

Patrick N. Connally, PMP, CSM

Business partner delivering value through effective program delivery and business transformation

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Executive Profile

Senior business transformation leader enabling business needs through strategy assessment and execution of multi-million-dollar transformation projects. Experienced in business and technology transformation, leadership development, and organizational change programs.

Industry Experience

Healthcare, Financial Services, Education, Consumer Products, Telecommunications, Government, Manufacturing

Driving business value

- Led and mentored 100+ team members across various cross-industry technology, business process, and strategy projects.
- Successfully drove business transformations using complex, and integrated enterprise technology solutions.
- Partnered with business and technology executives and end-users to drive organizational change.
- Implemented global content management system for Fortune 500 global business intelligence agency.
- Resolved business and technology issues for four CFOs sharing consolidated Federal financial system processing \$72 billion in Federal expenditures. Served as 24x7 Operations Manager for system supporting 20,000 users.
- Led \$12 million Oracle Configure, Price, Quote (CPQ) implementation rationalizing sales for 27,000 SKUs.
- Identified reporting and cost savings options through big data (Hadoop) prototype for Fortune 50 bank.

HIGHLIGHTS

- ✓ 15 years consulting experience (in client-facing roles)
- ✓ Business & Technology Transformation
- ✓ Program & Project Delivery
- ✓ Sales & Pre-Sales (RFP response, Orals, contractual negotiations)
- ✓ Experience delivering solutions with global, cross-functional, and matrixed teams
- ✓ Certified Project Management Professional (PMP) #523676
- ✓ Certified Scrum Master (CSM) #287525

Experience

PRICEWATERHOUSECOOPERS (PwC) LLP – Minneapolis, MN

Integrated, global audit/assurance, tax and advisory professional services firm

Senior Director, 2014 – Present

Hired by national practice partner to establish Minneapolis market. Optimize business effectiveness through technology strategy, IT risk management, and enterprise program delivery.

- Advise Fortune 100 CxOs and Boards on business and technology.
- Develop IT and PMO strategy for CIOs and CTOs.
- Document corrective strategy for off-track business transformation projects. Report details staffing, strategy and technology roadmap.
- Choreograph, and manage client engagements.
- Establish Agile development maturity framework containing approach, benchmarks, assessment criteria and leading practices. Framework produces quantifiable score of development maturity.
- Establish PMOs for global delivery of enterprise transformation programs.
- Partner with Chief Audit Executives, CIOs and business teams aligning Agile development and internal audit / compliance requirements.
- Institute Diversity & Inclusion (D&I) council assessing local D&I issues and opportunities. Serving as chair, developed recommendations and secured funding to educate 650-person office via forums and market events.

Leadership

Manage Minneapolis market P&L, and jointly manage 50+ person national practice P&L. Devise and execute integrated go-to-market sales and marketing strategy, vendor alliance and thought leadership.

PERFICIENT, INC. – Minneapolis, MN

Technology and strategy implementation firm generating annual revenues of \$450 million

Director of Solution Delivery, 2013 – 2014

Strategically hired to join newly-formed leadership team tasked with stabilizing and growing local business unit. Provided oversight for business relationships, and provided delivery oversight ensuring engagement success.

- Oversaw enterprise client accounts and achieved \$22 million revenue. Simultaneously directed 15 project teams managing client relationships, sales and technical delivery.
- Managed global (on-shore, China and India) delivery teams and upheld client quality standards.
- Implemented global project delivery methodologies, standards, and practices reducing financial write-offs.

Enterprise Transformation

Converted \$550 million healthcare technology company from Microsoft Dynamics to Salesforce.com. Solution streamlined business process, retired customizations and manual reporting

SIERRA CEDAR (formerly CEDARCRESTONE) – Alpharetta, GA

Largest independent provider of Oracle managed services

Director, ERP Solutions, 2011 – 2013

Recruited to add technical capital to support expanding managed services sales. Directly supported 13 sales reps.

- Negotiated contractual agreements that generated \$10 million in sales and drove 99.8 % SLA compliance.

DELOITTE CONSULTING LLP – Atlanta, GA

Global professional services firm delivering high-value solutions meeting business needs

Manager, 2007 – 2011

Senior Consultant, 2006 – 2007

Joined to bring delivery and sales expertise to newly formed Federal practice. Established enterprise accounts, and governed Federal technology program / project teams of 50+ resources and administered budgets up to \$20 million.

- Devised ERP infrastructure stabilization plan saving \$5 million host cost and saving 150TB in storage.
- Generated \$10 million savings by stabilizing financial system through Oracle EBS 11.5.9 to 11.5.10 upgrade.
- Reduced annual Federal IT operations spend by 62 % through in-sourcing business case assessment.
- Simplified agency-wide change management processes and tools delivering 30 monthly ERP deployments.

Early Career Progression

ACCENTURE – Reston, VA | Consultant, 2004 – 2006

Translated Federal client requirements into functional, and technical, PeopleSoft and custom technology solutions.

CAPGEMINI (formerly ERNST & YOUNG LLP) – McLean, VA | Consultant, 2001 – 2004

Designed and implemented PeopleSoft, SAP and custom solutions for Consumer Products and Manufacturing clients.

EDUCATION

Master of Business Administration (MBA), Walden University

Master of Science – Industrial Technology (MsIT), North Carolina A & T State University

Bachelor of Arts – Communications, Minor – Leadership Studies, University of Denver