

# Client Case Studies

## Project Management Initiatives in different Industries

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# Strategy Execution's Presence in the Manufacturing and Automotive Industry

Strategy Execution has a broad range of experiences working on a global scale with clients in the manufacturing and automotive industry.

The following case studies demonstrate our corporate capabilities to engage with multi-national clients as well as our unparalleled experience customising client programs and managing global deliveries.

# CASE STUDIES

## Arcellor Mittal



**Arcellor Mittal** had identified that the speed of change within their organization had increased and therefore required greater internal efficiency in the projects environment.

TwentyEighty Strategy Execution implemented a customized Project Management foundation class. With identified pre-work and action planning, Strategy Execution shifted the focus of responsibility within the organization. The event equipped staff with the authority required to drive projects and continual improvement initiatives to completion, thereby increasing resource efficiency.

## Pall



**Pall** engaged with TwentyEighty Strategy Execution as they wanted to build the culture and global project management capability necessary to ensure business performance, through process discipline, accountability and effective execution.

In partnership with Strategy Execution, the “Pall Project Excellence Program” was developed and rolled out globally to project managers and senior leaders. Helping to increase and strengthen the overall capabilities of project teams, it improved the way in which projects are delivered throughout the organization, building project discipline and accountability into the DNA of Pall employees.

## Michelin



**Michelin** wanted to improve the skills of the global Functional Analyst community that gather and analyze the requirements of ICT projects, to help reduce poorly defined requirements and increase the probability of project success.

TwentyEighty Strategy Execution customized its existing Business Analysis content, aligned with IIBA industry best practices. A global training program was then rolled out utilizing bi-lingual instructors, providing the tools and models for gathering, documenting and analyzing requirements, to create a common language and process with consistent, high-quality results.

# CASE STUDIES

## Nestlé



**Nestlé's Centre of Excellence** engineering team was keen to implement a standardized and consistent approach to project management.

Through the implementation of a project management program aligned with externally recognized PMI best practices and guidelines, TwentyEighty Strategy Execution delivered a series of courses and application workshops, designed to increase the application of PM best practices and provide a vehicle to support the production of high quality, real project deliverables for the organization's Capital projects.

## Trelleborg



**Trelleborg** wanted their engineers to develop solid project skills in order to deliver improved solutions to their oil and gas clients.

TwentyEighty Strategy Execution developed a customized "Project Planning, Analysis and Control" course, which provided the engineers with technical, leadership and communications skills.

The event was designed to allow students to work on live projects, providing the opportunity to immediately apply what they had learned and offer instant value to the business.

## Plastic Omnium



**Plastic Omnium** wanted a comprehensive, consistent and high-quality training program for its Project Management teams in Europe, USA and Asia. In particular, the training needed to foster collaboration between cross-functional teams.

TwentyEighty Strategy Execution created a customized, highly interactive two-day workshop that focused on the characteristics of a successful project team, including how the team should be built and techniques for sustaining high performance. This initial workshop was designed as a platform for the launch of a more in-depth, full Project Management curriculum.

# CASE STUDIES

## Apple



**Apple's** 30k-strong, worldwide sales operation and support is critical for its success. But a silo culture and single-sighted objectives, limited individual aspiration and impeded dealing with market complexity.

TwentyEighty Strategy Execution's Stanford Advanced Project Management program started as a three-course pilot, but has grown into 40+ classes a year delivered globally to Apple staff. The program has dramatically impacted decision-making, allowing teams to course correct and bring products to market faster. Greater career leadership opportunities have emerged for program participants as well.

## Schlumberger



**Schlumberger's** experienced project managers required refresher training in project management skills and techniques through an applied learning environment.

TwentyEighty Strategy Execution developed and implemented an application-oriented course comprising Project Planning, Analysis and Control, Financial Considerations for Business Decision Making, and Contract Management Principles and Practices elements. This interactive course provided experienced PMs with an engaging fast-track route to master the skills required to perform their jobs effectively.

## Cognizant



**Cognizant** delivers business-critical solutions to clients across the world. To improve service quality and communication, the business transformed its relationship with Strategy Execution from ad hoc supplier to global business partner via a comprehensive IP license agreement. The program supports the Cognizant Career Architecture and offers the SAPM and PM portfolio to 3,000+ employees annually.

Cost per training seat fell by almost 60% while internal and client projects have become more iterative, agile and strategically focused. One project team was able to cut resources by 50%, but still improve quality of service while saving the client \$250,000.