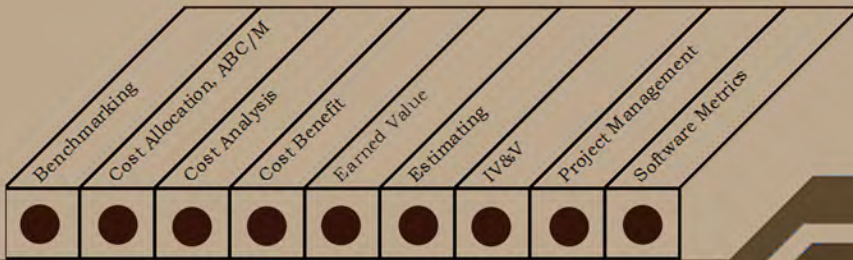




CASE STUDY: California Franchise Tax Board

The second largest tax department in the nation, they process more than 17 million tax returns annually and collect over \$52 billion in payments, and has 6,202 employees.



SUMMARY

Client Web URL: www.ftb.ca.gov

Client Size: \$52 Billion, 6,202 employees

Client Market Segments: State Government



Parametric estimation is natural because costs vary with their drivers. Too often the costs do not directly vary with changes in volume, resulting in mis-estimates, poor decisions, and lost profits.
Roetzheim

CLIENT PROBLEM

Difficulty estimating costs at the feasibility stage, validating vendor cost proposals, auditing projects, and justifying sole source expenditures to oversight agencies.

PROPOSED SOLUTION

We have supported FTB for more than twenty years, helping them prepare feasibility studies, auditing on-going projects in terms of earned value and IV&V, performing vendor oversight, and preparing independent estimates using industry standard metrics as part of cost justification activities.

RESULTS

In total we've assisted on more than 100 projects with a combined value of over \$2 billion. None of the projects has failed, and the average deviation from budget has been less than 5%.