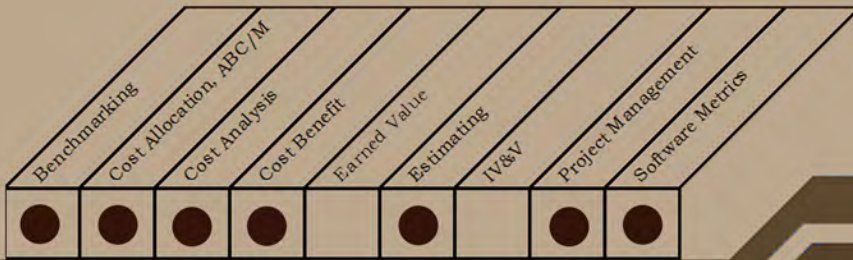




CASE STUDY: Accenture

Accenture is a global management consulting, technology services and outsourcing company. Accenture's clients span the full range of industries around the world and include 94 of the Fortune Global 100 and more than three-quarters of the Fortune Global 500.



SUMMARY

Client Web URL: www.accenture.com

Client Size: \$22 billion revenue, 204,000 employees

Client Market Segments: IT Consulting

accenture

High performance. Delivered.

*90% of my success is change management, and
10 percent is the math.
Roetzheim*

CLIENT PROBLEM

Accenture needed a tool based estimating methodology that was based on industry benchmarks, but that was compatible with its internal ADM development methodology. They also needed independent estimates for some large projects, both to validate internal estimates and to offer confidence to their prospective customers.

PROPOSED SOLUTION

We developed a tailored set of estimating processes, supported by configured versions of estimating tools, and validated those processes and tools against actual projects. We also prepared independent estimates as requested.

RESULTS

More than 250 projects, with a combined value of almost \$2B, were estimated. The average error of the estimates was under 5%.