

## ***Intuit BRM - Performance Note for Olubusayo Phillips***

This performance note is for Ore's performance on the Intuit BRM engagement in performance year 2013.

As we enter another ARC cycle, I wanted to highlight a few points about Ore in the Intuit BRM project -

- Demonstrated flexibility and eagerness to contribute to the firm outside of his core area of expertise – By reaching out to the CIC demand management group and to one of the Project directors (sending his resume and skills), he demonstrated keen ability to use upcoming channels (Spark) to create engagement involvement opportunity
- Demonstrated his ability to learn new things quickly and add value (he had no prior experience in quote to cash transformations and customer impact area engagements). His contributions were key in the following areas -
  - Use case and supporting data generation – Without prior experience, he was able to quickly ramp up and create deliverable content with minimal supervision
  - His detailed, structured way of documenting and analyzing client discussions allowed for us to easily glean client pain points and other insights which became an integral part of our deliverables
  - He successfully coordinated the activities and was the primary scribe for the 'to be' logical architecture deliverable for our project. This was a time and stakeholder intense activity which required coordination across a varied set of PwC SMEs and client team members. In addition, he ramped up quickly on various aspects of enterprise logical architecture and was an active participant in providing his POV on various aspects
- Demonstrated ability to cultivate and build a strong reputation in terms of ability to deliver outside his core group. He coordinated interaction with multiple CIC SMEs and met their expectations.

To summarize, Ore performed excellently in his role as a Senior Associate and I would encourage him to take up project management activities along with project execution so that it serves as the next logical step in advancing to a Manager position. It was a pleasure to work with Ore and I look forward to working with him again.