TRUE STORIES

from **TrueProject**

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INDUSTRY

Communications, Mass media

ORGANIZATION TYPE

Multinational Telecommunications Conglomerate

ORGANIZATION SIZE

$100 billion

How a Telecom Giant Identified Project Financial Losses and Modeled Their Project Productivity Improvement with TrueProject

OVERVIEW

A global leader in telecommunications faced a critical challenge with 100 of its active projects. The internal pilot assessment revealed a grim outlook: the company was on the brink of suffering significant financial losses due to budget overruns and delayed timelines. This situation threatened the customer's financial stability and jeopardized its reputation for efficiently delivering projects. Their time to market and associated costs were projected to prevent the gains they expected and increase their lead times. They needed a robust solution to navigate this predicament and successfully identify issues before failure could occur.

THE CHALLENGE

The primary goal for the customer was to avert the impending financial losses and project delays. The company sought to avoid these setbacks and enhance overall project performance. To achieve this, the firm needed to identify a solution capable of providing predictive insights into project health, performance risks, and opportunities for improvement. The solution had to be capable of analyzing complex project data to forecast potential issues before they manifested, allowing the customer to take pre-emptive actions.

THE ACTION

In response to this challenge, they partnered with TrueProject, a provider of predictive intelligence solutions specialized in improving project health and performance. TrueProject implemented its predictive intelligence solution for a cross-section of their portfolio of active projects. TrueProject analyzed project data, utilizing advanced analytics to identify patterns and potential risk factors that could lead to overruns and delays. Through its predictive insights, TrueProject enabled the project leaders to:

- Understand the health and performance of each project in real-time.
- Prioritize actions based on the impact on project success.
- Establish the ability for strategic interventions to mitigate risks before they could impact the project.

THE RESULT

The partnership with TrueProject yielded significant benefits for the customer. By leveraging TrueProject's predictive intelligence capabilities, the customer was able to:

- Identify projected financial losses for their associated projects.

- Demonstrate a projected project performance realization of a 12% improvement in productivity.

- Realize a path toward hundreds of millions of dollars of estimated project value improvement.

These underscored the power of predictive intelligence in transforming project management. The organization was able to isolate specific project-related improvement areas to implement for greater efficiency and success in future projects. The partnership with TrueProject demonstrated the strategic value of predictive insights in managing complex project portfolios.

CONTACT US

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