

# Success Story, Global IT: Reporting reduced from 4 days to 4 hours, saving \$1.4M

- ▶ A global IT company acquired five companies in the US that were using disparate applications to measure productivity, utilization and expenses. It took approximately 4 days to capture the necessary data to create an executive level report.
- ▶ I created a tool set to uniformly capture and centralize performance data as well as produce a Weekly Executive Summary.
- ▶ As a result, leaders got their Weekly Executive Summary capturing payroll, expenses, staff productivity and utilization not in 4 days but in 4 hours which realized an 8:1 ROI for the engagement and \$1.4M in annual hard dollar savings.

# Success Story, IT Infrastructure: 130,000 records migrated in 60 days, \$72M opportunity

- ▶ A start-up Enterprise Hyperconvergence platform company was acquired by a Fortune 50 IT company. The CRM system records (130,000) needed to be dispositioned and migrated from one CRM system to another in just 90 days.
- ▶ I created a migration project plan and executed it with the cooperation of 35 sales reps from the acquired company.
- ▶ One month ahead of goal - in just 60 days - 130,000 records were dispositioned and migrated to the new CRM, providing the opportunity for \$72M+ in potential “closed-won” business to the acquiring company.

# Success Story, Bio-Med/Pharma: Incomplete for 3 years, 80 processes converged in 13 months

- ▶ A major global pharmaceutical company acquired a competitor twice its size and needed to homogenize more than 80 different processes and associated documents across seven functional areas.

A prominent consulting firm had attempted to resolve this situation for three years but was only 4% complete.

- ▶ Within 15 business days of arrival to the client site, I designed and launched a project management program, leading a project team of 50+ of the client's full-time employees and one 3<sup>rd</sup> party vendor.
- ▶ As a result, the project that had languished for three years was 100% complete in just 13 months. I also streamlined and optimized procedural documents from 1700+ down to 650.

## Success Story, Financial Services: Disaster averted - risk management software defects resolved in just 10 months

- ▶ A leading international financial services institution launched new risk management software - *prematurely*. After being active for just 30 days, it required over 90 major enhancements and customizations.

With billions of dollars at risk, the IT department was under extreme scrutiny and pressure.

- ▶ Because the software was already live, and disastrous mistakes had already occurred, tensions at the firm were high. I had to prioritize and execute the work differently - and quickly.

I designed the project to address the vulnerabilities systematically, launching new enhancements every 6-8 weeks. I led a team of 20, spanning 4 functional areas and 7 countries, including the 3<sup>rd</sup> party vendor, through an aggressive timeline.

- ▶ We completed 100% of the work in just 10 months with zero defects and all 90+ enhancements and customizations functioning as expected.
- ▶ Leadership was relieved as well as pleased they could use the project management paradigm, I left them to resolve future problems.