Experience the commitment®

IT Projects, project members, growth and experience in South Africa

Vykintas Tamošiūnas, Director, Consulting - Delivery, Insurance Competence Center, CGI

Last Updated: June 2016

Agenda

1. CGI and Insurance Competence Center
2. How do we grow our members?
3. How IT projects are linked to sport?
4. Work and personal experience in project in South Africa

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CGI and Insurance Competence Center

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CGI today

Founded in 1976, CGI is one of the world's largest independent IT and business process services firms.

73,000
Professionals

82%
member shareholders

150
IP-based solutions

40
countries

9/10
client satisfaction score

95%
projects on-time, on budget

5,000
end-to-end services clients

$10.8B
annual revenue

$21B
revenue backlog

$20B
market capitalization

Statistics as of May 2018
All financial information in CAD

Northern Europe region including nearshore and offshore locations

Decentralized model

› Geography-based model with **64 offices in 8 countries**

Proximity to clients

› **9000** Client-facing consultants living and working in the same communities as our clients

Empowerment and accountability

› Local responsibility and authority for making decisions generating **$1.67B** annual revenue

Country	Members
Sweden	3 710
Finland	3 500
Denmark	500
Norway	490
Lithuania and Latvia	224
Estonia	284
Poland	300
Grand Total	9 028

Nearshore	
Estonia, Latvia, Lithuania, Poland, Portugal, Slovakia & Czech Republic	2300

Offshore	
India	11 000

What CGI ICC does

Online Self-Service
Web and Mobile
Custom-tailored solutions

Data Analytics
XIA - data warehouse solution to work with TIA data

Content management
Saperion ECM for Enterprise Content Management

Custom development
Solutions that perfectly suites particular client needs

TIA®

IBA

GUIDEWIRE

Implementation

Maintenance

Training

Consulting

CGI ICC Customers

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How do we grow our members?

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How do we grow?

CGI Lithuania - Insurance
Vykintas Tamošiūnas
Intern

Intern (2012.02.06 – 2012.05.06)
Junior Consultant (2012.06.06 – 2014.01.31)
Consultant (2014.02.01 – 2015.08.31)
Senior Consultant (2015.09.01 – 2017.05.31)
Project Manager (2017.05.01 – 2018.04.30)
Director Consulting Delivery (2018.05.01 - ....)

MAIN SKILLS					
Claims, Level 0.5 *Analysis, Level 0.5* *Developement, Level 0.5* *Questions Generation, Level 100*					

MAIN PROJECTS					
Trainings ***Project Simulation*** ***Initial project assignments***					

How do we grow?

CGI Lithuania - Insurance
Vykintas Tamošiūnas
Junior Consultant

Intern (2012.02.06 – 2012.05.06)
Junior Consultant (2012.06.06 – 2014.01.31)
Consultant (2014.02.01 – 2015.08.31)
Senior Consultant (2015.09.01 – 2017.05.31)
Project Manager (2017.05.01 – 2018.04.30)
Director Consulting Delivery (2018.05.01 - ....)

MAIN SKILLS					
Claims, Level 0.5 *Analysis, Level 0.5* *Developement, Level 0.5* *Questions Generation, Level 100*	*Accounting, Level 2* *Products/Sales, Level 2* *Developement, Level 1* *Analysis, Level 1*				
MAIN PROJECTS					
Trainings ***Project Simulation*** ***Initial project assignments***	***Interpolska, Poland*** ***Fennia, Finland***				

How do we grow?

CGI Lithuania - Insurance
Vykintas Tamošiūnas
Consultant

Intern (2012.02.06 – 2012.05.06)
Junior Consultant (2012.06.06 – 2014.01.31)
Consultant (2014.02.01 – 2015.08.31)
Senior Consultant (2015.09.01 – 2017.05.31)
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Director Consulting Delivery (2018.05.01 - ....)

MAIN SKILLS					
Claims, Level 0.5 *Analysis, Level 0.5* *Developement, Level 0.5* *Questions Generation, Level 100*	*Accounting, Level 2* *Products/Sales, Level 2* *Developement, Level 1* *Analysis, Level 1*	*Accounting, Level 3* *Pre-Analysis, Level 2* *Analysis, Level 3* *Management, Level 1,* *Development, Level 2*			
MAIN PROJECTS					
Trainings ***Project Simulation*** ***Initial project assignments***	***Interpolska, Poland*** ***Fennia, Finland***	***Regent, South Africa***			

How do we grow?

CGI Lithuania - Insurance
Vykintas Tamošiūnas
Senior Consultant

Intern (2012.02.06 – 2012.05.06)
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MAIN SKILLS					
Claims, Level 0.5 *Analysis, Level 0.5* *Developement, Level 0.5* *Questions Generation, Level 100*	*Accounting, Level 2* *Products/Sales, Level 2* *Developement, Level 1* *Analysis, Level 1*	*Accounting, Level 3* *Pre-Analysis, Level 2* *Analysis, Level 3* *Management, Level 1,* *Development, Level 2*	*Accounting, Level 4* *Migration, Level 2* *Pre-Analysis, Level 3* *Pre-Sales, Level 1* *Management, Level 2*		
MAIN PROJECTS					
Trainings ***Project Simulation*** ***Initial project assignments***	***Interpolska, Poland*** ***Fennia, Finland***	***Regent, South Africa***	***Regent, South Africa***		

How do we grow?

CGI Lithuania - Insurance
Vykintas Tamošiūnas
Project Manager, Senior Consultant

Intern (2012.02.06 – 2012.05.06)
Junior Consultant (2012.06.06 – 2014.01.31)
Consultant (2014.02.01 – 2015.08.31)
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MAIN PROJECTS					
Trainings ***Project Simulation*** ***Initial project assignments***	***Interpolska, Poland*** ***Fennia, Finland***	***Regent, South Africa***	***Regent, South Africa***	***Hollard, South Africa*** ***DINA, Sweden***	

How do we grow?

CGI Lithuania - Insurance
Vykintas Tamošiūnas
DCD, Project Manager,

Intern (2012.02.06 – 2012.05.06)
Junior Consultant (2012.06.06 – 2014.01.31)
Consultant (2014.02.01 – 2015.08.31)
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MAIN PROJECTS					
Trainings ***Project Simulation*** ***Initial project assignments***	***Interpolska, Poland*** ***Fennia, Finland***	***Regent, South Africa***	***Regent, South Africa***	***Hollard, South Africa*** ***DINA, Sweden***	***Hollard, South Africa***

Experience the commitment®

How IT projects are linked to sport?

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Gintaras lost his job as a Sports Team Coach

Could he become IT Project manager?

Key teaching points:

1. Building a team
2. Execution of project
3. Management of project

Building a team

Roles and Responsibilities

"Sometimes a player's greatest challenge is coming to grips with his role on the team." Scottie Pippen, Chicago Bulls

Maccabi Tel Aviv Basketball Team, 2016/2017

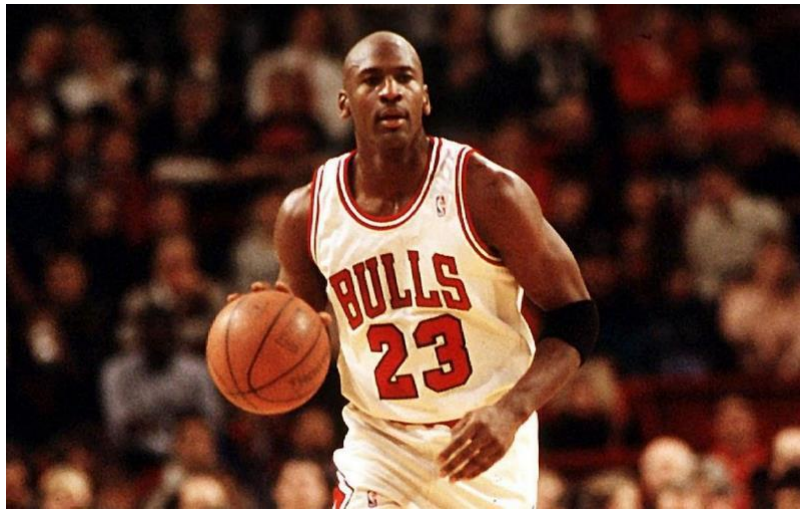
Building a team

Right people with Know-How

Building a team

Motivation

I've missed more than 9000 shots in my career. I've lost almost 300 games. 26 times, I've been trusted to take the game winning shot and missed. I've failed over and over and over again in my life. And that is why I succeed. Micheal Jordan



Nobody beats Vitas Gerulaitis 17 times in a row. Vitas Gerulaitis

Building a team

Collaboration and Chemistry

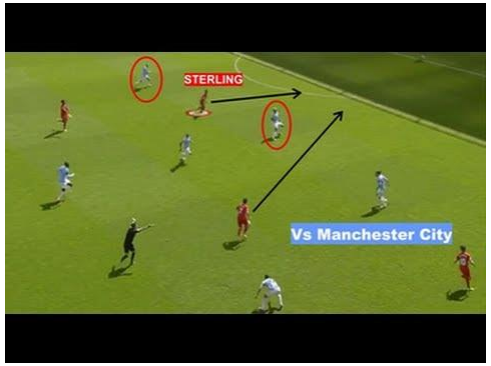
Lithuanian Basketball Team, 2010

BC Lietkabelis, 2016/2016

Execution of the project

Game Plan

Video Analysis (Preparation)



Plan Preparation

Execution of plan

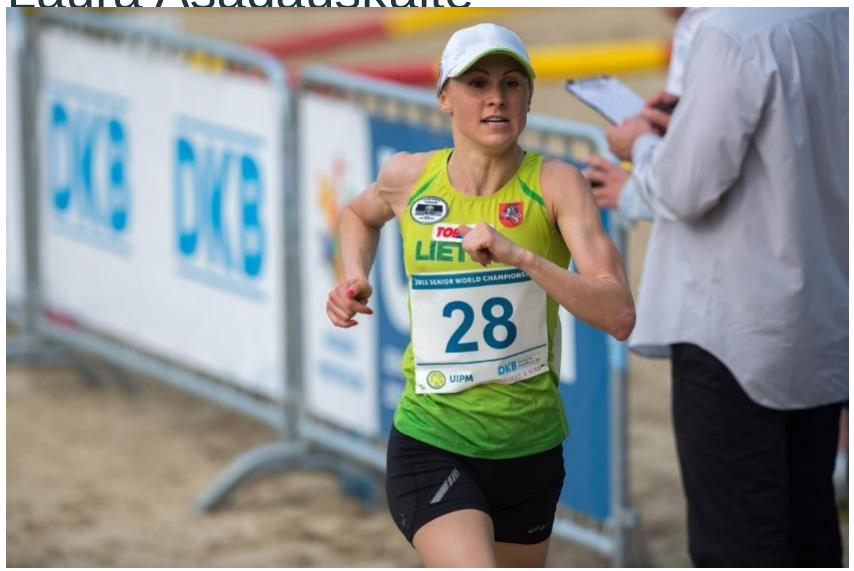
Fast Decisions and Changes due conditions

Execution

Attention to Start and Finish

Rūta Meilutytė

Laura Asadauskaite

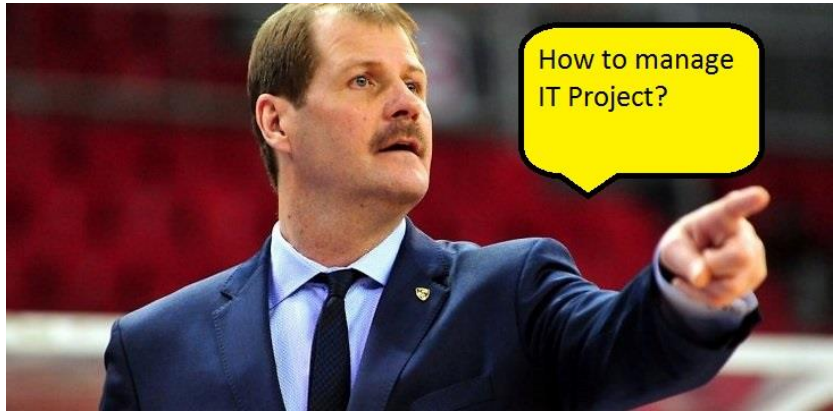


Execution

Celebrating victories

Kauno Žalgiris, 2016/2017

Madrid Real, 2016/2017



Management
Performance Reviews

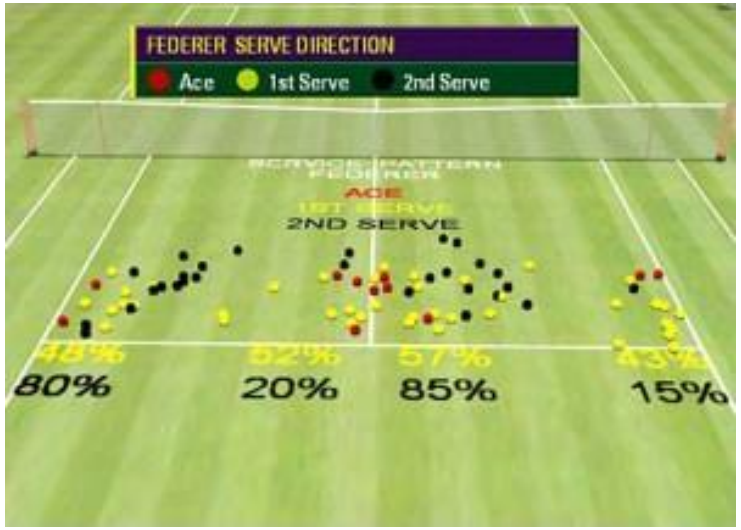
Basketball Statistics

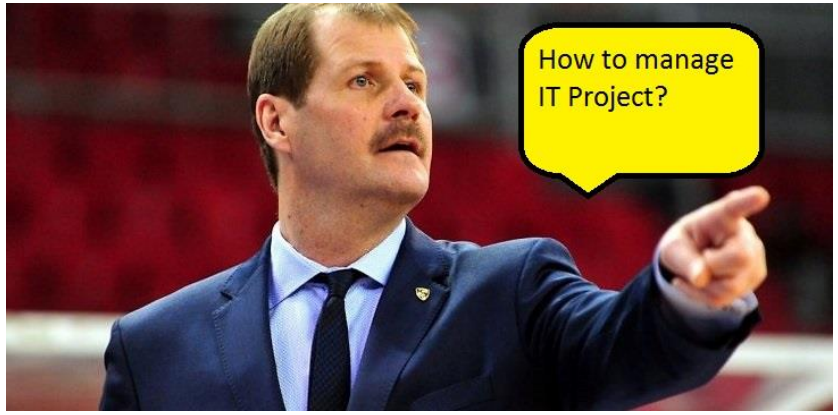
10:04

Statistics SEND

	Field Goal		3 Points		Rebounds			Fouls		Balls		Blocks		Traveling	2 dribble	V.T.	Ast	Val	-/+
	M/A	%	M/A	%	Tot	Def	Off	Made	Recd	Recd	Miss	Made	Recd						
	3/7	42.86	0/1	0.00	6	4	2	2	2	6	0	0	0	0	0	0	2	13	20
	0/0	0.00	0/0	0.00	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	0/0	0.00	0/0	0.00	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	2/5	40.00	0/0	0.00	3	2	1	3	6	2	1	0	1	0	0	0	1	7	20
	6/11	54.55	0/1	0.00	1	0	1	4	0	3	1	0	0	1	0	0	4	8	28
	3/3	100.00	1/5	20.00	5	3	2	3	0	2	1	0	0	1	0	0	1	8	14
	0/4	0.00	0/0	0.00	1	1	0	4	0	0	0	0	1	0	0	0	0	-8	3
	2/5	40.00	0/1	0.00	2	2	0	0	1	0	1	0	0	0	0	0	1	5	15
	2/6	33.33	3/4	75.00	2	0	2	3	0	1	1	0	0	1	0	0	0	6	7
	4/7	57.14	1/2	50.00	1	1	0	1	1	3	1	0	0	0	0	0	1	11	9
	1/1	100.00	0/1	0.00	4	3	1	0	1	2	1	0	0	0	0	0	0	7	7
	2/5	40.00	1/5	20.00	2	1	1	2	1	2	4	0	0	0	0	0	1	-2	7
	0/0	0.00	0/0	0.00	6	6	0	1	1	2	1	0	0	0	0	0	0	7	15
	0/0	0.00	0/0	0.00	2	2	0	0	0	3	0	0	0	0	0	0	0	5	0

Tennis Statistics

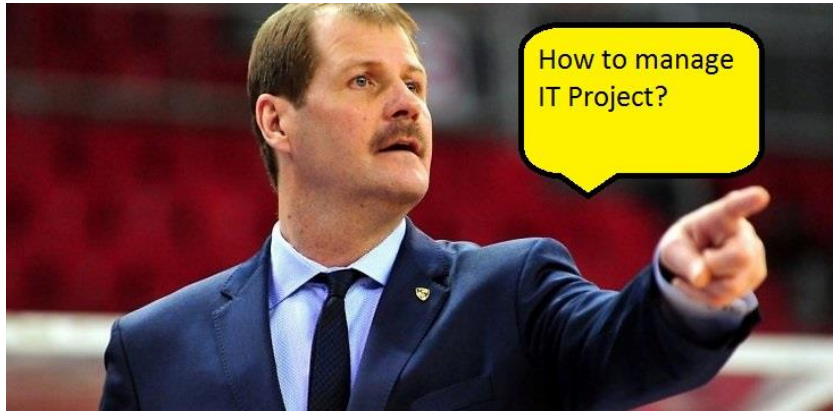




Management
Risk Management

Injuries

Changes of conditions

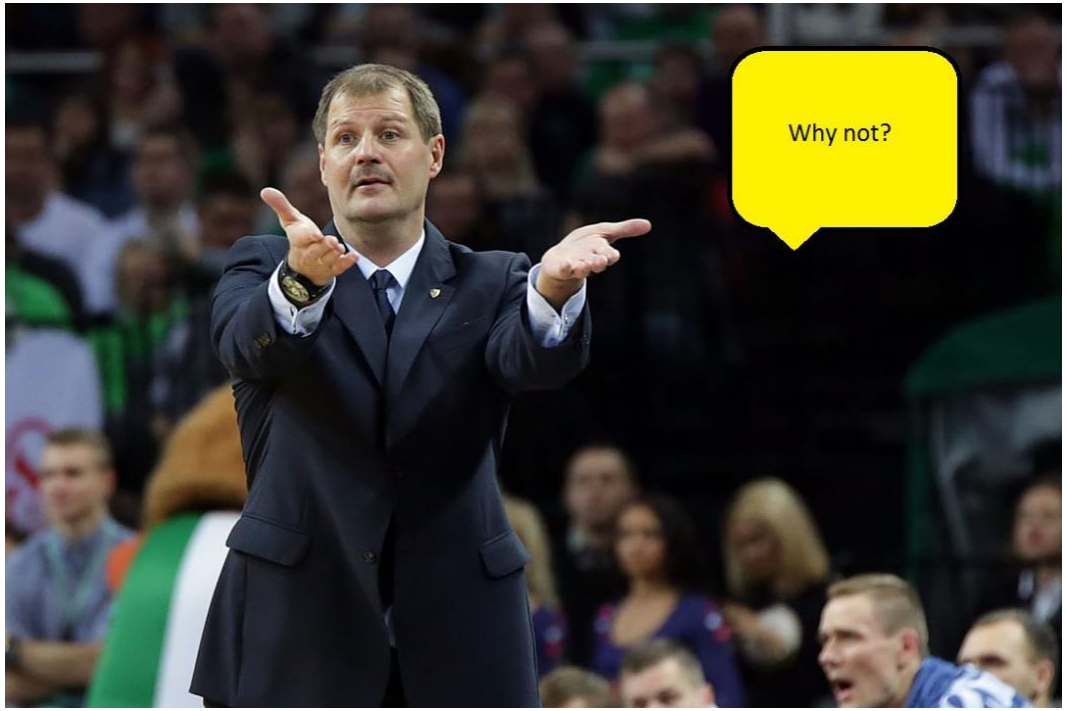


Management
Lessons Learned

Video Reviews & Analysis

Video Reviews & Analysis

Can Gintaras become IT Project Manager?



Vykintas Answer:

Even though you can find lots of similarities between Sports and IT Projects and knowledge in Sports can assist you, main deal-breaker – know-how in IT area;

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Work and personal experience in project in South Africa

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Summary

1. Customer - Regent Insurance
2. Project – Short-Term Transformation Programme (STTP)
3. System – TIA 7 Series
4. People involved – 100+
5. Initial Plan – 2,5 years (actual - 3 years)
6. Business Case – old local legacy system to be replaced with globally used standard core system to accelerate growth
7. My personal roles:
   - Finance Stream Lead (Dev & Analysis)
   - Migration Stream Lead (Dev & Analysis)
   - Project Manager
   - Maintenance Manager

Cultural Experiences

Team Building Experiences

Tolerance

Vykintas

V

Mr.V

Vy

Vyk

Vyke

Vicky

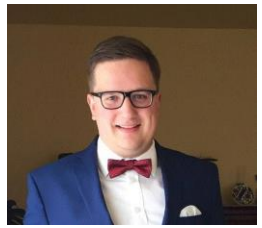
Vykantis

Vykantas

Vykentas

Vykintyas

Vykinitas

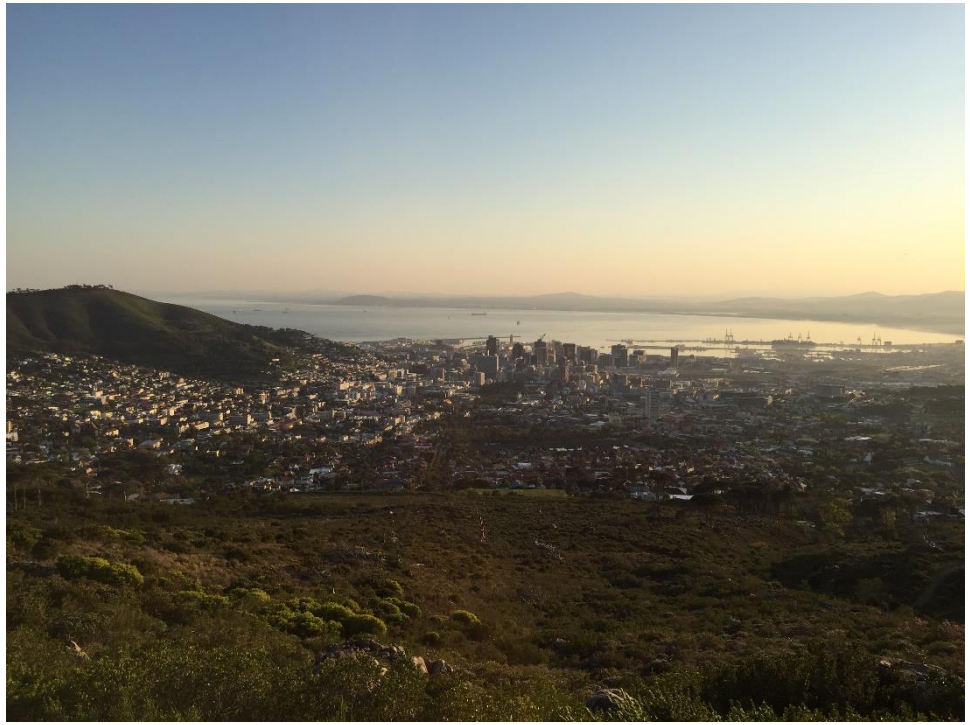


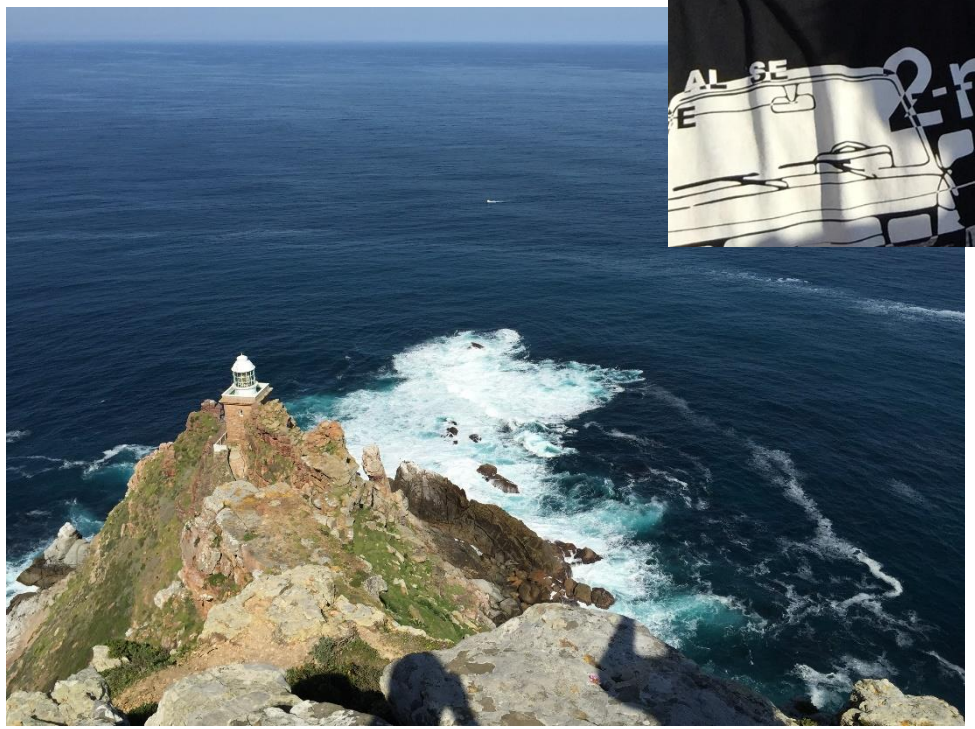
Security Challenges

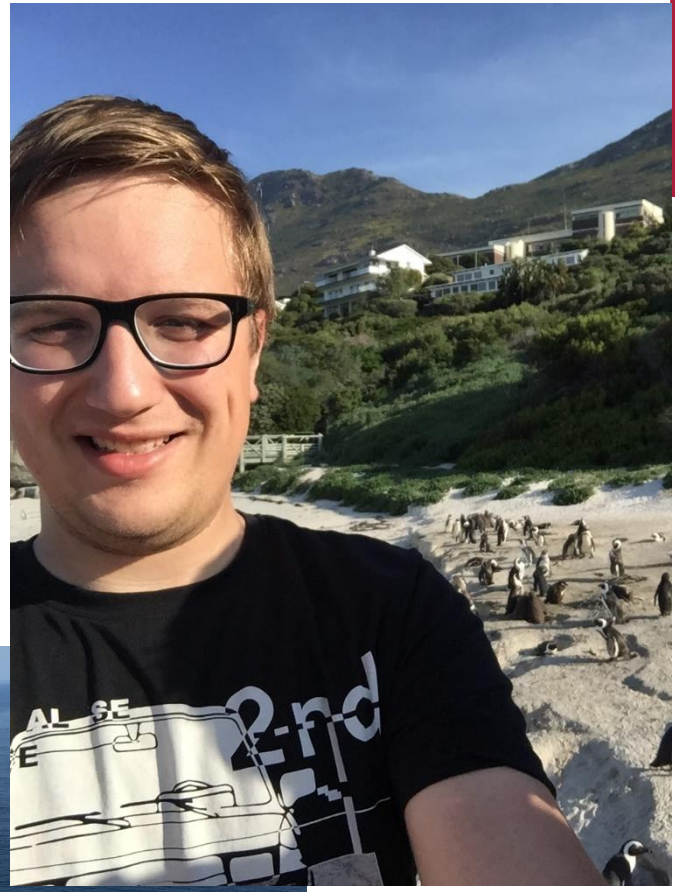
- Lock inside your car
- Do not drive in bad neighborhoods
- Look after yourself and your colleagues
- Keep distance from other cars
- Do not walk in unsafe areas
- Always have power in your mobile

Travel Experience

Capetown







Travel Experience

Kruger Park and Mpumalanga

Travel Experience

Kilimanjaro

Travel Experien

Victoria Falls

CGI

Experience the commitment®

Join CGI today:

- Praktikos skelbimai VGTU
- CGI praktikos ir darbo skelbimai CVonline

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