

Our client is a major transportation and logistics company in the United States

Management found themselves struggling to obtain agreement and alignment of key stakeholders to move a project from concept to execution

Our sponsors were able to obtain senior level buy-in, support and funding with our assistance

We laid out a clear and comprehensive roadmap for moving ahead ...and helped them execute

The Client:

One of the largest transportation and logistics companies in the U.S., our client operates primarily in the western portion of the country. They link every major West Coast and Gulf Coast port to population centers in the Midwest, operate key north/south corridors and serve all major gateways to Mexico.

The Challenge:

Our client was experiencing difficulty in starting an enterprise level project. The aim of the project was to update and optimize workforce management processes and tools. This update would impact approximately 10,000 workers in the field whose relationship to the client was governed by numerous, complex collective bargaining agreements.

At the completion of a significant requirements definition effort with a preferred vendor, the client's senior management still found their requirements too loosely defined. In addition, the absence of a comprehensive program picture, execution plan, program governance structure and communications plan were major obstacles to senior management approval.

While our client had volumes of information from the requirements gathering effort, they were neither able to effectively tie it all together nor clearly articulate the value of their business case to senior management. Our sponsors found themselves struggling to achieve agreement and alignment of key stakeholders to move the project from concept to execution.

The Results:

The company retained Trillium to help them drive the project forward. Trillium performed a *Project Rescue*

Assessment to help our client understand their stumbling points and lay out a clear and comprehensive roadmap for moving forward.

At the conclusion of the assessment, our client possessed tools, approaches, messaging, and plans along with relevant coaching to more effectively move their project forward. As a result of the assessment, our client was able to:

- Revise and standardize program requirements in order to align them to the proposed value proposition.
- Articulate to stakeholders and potential partners or vendors the rationale and benefits of completing the project.
- Implement a formal program governance structure including; review, approval and sign-off processes, escalation and resolution processes, standard management communication schedules.
- Tailor a blend of program/project management methodologies (including industry and proprietary Trillium best practices) that best suited to the client and program.
- Create messaging tailored to most effectively communicate and gather support at all stakeholder levels.

Trillium helped our client to obtain senior level buy-in, support and funding approval for their project.

After the assessment, a small Trillium team was further retained to continue teaching/coaching the program team "by example" through the execution of business analytics, program and project management functions.

The Benefits:

Trillium gave our client the tools, approaches and methodologies to move a valuable enterprise level program forward. Moreover, we trained and provided guidance to key client personnel in becoming more effective at large scale program and project management.

About Trillium:

Trillium Solutions Group is a professional services firm devoted to helping our clients realize more profitable and efficient operations. We leverage our extensive experience in operations, business analysis, program management and technology services to help our clients solve problems and implement viable business solutions. Our work helps clients generate new revenue streams, reduce operating costs and optimize processes and technology to keep them competitive in rapidly changing markets and sectors.

Trillium Solutions Group drives results by providing solutions and guidance in

- Business Analysis
- Operations
- Program Management
- Technology Services

Our mission is to help you focus on your business- to drive top and bottom line results. Call us today at 847.272.2202 to find out how we can deliver results for you.

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