



Cisco and Quantellia: Collaborating for Global Enterprise Technology Transformation Management

During 2010-2011, Cisco Systems worked in partnership with Quantellia to develop a unique solution for planning and managing an enterprise transformation project involving thousands of locations. This global-scale program transformed a large financial institution's legacy communications infrastructure through a Network Transformation Program delivering a converged Network Platform, Contact Center, and Unified Communications as a Service Cloud solution serving over 145,000 business users. This collaboration is estimated to have saved tens of millions of dollars for the financial institution.

Cisco's role in this project was to assist in defining requirements and validating the resulting model. Quantellia used its Decision Engineering methodology and deployed its World Modeler™ Decision Engineering for Enterprise Program Management (DEEPM™) software. DEEPM™ served as an advanced program governance, schedule optimization, and assurance suite, and provided a single database of reference for all information related to the program's financial and operational performance.

Working together, along with a "big five" consulting partner, Quantellia and Cisco's approach allowed the program management staff to rapidly locate and proactively address planning dependencies early in the program stages, before they impacted implementation and execution in the field. The use of DEEPM™ technology contributed to improvements in the program's schedule as well as the financial benefit realized through the transformation project.

Quantellia and Cisco jointly recognize that enterprise business and technology transformation is a highly complex task, which can result in additional costs or delays. Together, the two companies have proven that systematically managing the business case for the transformation schedule, tracking operational expenditure reductions, and optimizing scheduling, resourcing, contracts, subcontractors, and aligning incentive plans **produces substantial cost savings and accelerates a technology transformation schedule while simultaneously reducing risk.**

Today, Cisco and Quantellia are continuing to seek opportunities to use Quantellia's DEEPM™ to further optimize large enterprise transformation programs.