Andrea Perkins, PMP

Chief Operating Officer | Chief Delivery Officer

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Executive Summary

Enterprise transformation executive with 20 years of progressive leadership scaling organizations, driving operational excellence, and delivering measurable business outcomes across technology services. Currently leading a $62M P&L business unit while architecting governance frameworks that influence $500M+ in delivery across a 3,000-person Solutions organization.

Proven track record of building high-performing organizations, creating new revenue streams, and leading M&A integration. **Led integration of 4 acquisitions** including full operational leadership of Insight's first strategic services M&A. Known for building businesses inside businesses—turning operational capabilities into competitive advantages.

$62M+	**$120M+**	**350+**	**$500M**
P&L Ownership	Revenue Created (DES)	Team Members	Enterprise Accountability

Strategic Initiatives — Building Businesses Inside Businesses

Delivery Enabled Sales (DES)

$120M+ in Wins

Designed program aligning delivery and sales—driving 1,000+ delivery-sourced opportunities and creating "everyone sells" culture.

DEVSHOP® Practice

$12M in 6 Months

Architected practice from inception, codifying capacity-based SDLC and governance framework across Data & AI and App Modernization.

Client Experience Platform

Enterprise CX Framework

Led strategic initiative building enterprise CX platform, Qualtrics-based VOC/NPS programs, and CxO Advisory Council.

Enterprise PPM Modernization

19,000+ Projects Enabled

Led end-to-end platform selection and Clarizen rollout with standardized delivery workflows and real-time portfolio reporting.

Professional Experience

Insight Enterprises — Fortune 500 solutions integrator | $9B+ revenue | 12,000+ employees globally

Vice President, Services   2022–Present

$62M P&L | 350+ FTEs | ~1,000 concurrent projects | Enterprise governance across $500M Solutions portfolio

- **Grew revenue 39%** to $62M+ through strategic service expansion and operational optimization
- **Launched Delivery Enabled Sales program** generating $120M+ in wins and 1,000+ delivery-sourced opportunities
- **Built DEVSHOP® practice from inception to $12M** in booked business within 6 months
- **Improved gross margin by 16%** through delivery efficiency and pricing discipline
- **Led M&A integration for 4 acquisitions** including first strategic services deal
- **Architected enterprise PM governance** influencing $500M+ across 3,000 employees

Director, Transformation Services   2019–2022

300+ FTEs | $15M+ practice revenue | Enterprise methodology ownership

- **Scaled team from 200 to 300+** while maintaining delivery excellence
- **Built PM-as-a-Service from inception to $15M** outsourced portfolio management practice
- **Led Client Experience Workstream strategic initiative**—built enterprise CX platform and CxO Advisory Council
- **Achieved 30% training revenue growth** through platform implementation

Director, Services Center of Excellence   2017–2019

200+ FTEs | ~1,500 active projects | Enterprise PMO consolidation

- **Led enterprise PPM modernization**—selected and rolled out Clarizen enabling 19,000+ forecasted projects
- **Delivered $2M ROI** through ERP/PPM consolidation into single cloud-based platform
- **Increased utilization 27%** over 3 years through operational optimization
- **Consolidated 4 departmental PMOs** into unified enterprise function

Director, Project Management Office   2015–2017

100 FTEs | $60M portfolio | 300 concurrent projects

- **Managed $60M, 300-project portfolio** with consistent delivery excellence
- **Improved Client NPS by 8%** through standardization and client experience focus
- Established Project Governance Team with standardized templates, stage-gate reviews, and feedback processes

Sr. Consulting Services Manager   2012–2015

Southwest Region | 100-project portfolio | Technical cloud consulting

- **Drove 800% growth over 3 years** in cloud consulting services
- Partnered with sales on technology roadmaps driving account expansion

Capacity Performance Manager   2009–2011

Ensynch, an Insight Company

- **Increased billable utilization from 79% to 87%** year-over-year
- Developed executive dashboard for revenue and cost forecasting

Board & Community Leadership

→ **Board of Advisors** — Women in Cloud (Insight Executive Sponsor)

→ **Founders Board & Chapter Chair** — Women with Insight

→ **Advisor & Fundraising Chair** — Life's Big Adventures

→ **Member** — WIT Network, PMI-Phoenix, Scrum.org, Business Agility Institute

Education & Certifications

Project Management Professional (PMP)
Project Management Institute

Bachelor of Arts, Mass Communications
York College of Pennsylvania

Core Executive Competencies

P&L Ownership   M&A Integration   Revenue Growth   Practice Building   Organizational Design

Enterprise Transformation   Operational Excellence   Client Experience   Governance Frameworks   Talent Development