1. Set up a meeting with my stakeholder to understand their business direction and vision. Conduct the meeting, and share 2 learnings from the conversation.  Dec 22nd

* Revenue is increasing to recover
* Grow business 🡪 resources, and client to give us work
* Resource quality and unable to get business
* Identify the areas of growth
* Core competency
* Using existing customers we can get work, need qualified biostatistician on site EU/US/ geography
* Relative growth is 100% but absolute growth is not much
* Need management support to hire qualified biostatistician in other geographies
* No visibility in FY18 for programming/ pause / going back to basic and build talent pool
* 18-19 is a big jump. FY18 is a hibernation period for SP, hibernation is from revenue, but is a preparation time, build a team. Investment for SWON budget to build the team internationally.
* Data anonymization/ extend this to other customers… Haven’t made any deliberate attempt to cross sell, support for Submission activities
* Amgen support CMC, unable to cross sell, earlier not so keen, since it was not a major revenue generator, focus was more to grow SP.
* Challenge/channel 🡪 account led growth
* TCS already relation clients 🡪 proactive approach from accounts and SME team, onsite BRM/CL
* Structure of a team : Offshore manager

Asha offshore account lead for JnJ

Raghu BRM reln manager between JnJ and TCS

Tushar BSP DM

Arghya SME

All four stakeholders need to work hand in hand.

Focus on high revenue yielding jobs, CDM has more volume as compared to BSP

We do cross sale, needs more initiative from BRM, along with SME and other stake holders

🡪 New opportunity within existing logo

🡪 New logo Celgene

🡪 Collaterals/ presentation material / create interests in the services

🡪 Experienced resources for the job

🡪 Personal connection

🡪 Competitor mapping (personal connection)

We are a reactive organization, e.g. GCE is proactively recruiting which we struggle/ fail. (15 senior level programmers)

2) Create a map of one of my most critical processes. Include people, process, technology, support and other resources as part of the map. Present the map to my manager and seek inputs and feedback on my understanding.  Dec 29th