

# UNIVERSAL DEVELOPMENT CONSULTING



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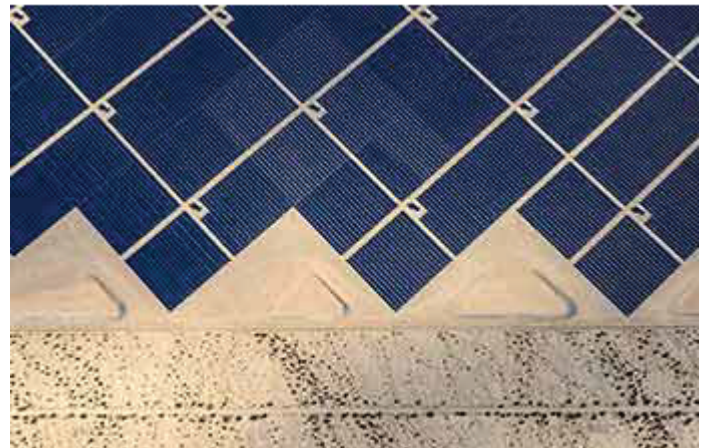
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## ABOUT UDC

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Universal Development Consulting (UDC Pro, Inc.) provides business process consulting services with a specific focus on electronic project management solutions. Our consultants specialize in Oracle Primavera Unifier, but have experience implementing and administering multiple electronic project management platforms. We offer sourcing assistance, process improvement consulting, configuration, report development, integration, training material development, on-site and remote training, as well as post go-live support.

At UDC we partner with clients to create project management systems that give operations teams the tools they need to bring the most complex projects to fruition. Our team members have a proven reputation for rooting out inefficiencies, improving process flows, and implementing creative solutions.

Our project portfolio includes the \$1.4B Sacramento International Airport Terminal B Program, Pacific Gas & Electric's \$2.2B Pipeline Safety Enhancement Program, San Francisco International Airport's \$7.3B Capital Improvement Program, and EMAAR's \$35B Dubai Creek Harbour Program. Our principals have also overseen Enfinity Solar's SAP implementation for their \$20M domestic solar portfolio, and Duncan Channon's upgrade of their financial accounting software: Clients & Profits.

We are a certified San Francisco Local Business Enterprise (LBE), as well as a Woman Owned Business Enterprise (WBE), and Small Business Enterprise (SBE).

## THE UDC WAY

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At UDC we aren't just consultants, we are end users who are intimately familiar with team management. As operations professionals we know the importance of clearly defined expectations and timelines.

We understand that design is a fluid process that changes based on a project's life events and discoveries, and the agile tools we work with are designed to maximize those unexpected learnings without losing project efficiency. We know just how powerful the right tool and methodology can be. When work is predictable and employees are accountable, success is measurable.

Beyond the implementation of a software solution, we maintain standard industry principles, developed through years of practical application:

- Methodology - We ensure project health by tailoring solutions that adhere to project management methodology best practices.
- Training - Once your team is trained, they are empowered to onboard new employees and manage teams around the world from a central source.
- Support - We are constant companions in the journey to project excellence. We offer ongoing support packages to suit your needs.

## WHAT SETS US APART

At UDC we are users as well as consultants. We come by our expertise via direct experience with the methodologies and systems we evangelize. Together we bring decades of project management knowledge from industries as varied as construction, advertising, and accounting services. Having worked for owner agencies—either directly or as owner representatives—and now as business owners ourselves, we have a more empathic view of what is necessary for long-term success. Unlike many others, our team has extensive post-implementation experience, which truly shapes our philosophy of doing it right from the beginning.

To ensure future success and self-sufficiency for our clients, we adhere the following pillars:

### PERSONAL

We partner with clients to fully understand their projects and business needs. Our client relationships are face-to-face.

### SCALABLE

We train and advise with an eye toward where our clients are going tomorrow, not just where they are today.

### SPECIFIC

We believe that no project management tool can be all things to all clients. That's why we tailor our solutions to address each client's specific needs.

### HUMAN

We believe that efficiency doesn't just grow business – it enriches lives by making work predictable, and success measurable.



## PROFESSIONAL SERVICES

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At UDC Pro, Inc. we partner with clients to create project management systems that consider your team's structure and challenges. By approaching every situation from a program level, while simultaneously diving into the details, we create a big-picture/detail-oriented approach that has shown tremendous success in improving processes across a variety of programs.

We provide the following services:

- ASSESSMENT
- INFORMATION DESIGN
- SOFTWARE CONFIGURATION
- ADMINISTRATION
- CUSTOM REPORTING
- INTEGRATION
- TRAINING
- SUPPORT
- TEAM ADOPTION

## SOFTWARE

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Our principals and partners have experience working with the following software solutions:

- PRIMAVERA UNIFIER
- PRIMAVERA P6
- PRIMAVERA ANALYTICS
- PLANGRID
- AUTODESK
- KAHUA
- CLIENTS & PROFITS
- PROLOG
- SAP
- ORACLE BUSINESS INTELLIGENCE
- PROCORE

# PROJECT PORTFOLIO

## SAN FRANCISCO INTERNATIONAL AIRPORT

San Francisco International Airport selected Primavera Unifier to manage their \$7.3B Capital Improvement program. With a project scope of more than 700 users and 230 sub projects, the right software set up was critical. UDC staff led a two-phase implementation and deployment tailored to SFO's progressive design-build methodology. UDC has remained at SFO as embedded staff supporting Primavera Unifier administration needs.



## SACRAMENTO AIRPORT

The Big Build project was part of a \$1.4B terminal modernization effort at Sacramento International Airport. Working with the enterprise software Prolog, UDC Pro, Inc. staff was on hand to set up user access, permissions and security, custom reporting, process development and training. The Big Build project finished six months ahead of schedule and \$40M under budget.



## JOHN WAYNE AIRPORT

John Wayne Airport (JWA) needed to revise Primavera Unifier to accommodate an entirely new process, while upgrading the system to a new version of Unifier. UDC Pro, Inc. staff stepped in to advise and facilitate the restructuring of JWA's system and procedures, while guiding the client through a complex upgrade. To accomplish this, UDC set up a new shell hierarchy in Unifier, that allowed for the relocation of JWA as a subset of the County of Orange. This opened the way to collaborate with new business units by integrating them into one Unifier system. The result was accessible transparency into projects across multiple teams.



## SANTA CLARA VTA

UDC Pro, Inc. was selected to implement Unifier for the Santa Clara Valley Transportation Authority. SCVTA used Primavera Contract Manager for tracking their various construction portfolios, but wanted a more modern solution that would also integrate with their SAP system and allow for future expansion of capabilities. UDC was selected based on their wealth of experience not only in Unifier, but also in Project Controls. Leveraging this expertise, UDC was able to deploy the system as rapidly as some out of the box solutions, while still providing VTA the customized tool that they needed to manage the program their way.



# PROJECT PORTFOLIO

## WASHINGTON STATE DEPARTMENT OF TRANSPORTATION (WASHDOT)

The Washington State Department of Transportation successfully implemented Unifier in 2023 and has been using it to manage their construction projects. Keen to unlock the full potential of the software, they went back to Oracle to expand Unifier from a straight-forward construction management tool to a comprehensive, enterprise-wide solution for managing capital programs, federal contracts, multiple funding, spend authorizations, and wholistic cashflows. UDC was subcontracted by Oracle Consulting Services to assist with solution architecture and process development, assisting OCS with requirement gathering, conceptual and detail design, as well as building and testing.



## METROPOLITAN ATLANTA RAPID TRANSIT AUTHORITY (MARTA)

UDC Pro, Inc. worked as a specialty sub-contractor for MARTA performing Primavera Unifier system architecture and cost design duties to help launch a stalled implementation. Additional services provided included post go-live support, training material creation, and configuration.



## NEW YORK TRANSCO

UDC Pro, Inc. was engaged by Burns & McDonnell to provide ongoing Unifier support for New York Transco, managing Tier 1 & 2 support on a daily basis, while overseeing user administration and permissions management. In addition, UDC staff spearheaded the development and configuration of tailored Business Processes and Custom Prints to streamline field operations.



## GEORGIA POWER CO.

UDC Pro, Inc. was engaged by Burns & McDonnell to assist GPC with Unifier development, design, and tier 2 & 3 user support. One year in, UDC implemented nine cost BPs as part of a Change Management initiative, including custom prints, reports, and migration of budget and contract data. In addition, UDC assisted with a Unifier to Azure integration for custom Power BI dashboards as well as data mapping for integration of their existing cost tool, Prism.



# PROJECT PORTFOLIO

## PACIFIC GAS & ELECTRIC

When Pacific Gas & Electric (PG&E) implemented Primavera Unifier to manage a \$2.2B multi-year construction program, UDC Pro, Inc. staff was on hand to help with company-wide adoption of the new tool. Through training and step-by-step guides, UDC staff was able to teach the larger team how to make the new tool part of their daily life.

In 2018, UDC Pro, Inc. returned to PG&E as a sub-consultant to KPMG to help take Unifier enterprise-wide. UDC participated in requirement gathering session with all Lines of Business at PG&E and made recommendations for standardizing processes across the organization. The result of the project was key processes adopted at the Enterprise PMO level that enabled standardized reporting across the organization.



## CITY OF BALTIMORE

The City of Baltimore is a legacy “Contract Manager 14” customer who decided to upgrade their systems to Primavera Unifier. UDC was brought on as a sub to Oracle Consulting Services to help with a massive implementation that provided a comprehensive solution to standardize reporting and processes across three departments: Department of Public Works, General Services, and Transportation. The implementation was complex, as each of the departments has different policies that need to be adhered to. In the end, Oracle and UDC were able to deliver a Unifier’s flexibility allowed the implementation team to meet each department’s unique needs, while providing a common platform that streamlined processes across the City especially in the area of Minority Business participation reporting—a critical need for the City of Baltimore.



## LA COUNTY SANITATION DISTRICTS

LACSD has been using Unifier to manage their engineering and construction projects since 2007—well before Oracle’s acquisition of Unifier. UDC staff was engaged by LACSD to help them during a transitional period for their in-house Unifier team. Our staff helped LACSD to fill a skills-gap left by a departing administrator. Tasks included supporting advanced business process redesigns, training new administrators, fixing data gaps, and streamlining administrative functions to increase operational efficiency.





# PROJECT PORTFOLIO

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## PPL ELECTRIC UTILITIES

UDC Pro, Inc. was engaged by Burns & McDonnell to assist PPL with user administration for their 365 licensed Primavera Unifier users. In addition, UDC staff developed a custom report to perform a system audit, retrieving usage stats for managing user licenses and permissions. With the data, procedures were developed to streamline administrative functions. Once complete, UDC Pro, Inc. provided onboarding and training for a permanent, in-house Unifier Administrator.



## TULANE UNIVERSITY

UDC Staff was engaged by Burns & McDonnell to help transition Tulane University from Primavera Contract Manager (CM14) to Primavera Unifier. Additionally, Tulane had some unique requirements around their cost processes around tracking purchases and tax savings. UDC was instrumental in building cost processes that met Tulane's nuanced needs, while keeping the user experience intuitive and straightforward. UDC staff also developed end-user training materials, trained Tulane's in-house administration team, and helped with data migration from CM14 to Unifier.



## AUSTIN INDEPENDENT SCHOOL DISTRICT

When Austin Independent School District (AISD) was ready to build new facilities, they also upgraded their software from Trirega to Primavera Unifier. UDC Pro, Inc. was engaged to design and build the initial Project Delivery modules alongside AISD personnel, while training them on best-in-class methodology for designing and building in Unifier. Once completed, AISD personnel were left with administrative training materials and continued to engage UDC for several months after hand-over on an on-call/as-needed support basis.



## DUNCAN CHANNON

Duncan Channon (DC), a San Francisco-based advertising agency, elected to upgrade their internal CRM and accounting solution: Clients & Profits. UDC Pro, Inc. staff assessed company needs, identified processes improvements, and managed the new implementation. Robust user training left the DC team with the tools to leverage their new solution.



# PROJECT PORTFOLIO

## DUBAI CREEK HARBOUR

Dubai Creek Harbour (DCH) was UDC Pro, Inc.'s largest engagement. EMAAR's ambitious \$35B program was comprised of a new world's largest mall, a new world's tallest tower, eco-resorts, residential facilities and technologically innovative commercial and retail spaces. EMAAR elected to manage the work with Primavera Unifier. UDC was engaged to not only configure Unifier, but to "train the trainer" with EMAAR and consultant staff. UDC successfully completed the engagement in record time, and the project has proceeded successfully with over 5000 users participating in Unifier.



## SWIRE PROPERTIES US

UDC Pro, Inc. was engaged by Swire Properties US to be the owner's representative for a Kahua implementation. Swire decided to hire an independent owner's rep after suffering setbacks and inefficiencies from a prior implementation of a different PMIS tool. Kahua's in-house consulting team performed the implementation, and a different 3rd party vendor performed an integration between Kahua and Swire's financial system: MRI. UDC was there to make sure that the implementation went smoothly, kept the teams on track, and ensured that Swire was getting what they were expecting. The system met Swire's needs with minimal customization, and UDC was able to deliver the implementation under budget.



## SG SCIENTIFIC

UDC Pro, Inc. was initially engaged as SG Scientific's financial controller. After establishing rigid cost controls and reconciling their financial systems, UDC staff trained internal resources on proper cost management. UDC later returned to SG Scientific to implement ProjectManager.com to help SG Scientific manage their manufacturing schedules, implement better inventory control, and streamline their production processes.





"There is nothing noble in being superior to some other man. True nobility is being superior to your former self."

- Ernest Hemingway

## CONTACT

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# SHEMEK PAWLIK

CEO, DIRECTOR  
BUSINESS DEVELOPMENT LEAD

## PROFILE

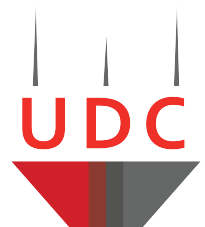
Constantly looking for opportunities to improve, I apply meticulous logic, an outside perspective, and my inquisitive nature to all problems and opportunities.

My approach is simple: give the client honest advice that's in their best interest. I arrive at my recommendations after careful analysis of the situation from every angle; using a top-down approach to guide the overall process, while giving focus to a bottom-up perspective for efficiency improvements.

I have been involved in multiple capital programs valued at \$60B. Thirteen of those projects involved implementing and administering Primavera Unifier, the others used Prolog. I have personally developed over 200 business processes, trained over 3000 end-users, 23 Unifier administrators, and recommended improvements that drastically decreased processing times.

## SKILLS

- Primavera Unifier Design
- Primavera Unifier Administration
- Primavera Unifier Configuration
- End-User and Administrator Training
- System Architecture





“The resonance and influence of a good design lies in the conditions and constraints of its creation.”

## CONTACT

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# ROSEJEAN WELLER

COO, DIRECTOR  
CREATIVE DESIGN LEAD

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## PROFILE

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Striving for structural excellence, I strongly value the confluence of information architecture, project methodology, and system usability. My design process strives for a fluid and effortless user-end experience. As a trained web technologies professional, I believe that a well-designed system will make a project run more efficiently, saving time and resources for a more profitable business.

My experience on large capital programs, such as PG&E's Enterprise PMO and SFO International Airport's \$7.2B Capital Improvement Program, has taught me how to manage large volumes of work, engage with a wide variety of often competing stakeholders, and the intricacies of dealing with legacy systems and unreceptive end-users. These experiences have made me a better consultant who thoroughly understands the needs of an organization post go-live.

## SKILLS

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- Primavera Unifier Design
- Primavera Unifier Configuration
- Primavera Unifier Administration
- Training Development
- Technical Design Documentation
- System Architecture





“The amateurs discuss tactics: the professionals discuss logistics.”

- Napoleon Bonaparte

## CONTACT

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## DASHA PAWLIK

CFO, CHAIR OF THE BOARD  
EXECUTIVE PROCESS LEAD

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### PROFILE

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As a former accounting professional, I have a broad understanding of economics and finance, a strong business sense, and over 15 years of experience guiding management teams through process improvements, adoptions of new standards, and Enterprise Resource Planning system implementations. My expertise with building out business structure for several start-up companies in the commercial solar space, advertising, and burgeoning cannabis industry has made my transition into Project Management Information Systems consulting a breeze.

My real-world experience in financial operations gives me a unique insight into the full cycle of project execution. My special focus is on implementing processes that streamline projects and make business run smoother. Finding even the smallest efficiency gains on a multi-year, multi-billion-dollar program can result in tremendous time and financial savings.

### SKILLS

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- Primavera Unifier Configuration
- Primavera Unifier Administration
- Report Development
- Process Improvement
- WBS Planning

