

## Change Management Projects

Project	Role of FocusFirst	Company	Project Length
<b>Introducing a CRM Software</b> <small>Veeva / Salesforce.com CRM Introduction</small>	<ul style="list-style-type: none"> <li>– Global Change Management</li> <li>– Communications</li> </ul>	Fortune 500 Company	8 months
<b>Making Change Tangible</b> <small>Ariba Introduction (Procurement platform)</small>	<ul style="list-style-type: none"> <li>– Global Change Management</li> <li>– Communications</li> <li>– Employee Engagement</li> </ul>	Fortune 1000 Company	4 months
<b>Building Trust</b> <small>Developing a high-performing team</small>	<ul style="list-style-type: none"> <li>– Employee Engagement</li> <li>– Team Development</li> </ul>	Fortune 1000 Company	3 months
<b>Digital Signature</b> <small>Adobe Sign Introduction</small>	<ul style="list-style-type: none"> <li>– Global Change Management</li> <li>– Communications</li> </ul>	Fortune 1000 Company	2 months
<b>Global Website Relaunch</b> <small>Adobe Experience Manager</small>	<ul style="list-style-type: none"> <li>– Global Change Management</li> <li>– Communications</li> </ul>	Fortune 1000 Company	10 months
<b>Digital Workplace</b> <small>Strategy &amp; Organizational Development</small>	<ul style="list-style-type: none"> <li>– Global Change Management</li> <li>– Employee Engagement</li> </ul>	Fortune 1000 Company	3 months
<b>Internal Compliance Transformation</b> <small>Regulatory Pharma Software Introduction</small>	<ul style="list-style-type: none"> <li>– Global Change Management</li> <li>– Country Roll-out</li> <li>– Communications</li> <li>– Employee Engagement</li> </ul>	Fortune 1000 Company	18 months
<b>Country Deployment</b> <small>Procurement Platform Rollout</small>	<ul style="list-style-type: none"> <li>– Country Roll-out</li> <li>– Communications</li> <li>– Employee Engagement</li> </ul>	Fortune 1000 Company	3 months

And many more projects that are restricted by NDA