

INDUSTRY

IT Consulting & Outsourcing

ORGANIZATION TYPE

Private Corporate

ORGANIZATION SIZE

\$500 million

TrueProject Selected by a Systems Integration Firm for Long-Term Project Oversight

OVERVIEW

The organization, based in Dallas (Texas), focuses on rapid growth and plans several acquisitions in the coming years, with primary delivery practices in Oracle, SAP, Microsoft, and SF.com. TrueProject was presented to their Department Heads, Delivery Executives, the CEO, and COO.

THE CHALLENGE

The systems integrator, experiencing rapid growth and focusing on delivering technology services, sought a solution to ensure governance, oversight, and project insight across their client projects. They needed a system that could mitigate project issues or failures while improving delivery and customer satisfaction.

THE ACTION

- The customer participated in a paid TrueProject pilot, which provided significant analytics and insights into a portfolio of three selected projects.
- The COO engaged in discussions with existing TrueProject clients, including a California-based tech solutions provider and the Director of a US state agency in control for project governance.
- The organization immediately requested a proposal for TrueProject's SaaS solution and have grown in deployment and benefit. They have also white-labeled the TrueProject solution.

THE RESULT



- The adoption of TrueProject enabled the organization to enhance governance, oversight, and project insight across their client projects, ensuring on-time and on-budget delivery while meeting project needs.



- TrueProject used as a competitive differentiator, strengthening relationships with existing clients and positioning them as a trusted technology partner.



- Millions of dollars of incremental new client business closed due to TrueProject in the very first year utilizing TrueProject as a demonstrable pre-sale's capability for prospective clients.



- With plans for massive growth in TrueProject usage, the organization's plans are to increase usage and continue leveraging TrueProject to drive project success and enhance their market standing.

“ TrueProject is really a critical part of how we deliver and how we communicate to our clients they can trust us to achieve the results that they are looking for.

- Chief Strategy Officer (customer organization)

CONTACT US

 +1 484 4304989



info@trueprojectinsight.com