



## Performance note - Intuit BRM

Patrick J Kennedy to: Olubusayo O Phillips

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To Ore's ARC File Reviewer,

Ore was an integral part of the Intuit Billing and Revenue Management team for the first few months of 2013. The project's 10 week assessment phase was a fast paced exercise with a client team that had historically used Deloitte Consulting. The client team was new to us meaning each interaction was an opportunity to bridge ways of working. Ore took these opportunities to create excellent rapport with the client. Specifically, I would like to call out four areas:

Ore took initiative and pursued a project outside of his line of service on a CIC project. He sought this project out on Spark and was able to communicate the value he could add. When screening candidates Ore was a standout among his peers

Ore developed a number of new skills which can be leveraged in his career development.

- Ore gained Quote to Cash experience that he did not have previously
- Specifically he gained billing and revenue management experience in the following areas:
  - Technology: Ore performed the initial vendor assessment from 29 vendors to 4 vendors making him aware of vendor capabilities, strengths/ weaknesses and etc.
  - Process: Developed basic understanding of capabilities through our capabilities sessions

Ore demonstrated a willingness to take ownership of and successfully execute on an area he previously had no experience with, taking ownership of the process. He facilitated both client and internal PwC meetings to ensure we were focusing on the right topics. During this he, managed the client's expectations in terms of helping them understand the process, understand what we would be delivering at meetings and action items.

Finally, Ore built strong working relationships with several SMEs outside of the CIC practice group and established that he can be a valuable contributor to CIC projects

Ore, please file this in PC&D.

Regards,  
Patrick

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