



Client Case Study

Teleglobe

Systems Integration Audit Assessment

Teleglobe's IT Operations organization was presented with an \$8M technical design proposal by their primary systems integrator for a development and test lab. The quote was high, and a more economical solution was required.

The CIO asked EKIVE to review the proposal and identify ways to reduce cost without compromising capability.

The value EKIVE provided to Teleglobe's CIO included:

- ▲ Reviewing the proposal and discovering that there were serious integration incompatibilities which, if implemented, would result in a non-operational environment and severe schedule impact.
- ▲ Recommending the necessary changes to bring technical capabilities in line with critical business requirements.
- ▲ Implementing a functional 7500 square-foot data center that met business requirements.

The project was delivered on schedule at a savings of over \$7M against the original budget. Our recommendations and actions helped the client avoid the costly mistake of purchasing expensive, incompatible equipment and software. More importantly, the intervention prevented costly project delays.

About EKIVE LLC

EKIVE accelerates your business by managing complex technical programs and delivering strategic development initiatives. We have a strong track record in applying appropriate technology and processes in the delivery of solutions that add tangible value quickly, and minimize the time to profitable revenue for our clients. EKIVE was founded in 1999 and is headquartered in Reston, VA.

