



PEAS Case Study

Medical Devices

Client Profile

A \$2B Global Medical Device Manufacturer That Develops, Manufactures, and Markets a Broad Range of Products and Solutions for the Life Science Research and Clinical Diagnostics Markets

Business Issue

- Company seeking to hold IBM 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 IBM
- Needed to enhance the quality of program decision making

Services & Results

- Company avoided potentially disastrous go-live
- **Saved \$5M** associated with holding IBM accountable to delivery standards
- **Lowered cost profile of 3rd deployment by 10%** over quoted price of SI