

Patrick Connally, PMP, PMI-ACP, CSM

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Executive Profile

Senior project management / PMO 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.

Driving business value

- **Enterprise Transformation:** Converted \$550 million healthcare company from Microsoft Dynamics to Salesforce.com. Solution streamlined processes, retired customizations and manual reporting.
- **Business Partnership / Stakeholder Management:** Resolved business and technology issues for four CFOs sharing consolidated financial system processing \$72 billion in Federal expenditures. Served as Operations Manager for system supporting 20,000 users.
- **Business Optimization:** Led \$12 million Oracle Configure, Price, Quote (CPQ) implementation that rationalized 27,000 SKUs
- **Portfolio Management:** Managed \$15 million IT (infrastructure and optimization) portfolio. Coordinated project intake, delivery, governance and capitalization.
- **Strategy:** Reduced Federal IT spend by 62% via in-sourcing business case & action plan.
- **P&L / Leadership:** Managed Minneapolis market P&L, and managed 50+ person national practice P&L. Devised and executed integrated go-to-market sales and marketing strategy, vendor alliance and thought leadership; Realized 54 % profitability by orchestrating staffing and financial models across multiple business units; and Drove annual performance management processes including training of practice staff.

HIGHLIGHTS

- ✓ Certified Project Management Professional (PMP) #523676
- ✓ Certified PMI Agile Certified Practitioner (PMI-ACP) #2158657
- ✓ Certified Scrum Master (CSM) #287525
- ✓ Program & Project Delivery
- ✓ Experience delivering solutions with global, cross-functional, and matrixed teams
- ✓ 16 years consulting experience (in client-facing roles)
- ✓ Business & Technology Transformation
- ✓ Sales & Pre-Sales (RFP response, Orals, contractual negotiations)

Experience

TERADATA – Philadelphia, PA

Industry-leading, \$2B global data & analytics service provider

Engagement Director, 2018 – Present

Managing Director, Business Consulting, June 2017 – January 2018

On-boarded to support new company strategy shifting from hardware & software product sales focusing on driving business value through data and analytic consulting engagements

- Provide sales and engagement oversight for strategic accounts across financial services, automotive, and manufacturing sectors. Create, and align, solution offerings to client business needs

PRICEWATERHOUSECOOPERS (PwC) LLP – Minneapolis, MN

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

Senior Director, 2014 – 2017

Hired by national practice partner to establish Minneapolis market. Optimize business effectiveness through PMO delivery, program recovery strategy, and project/program reviews and enterprise program delivery.

- Advised Fortune 100 CxOs and Boards on business and technology.
- Synthesized Agile development and Internal Audit (IA) controls for digital CIO of \$61 billion health insurer; Assessed maturity of 13 Agile teams, and generated improvement roadmap across six dimensions.

- Established PMOs for global delivery of enterprise transformation programs supporting CIO/CTO initiatives.
- Salvaged failing, 3rd party led, \$55M Salesforce.com membership engagement program. Delivered 30/60/90-day recovery plan to CFO addressing leadership, change management and technology deficiencies.
- Choreographed PMO, quality review, software and Agile transformation projects via multidisciplinary teams.
- Established Agile development maturity framework containing approach, benchmarks, assessment criteria, scoring and leading practices.

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.

- Generated \$22 million revenue through enterprise account management. Simultaneously directed 15 global (on-shore, China and India) project teams managing client relationships, sales and technical delivery.
- Identified reporting and cost savings options through big data (Hadoop) prototype for Fortune 50 bank. Solution aggregated 10M+ disparate records and served as pilot to enterprise business launch.
- Implemented global project delivery methodologies, standards, and practices reducing financial write-offs.

SIERRACEDAR (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.

Education

MASTER OF BUSINESS ADMINISTRATION – WALDEN UNIVERSITY

MASTER OF SCIENCE - INDUSTRIAL TECHNOLOGY – NORTH CAROLINA A&T STATE UNIVERSITY

BACHELOR OF ARTS - COMMUNICATIONS – UNIVERSITY OF DENVER

Publications

Connally, P. and **Morris, L.** (2017). “The Impact of Emerging Technology on Leadership Development”. In T.Kidd and L. Morris (Eds.), *Instructional Systems and Educational Technology* (pp. 400 – 408). Hershey, PA: IGI Global.