



PEAS Case Study

Defense Contractor

Client Profile

A \$1.5B Global Supplier of Products and Services for Global Defense, Mission Solutions, and Transportation

Business Issue

- Company seeking to hold PwC accountable to deliver the value they signed up for
- Sought to reduce the probability of their failure to deliver being the source of a change order
- Containment of costs with PwC
- Needed to enhance the quality of program decision making

Services & Results

- **Reversed changes** that reduced supplier's responsibility in RACI, interim deliverables, and business process scope
- **Held supplier accountable** to standards they previously identified and committed to
- Identified deliverable elements that were left out of plan, managed staffing models, and increased focus on issues and risks
- **Lowered the cost by \$1.1M**