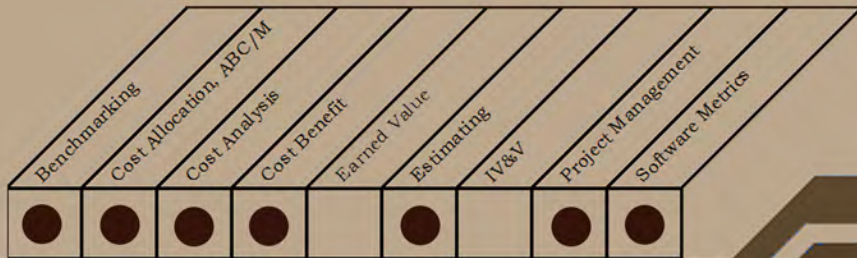




CASE STUDY: Verizon

Verizon Communications, formed by the merger of Bell Atlantic and GTE, is one of the world's leading providers of high-growth communications services. Verizon companies are the largest providers of wireline and wireless communications in the United States, with over 135 million access line equivalents and over 31 million wireless customers.



SUMMARY

Client Web URL: www.verizon.com

Client Size: 236,000 employees, \$67 Billion in revenue

Client Market Segments: Utilities/Telco



Cost Xpert has helped me convince my customer that the estimates for several forthcoming projects are in the cost and schedule range I'm bidding. My investment has already paid off!

CLIENT PROBLEM

Verizon was looking for a tool that would allow them to independently validate estimates and thereby justify costs to various third parties.

PROPOSED SOLUTION

We provided the Cost Xpert tool along with training on the use of the tool.

RESULTS

The industry standard models and outputs for the tool provided a set of benchmarks that Verizon was able to use both to validate estimates to third parties and also for internal performance measures.