Consulting FS | Partners' FY19 Responsibility Matrix

Total	Clients - CP/2P	Clients - QA	Management	Tech Partners	Last Update 18 Jun 18	Named Clients: Banking													Named Clients: Insurance														Practice Management: Sector		Practice Management: Cluster		Practice Management: FS Platform								Practice Management: Careers					Practice Management: Knowledge Centres										Named Tech Partners													
						Banco CTT	CGD	Santander	Novo Banco	BPI	Unicre	Banco Economico	Banco Atlântico	BFA	BPC	HSBC	Lloyds	Rabobank	Fidelidade	Victoria	Ageas	ENSA	WSIB	Economical	Common Well	TDI	Desjardim	US Cluster	RSA	VIS	Banking	Insurance	Banking	Insurance	Centre 4 Disruption	Offer Development	Platform Management	Commercial Manag.	Deal Design	Solution Centre	Strategy & Operations	Delivery Centre	Traditional	Technology Eng.	Specialist	Creative	AMS	Strategy	Business Model Transform.	Mergers & Acquisitions	Finance Transformation	Human Capital	System Integration	FS Aplications	Tech. Strategy & Arch.	Analytics & Inf. Man.	Deloitte Digital	Outsystems	Apptio	ServiceNow	Guidewire	TIA	Finastra	Five Degrees	MNI	Oracle	SAS	Mulesoft	Salesforce	AWS
					28 FS Partners	3	6	5	3	2	2	5	3	5	6	2	3	3	2	3	3	4	2	2	2	2	3	3	4	2	1	1	1	1	1	7	1	1	1	3	2	2	1	1	1	1	2	1	1	1	1	1	1	2	1	2	2	1	1	1	1	1	1	1	1	1	1	1	1	1	1
5	1	0	4	0	**Gonçalo Simões**			CP																																	LP	P					LP		LP																													
7	4	0	3	0	**Nuno Alpendre**					CP		CP	CP	CP																											P						LP								P																							
4	3	0	1	0	José Subtil		2P					2P			2P																																																																	
3	2	0	1	0	Ludgero Gonçalves									2P								CP																																																									
5	3	0	2	0	Bernardo Ferrão		2P	2P	CP																																							P																													
1	1	0	0	0	**Cláudia Bernardo**																	CP																																																									
2	1	0	1	0	**José Barata**										CP																		LP																																															
10	2	6	2	0	**João Carvalho**		QA	CP				QA			CP										QA	QA	QA	QA								LP	LP																																									
8	2	2	4	0	**Cristina Gamito**		CP														CP								QA	QA		LP				P	LP						LP																																	
8	2	4	2	0	**Nuno F. Carvalho**		**CP**	QA	QA	**CP**							QA			QA																					LP		LP																																					
10	2	3	4	1	**João Fonseca**	QA									QA	QA	QA	**CP**	**CP**																	LP			P		LP				LP																																					
6	2	3	0	1	**João Caldeira**				CP		QA			CP					QA		QA																																																												
8	3	2	3	0	**Nuno Gonçalves**																	QA		QA		CP	CP	CP					LP			P		LP																																											
8	1	2	4	1	**Tiago Durão**													QA				QA	CP															P			P			LP																																					
8	4	2	2	0	**Paulo Almeida**	**CP**					**CP**		QA	QA						**CP**									**CP**												LP				LP																																					
4	2	0	1	1	Marco Moita											**CP**		2P																																																																		
4	2	0	1	1	Pedro Lopes																		CP		CP																																																									
2	2	0	0	0	Pedro Baptista																	2P							CP																																																			
1	1	0	0	0	Nuno M. Carvalho																						2P																																																						
2	1	0	1	0	Hugo Colaço																							2P														P																																						
2	1	0	1	0	João Carlos Sousa							CP																																																																						
5	2	0	1	2	André Pedro			2P									2P																																																																
3	2	0	0	1	Paulo Guilhoto							2P															2P																																																						
3	1	0	1	1	Hugo Dias										2P																												P																																					
3	1	0	1	1	Hugo Coelho	2P																																																																														
5	2	0	2	1	Nuno Cordeiro		2P												CP																						P																																								
4	3	0	0	1	Eduardo Santos															2P	2P									CP																																																			
4	3	0	0	1	Miguel Amaro								2P	2P	2P																																																																		

CP - Lead Commercial Partner CP - Commercial Partner 2P - Delivery Partner QA - Quality Assurance Partner LP - Lead Partner P - Partner