

Managing a Global Launch of a Bundled Cellular Rollout

The client's internal PMO was maxed out with numerous cross-functional initiatives and couldn't provide support to this important project. We were able to scope the engagement and manage over 100 team members to develop and deploy a worldwide launch of a bundled cellular solution.

CLIENT CHALLENGE

Our client turned to us to develop a comprehensive change management and delivery plan and hand it off to the internal PMO for execution.

- Gathered input from global stakeholders in order to ensure appropriate content development
- Managed the development of a comprehensive rollout strategy of the client's cellular global solution
- Responsible for tracking, follow-up, and assuring accountability from nine sub-tracks



HOW WE SOLVED IT

Our program consultants coordinated the efforts of nine sub-teams, including marketing, partners, sales, engineering, services, finance, legal, and pricing.

- Developed online tracking dashboards, organized presenters, and followed up attendance for a weekly global team call with more than 100 participants
- Focused and mending intra-team partner and sales relationships that were impacting revenues
- Tracked and follow up to completion on thousands of action items
- Provided ongoing stakeholder status reporting

BUSINESS IMPACT

With processes implemented and teams engaged and more streamlined, we were able to complete the assignment and hand this off to an internal team.



Significantly higher revenues from partners and sales engaging in opportunities earlier.



Sales quota attainment are significantly higher.



Feedback received was 100% positive.