DECISION LENS

Leading Aerospace Company Optimizes $2.5 Billion of Investments with Decision Lens

THE ORGANIZATION

Global aerospace company. A leading manufacturer of commercial aircrafts with U.S. and foreign government clients in more than 140 countries. Products and services include aircrafts, satellites, and advanced information and communication systems. The organization employs more than 130,000 people in more than 64 different countries.

THE PROBLEM

STRUCTURE. This aerospace company was searching for an effective method to allocate and manage resources assigned to projects and programs within its multi-billion dollar technology portfolio. Long-range business planning was less than optimal with global IT operations. Services and strategy spanning the globe led to several strategic and operational issues. The company needed a better solution for prioritizing and evaluating projects to get the most value from their resources.

THE SOLUTION

PROFICIENCY. Decision Lens was purchased to manage the prioritization of the aerospace company's growing IT technology demand. Their large, complex portfolio needed to be viewed from a single, strategic perspective. A highly transparent and efficient process was designed to align the organization's IT endeavors to the overall strategy of leadership.

THE RESULTS

PRECISION. This aerospace company was able to create a structure that mapped well to the challenges inherent in budget-making decisions. Decision Lens' filtering capabilities and data analysis demonstrated a variety of scenarios within their IT department. Over $100 million of redundancy and inefficiency was identified in just the first 90 days, with an additional $300 million in the following 6 months. Collaborative prioritization and resource optimization were put at the forefront of all business decisions in a clear and concise manner. Analysis of an integrated portfolio allowed business leaders to agree on several possible spending reductions, positioning the company for expanded future growth.