



# Donna L.K. Chiacchia

Practicing Management Consultant since 1986



**Principal, Advantage Consulting, LLC**

*Vision Simplified. Solution Personified.*

*Established 1997*

## Expertise

- ◆ Business Formation
- ◆ Business Transformation
- ◆ Cultural Change Design
- ◆ Education and Practice
- ◆ Program Integration

## Client Network

- ◆ Advantage Consulting, LLC
- ◆ AbsoluteAdvantage™
- ◆ Dell/EMC
- ◆ DentaQuest
- ◆ Dimension Data
- ◆ Fidelity Investments
- ◆ FM Global
- ◆ Fresenius Medical Care
- ◆ HPE/SimpliVity
- ◆ Ingraham & Associates
- ◆ Massachusetts Medical Society
- ◆ MassHealth
- ◆ National Westminster Bank
- ◆ New England Journal of Medicine
- ◆ One America Insurance
- ◆ R.J. Walters, Inc.
- ◆ RBS/Citizens Bank
- ◆ Staples
- ◆ State Street Financial
- ◆ Takeda Pharmaceuticals

## Client Results

- ◆ Reinvented a service company's annual revenue by 3000% in 18 months (\$35K to \$1M)
- ◆ Executive status reporting reduced from 4 days to 4 hours, saving \$1.4M
- ◆ 130,000 Salesforce records migrated in 60 days, \$72M opportunity
- ◆ Incomplete for 3 years, 80 processes converged in 13 months to 100% complete
- ◆ Disaster averted - risk management software defects (90+) resolved in just 10 months

## Engagement Details

**Industries:** Information Technology, Insurance, Bio-Med, Pharmaceutical, Financial Services, Health Care

**Applications:** Salesforce, Oracle Financials, SharePoint, Enterprise Reporting, Qstream (LMS), Brainshark (LMS), Saba (LMS) Survey Monkey, VeevaVault (DMS), erwin FYDO (Data Governance), TrackWise (QMS), Microsoft Professional Office, Visio, PowerPoint, Publisher

**Methodologies:** Waterfall, Agile, SDLC, SCRUM

**Tools:** HP- PPM Center, HP-QC, JIRA, Smartsheet, Microsoft Project, SSTARS©™

**Soft Skills:** Organized, Disciplined, Analytical, Focused, Creative, Realistic, Compassionate

# Creating Success Engagement Model

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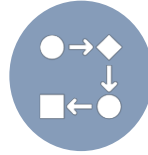
**DISCOVERY:** Your unique project challenges are explored to understand the best approach



**ANALYSIS:** A solution is crafted to provide optimal value.



**PLANNING:** Your solution is designed into a focused and realistic schedule to control risk and maximize value.



**IMPLEMENTATION:** Working with you and your project schedule to complete execution.



**COACHING:** We are at the front-lines by your side delivering upon your project's success.

## Customer Testimonials

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### HPE Senior Director, Sales Training & Development

"Donna's mastery at program management helped magnify the impact of the sales enablement team, putting it on par with much larger programs at Fortune 500 companies. Her consultative approach, persistence and attention to detail was the key to the successful completion of many projects."

### Sales Enablement Manager

"Donna is an expert in business formation and an enablement visionary. She worked with our Sales Enablement team at CyberArk for more than a year, and helped us up-level several enablement programs, most notably: new hire orientation and ongoing sales training. Donna was instrumental in taking our enablement programs to the Fortune 500 level, during a time of tremendous growth at CyberArk. I count myself fortunate to have worked with Donna, and highly recommend Advantage!"