

Case Study: Outsourcing Requirements Discovery and Management for a High Growth Pharmaceutical Manufacturer



Over 12 projects — on time; on budget; and on function for a Lean IT Organization

IAG Consulting was engaged by an innovative, fast-growing pharmaceutical company that commercializes the drugs discovered by its international parent. Over 30 months, IAG helped this company bring 12 projects, averaging \$1 million, into production. The ability of IAG Consulting to consistently help this company transform undefined concepts into precisely defined RFPs, in an average of just 3 weeks, created a significant time-to-market advantage.

This healthcare company looked for IAG to deliver several complex projects where new functionality was being added to the business. These projects aimed to help the company remain compliant with a vast array of FDA regulations and other changes including: drug approval process and supply chain management. IAG Consulting developed a simplified contracting approach to work with this client that enabled the efficient and fluid movement of people into critical engagements – even where the projects were poorly defined. IAG’s teams reduced the workload on already over-tasked resources through efficient facilitation, while ensuring that business requirements had consistent form and quality for the company’s strategic projects.