



Donna L.K. Chiacchia

Practicing Management Consultant since 1986



Principal, Advantage Consulting, LLC

Vision Simplified. Solution Personified.

Established 1997

Expertise

- ◆ Project Administration
- ◆ Program Administration
- ◆ Business Formation
- ◆ Business Transformation
- ◆ Training & Development

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



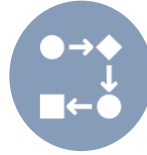
DISCOVERY: Your unique project challenges are explored to understand the best approach



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

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."

HPE Senior Director, Global Business Alliances

"I highly recommend Donna as a professional program manager. She has the program management skill set down (expertise in process and critical path optimization, strong team coordination and communication, and meticulous attention to detail), and then she layers her interactive style to deliver complex programmatic results consistently."