process. This not only helps in refining the product but also reinforces the idea that their input is valuable and contributes to the success of the product.

### Establishing Shared Goals and Metrics:

- **Defining Common Objectives:** Work with stakeholders to define shared goals that align with both business objectives and customer needs. When everyone is working toward common objectives, it strengthens collaboration and ensures a unified focus.
- **Agreeing on Key Metrics:** Establish key performance indicators (KPIs) that matter to both the development team and stakeholders. Whether it's time-to-market, customer satisfaction, or business value, having agreed-upon metrics provides a shared understanding of success.

### Addressing Concerns and Providing Insights:

- **Transparent Communication:** Address concerns and questions openly. Clearly communicate the benefits of the product mindset, explaining how it leads to better responsiveness, higher customer satisfaction, and improved business outcomes.
- **Educational Initiatives:** Offer training sessions or workshops to stakeholders to enhance their understanding of the product mindset and Agile principles. This education can bridge gaps in understanding and create a more supportive environment.

### Adapting to Change Together:

- **Navigating Change as a Team:** Acknowledge that adopting a product mindset might be a significant shift for stakeholders as well. Emphasize the collaborative nature of the transition, highlighting that everyone is adapting to change together for the benefit of the organization.
- **Continuous Improvement Culture:** Foster a culture of continuous improvement. Demonstrate how embracing the product mindset allows for quicker adjustments based on feedback, leading to better outcomes for both the organization and its stakeholders.

### Adapting Metrics for Continuous Improvement:

In the journey from a project-centric to a product-focused mindset in Scrum, metrics play a crucial role in guiding teams and stakeholders toward continuous improvement. Shifting from traditional metrics to those aligned with the product mindset ensures a more accurate reflection of progress and areas for enhancement. Here's how organizations can adapt metrics for continuous improvement:

#### Inspecting and Adapting:

- **Frequent Inspection:** Instead of relying solely on end-of-project evaluations, introduce frequent inspections. Regularly review metrics to identify patterns, trends, and potential areas for improvement.
- **Adapting Strategies:** Metrics should not be static. When deviations or unexpected outcomes are identified, teams should be empowered to adapt their strategies. This flexibility encourages a responsive and learning-oriented culture.

#### Leveraging Feedback Loops:

- **Feedback-Driven Metrics:** Integrate feedback loops into metric systems. Collect feedback from customers, stakeholders, and team members, and use this information to refine and adjust metrics to better align with the evolving needs of the product and organization.
- **Sprint Retrospectives:** Use Sprint Retrospectives as a forum for discussing metrics. Teams can share insights into what worked well, what didn't, and propose adjustments to the metric framework for the next iteration.

#### Celebrating Achievements and Learning from Setbacks:

- **Acknowledging Success:** Identify and celebrate achievements tied to the metrics. Recognizing success reinforces positive behavior and motivates teams to continue focusing on the factors contributing to success.
- **Learning from Setbacks:** When metrics indicate areas for improvement, treat setbacks as opportunities to learn. Encourage a culture where setbacks are viewed as valuable lessons rather than failures, and adjustments are made accordingly.

#### Key Performance Indicators (KPIs) for Product Success:

- **Time-to-Market:** Measure the time it takes to deliver increments of value to customers. A shorter time-to-market enhances adaptability and responsiveness to changing customer needs.
- **Customer Satisfaction:** Regularly assess customer satisfaction through surveys, feedback, and user analytics. High customer satisfaction is an indicator of a product meeting or exceeding customer expectations.
- **Business Value Delivered:** Quantify the business value delivered by the product. This could include revenue generated, cost savings, or other tangible benefits. Aligning metrics with business goals ensures a focus on outcomes that matter.

#### Agile Metrics for Development Teams:

- **Velocity:** Track the velocity of development teams to understand their capacity for delivering work during a Sprint. Use this metric as a baseline for estimating and planning future work.
- **Cycle Time:** Measure the time it takes for a task or user story to move from start to finish. A shorter cycle time indicates efficient workflow and delivery.
- **Burndown Charts:** Visualize the progress of work over time using burndown charts. These charts provide a snapshot of how well the team is tracking towards completing the planned work.



## Looking Ahead

As we conclude this exploration, it's clear that the Project to Product Mindset is not just a theoretical concept but a practical approach that organizations are adopting to thrive in an ever-changing landscape. The evolution from projects to products in Scrum is a strategic move towards not just surviving, but flourishing in the face of uncertainty.

The success of this transition lies in the hands of individuals, teams, and organizations willing to challenge the status quo, embrace change, and prioritize customer value. By doing so, they position themselves not only to meet the demands of today but to anticipate and adapt to the challenges and opportunities of tomorrow. As Scrum practitioners, let's start this journey together, armed with the Product Mindset, and shape a future where agility and value creation reign supreme.



### MILITARY HUMOUR

“ A young naval student was being put through the paces by an old sea captain.

“What would you do if a sudden storm sprang up on the starboard?”

“Throw out an anchor, sir,” the student replied.

“What would you do if another storm sprang up after?”

“Throw out another anchor, sir.”

“And if another terrific storm sprang up forward, what would you do then?” asked the captain.

“Throw out another anchor, sir.”

“Hold on,” said the captain. “Where are you getting all those anchors from?”

“From the same place, you’re getting your storms, sir.” ”

## EMPOWERING CHANGE: THE IMPACT OF MILVEST IN MY LIFE

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In today's fast-paced world, learning and adapting to new skills is not just an option—it's a necessity. MILVEST has been a game-changer in my life, offering a structured pathway to acquire invaluable knowledge and fuel professional growth.

### A Journey of Transformation

From the moment I enrolled in MILVEST courses, my perspective on learning and career development shifted dramatically.

The well-designed modules, expert mentorship, and hands-on exposure through courses like Excel, Power BI, Scrum Master, and Lean Six Sigma have significantly contributed to both my professional and personal development.

One of the most impactful courses for me was *Lean Six Sigma*, which sharpened my problem-solving abilities and emphasized the importance of efficiency and waste reduction. *PowerBI* expanded my analytical capabilities, made data visualization intuitive, and helped me make informed decisions with confidence.

### Bridging the Gap Between Knowledge & Execution

What truly sets MILVEST apart is its focus on application-based learning. I wasn't just learning theory—I was applying concepts in real-life scenarios.

For instance, the Facility Management course enabled me to optimize logistics and resource management effectively, making a measurable impact in my workplace.

### A Community That Inspires

Beyond technical skills, what makes MILVEST truly special is the sense of community it fosters. Engaging with like-minded individuals, sharing experiences, and supporting each other created an inspiring environment.

It provided a platform to exchange innovative ideas, build strong networks, and develop a mindset focused on continuous growth.

### The Future Ahead

As I continue my journey with MILVEST, I look forward to upskilling further, exploring emerging technologies, and mentoring others who embark on this transformative path.

The impact of MILVEST on my life is profound—it has equipped me with the tools to excel in my career and ignited a lasting passion for learning.

To all my fellow MILVESTians, I encourage you to embrace this journey wholeheartedly. Share your experiences, stay committed, and let's continue to grow—together!

“Knowledge is power, and MILVEST is the key to unlocking endless possibilities.”



## MASTERING YOUR TIME: PROVEN TECHNIQUES FOR PRODUCTIVITY

Time is one of the most valuable resources, yet managing it effectively remains a challenge for many. Mastering time management not only boosts productivity but also reduces stress and enhances work-life balance. Below are some of the most effective techniques to help you take control of your time and maximize efficiency.

### POMODORO TECHNIQUE

The Pomodoro Technique is a time management method that helps improve focus and efficiency by breaking work into short, timed intervals:

- Work for 25 minutes on a single task.
- Take a 5-minute break to recharge.
- After completing four Pomodoro, take a 15-30 minute break.

This method helps prevent burnout and enhances concentration by leveraging focused work sessions.

#### Pomodoro Technique



**25 min working**  
**5 min resting**

### EISENHOWER MATRIX

The Eisenhower Matrix, also known as the Urgent-Important Matrix, helps prioritize tasks based on urgency and importance:

- Urgent & Important: Do immediately.
- Important but Not Urgent: Schedule it.
- Urgent but Not Important: Delegate it.
- Neither Urgent Nor Important: Eliminate it.

This technique ensures that you focus on tasks that truly matter while avoiding unnecessary distractions.

#### The Eisenhower Decision Matrix

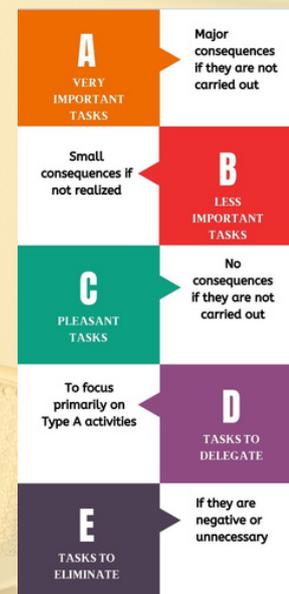
	Urgent	Not Urgent
Important	<b>Do</b> <i>Do it now.</i>	<b>Decide</b> <i>Schedule a time to do it</i>
Not Important	<b>Delegate</b> <i>Who can do it for you?</i>	<b>Delete</b> <i>Eliminate it</i>

### ABCDE METHOD

The ABCDE Method, developed by Brian Tracy, is a prioritization technique that ranks tasks based on importance:

- A: Must do—critical tasks with serious consequences.
- B: Should do—important but not urgent.
- C: Nice to do—optional tasks with minimal impact.
- D: Delegate—tasks that someone else can handle.
- E: Eliminate—tasks that don't contribute to your goals.

By categorizing tasks, you can effectively allocate time and effort where it matters most.

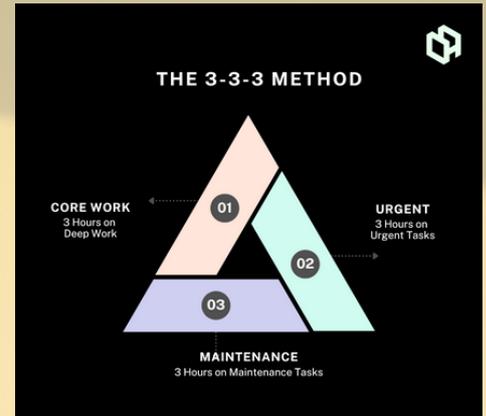


### 3-3-3 METHOD

The 3-3-3 Method is a simple strategy to structure your day for maximum productivity:

- Focus on 3 major tasks that need to be completed.
- Allocate 3 medium-priority tasks that support your goals.
- Complete 3 small tasks that require minimal effort.

This method helps maintain balance and ensures that essential tasks get completed without feeling overwhelmed.



### EAT THE FROG

Coined by Brian Tracy, Eat the Frog means tackling the most challenging and important task first thing in the morning. Steps to implement it:

- Identify your "frog"—the task you are most likely to procrastinate on but has the greatest impact.
- Complete it before moving on to other tasks.

Gain momentum and motivation for the rest of your day. This method prevents procrastination and ensures that critical tasks get done without delay.



### CONCLUSION

Mastering time management is key to productivity and success. By implementing these techniques, you can work smarter, not harder. Try these methods, find what works best for you, and take control of your time like never before!



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# Thank You

We look forward to your continued participation and contribution in the near future. We hope you enjoyed reading this issue and that future editions will bring even more joy to the MILVEST family!

