



## IT Services Case Study

Consumer Electronics

### Client Profile

A \$3.5B Global Audio Supplier

### Business Issue

- Company undertaking a corporate transformation and cost optimization initiative
- Directive to optimize \$60M in Application Development and Maintenance (ADM) labor spend and to align their ADM sourcing strategy to strategic imperatives

### Services & Results

- Identified \$5M-\$7M in cost reduction opportunities
- Supported client throughout the execution lifecycle and rationalized suppliers (top tier, niche and contingent labor) via consolidation and competitive evaluation process
- On track to achieve cost reduction targets and improved contract structure with primary vendors