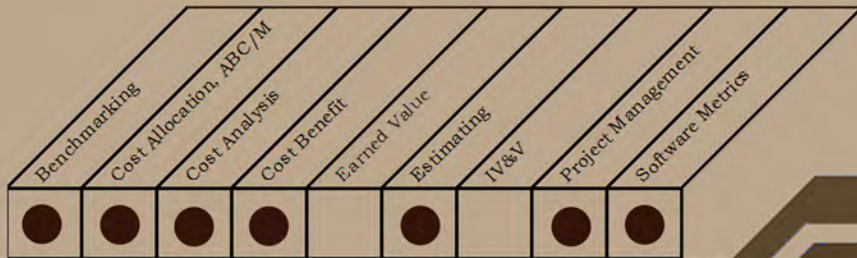




CASE STUDY: NORTHROP GRUMMAN

Northrop Grumman Corporation is a \$25 billion global defense enterprise. With approximately 120,000 employees and operations in all 50 states and 25 countries, Northrop Grumman serves U.S. and international military, government and commercial customers.



SUMMARY

Client Web URL: www.northropgrumman.com

Client Size: \$25 Billion, 120,000 employees

Client Market Segments: Aerospace and Defense



Northrop's software engineering group . . . came across a book written by Roetzheim called Developing Software to Government Standards. They . . . bought 65 copies, one for each software engineering manager at Northrop. Within a year, Northrop was able to double its productivity on the B-2 program.

Quoted in San Diego Business Journal

CLIENT PROBLEM

Northrop Grumman found that software estimates were haphazard and often wrong, leading to significant increases in cost and erosion of profits.

PROPOSED SOLUTION

Implement a configured, tool supported set of industry standard estimating processes.

RESULTS

Analysis of the estimate database by the end of the engagement showed that the actuals of many completed projects were within 10% of the estimates after calibration was applied.