



PEAS Case Study

Utility Company

Client Profile

A \$11.4B Utility Holding Company

Business Issue

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

Services & Results

- **Savings and cost avoidance of \$20M** on a \$250M program
- Implemented successful **co-opetition model** within the program involving two highly competitive system integrators
- Early treatment of risks enabled **on-time delivery**
- Created confident/accelerated decision-making atmosphere for executive team
- **Reduced administrative time** to establish, administer, and close SoWs