



# About Elisa

Elisa Paolo is an *Executive Consultant* for **The Blake Leath Group, LLC** ("TBLG")—a dynamic curriculum development and intellectual property greenhouse that grows leaders and shapes cultures. Elisa brings 10 years of Information Technology experience with Andersen Consulting (now Accenture) and Deloitte Consulting. She is skilled at establishing strategic customer partnerships and building top-line revenue growth through collaborations that yield demonstrable results. Elisa creates innovative business process improvements and bottom-line profitability through strategic thinking, analyzing operations and combining leading edge technology with re-engineering.

Elisa is a thoughtful and effective leader. She has been an integral part of multiple large and successful efforts, including information technology work specializing in SAP. Some of her clients have included Philip Morris, Blue Cross of Florida, Georgia Pacific, CSR (building materials), Reliant Energy and Florida Power & Light. As a project manager, her roles have included:

- Managing 100-200 person SAP implementation teams of consultants and clients, resulting in many successful launches
- Developing and executing timelines and budgets across technical and functional teams, achieving delivery on time and in budget
- Customizing and coordinating project methodologies, ensuring implementation was performed consistently, accurately and completely
- Managing all project testing, confirming systems worked as designed

- Advising change management and communications and training teams to assure alignment
- Spearheading the development and delivery of a proposal to an \$8 billion company, resulting in the sale of \$8 million in culturally transformative services

Prior to being a project manager, Elisa's roles included:

- System programming
- Training end users
- Managing design and development, reinforcing critical integration
- Leading the efforts of deployment and implementation teams, resulting in well-trained users ready for new systems and processes
- Participating in data conversions for master data and dynamic data, verifying that converted data were complete, correct and clean
- Managing string, integration and stress testing, confirming systems worked as designed

Elisa attended Virginia Polytechnic and State University (Virginia Tech) where she received a B.S. in *Finance*. She also received an MBA from Georgia State University with a concentration in *Decision Sciences*. While attending Georgia State, Elisa was a co-op student with IBM.

Elisa and her family reside in North Texas and enjoy competitive swimming, snow skiing and water skiing.

