

### Central Estimation Platform for Infrastructure Management Services

Organizations today need to track the efficiency of the project estimation process and create models that improve the Win rates leveraging industry and organization's operational metrics.

A Pioneering Fortune 100 company in the field of PC and Server Software products based in USA

### CLIENT PROFILE



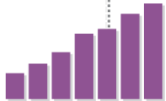
### BUSINESS SITUATION

The customer offers various infrastructure management services to its clients in more than 70 countries across the globe. The customer has identified the efficiency of its estimation processes as a key improvement area. The intent was to streamline the estimation tools and methods across geographies and provide self-service estimation capability to its sales force and consultants even in complex solution selling situations. One of the key objectives was to create ability to predict the Confidence Level of the estimates using models based on historical data.

Synoverge team of consultants, architects, technologists and analysts engaged with the customer helping them design and build a fully automated estimation engine with the ability to predict the Confidence level – an indicator of the organization’s ability to deliver the project within the estimated efforts, schedule and cost. The estimation engine has the ability to collect historical data from multiple data sources within the organization to create a benchmark for each Service Line and Technology. The statistical model then uses the benchmark data to predict the Confidence Level as a percentage value.



## SOLUTION



## Projected Business Benefits

- Self Service estimates for opportunities that span across multiple service lines
- Ability to improve the estimation engine based on trend analysis
- Measurement of Confidence Level of the estimated effort, cost and schedule
- Notification to Business Heads upon crossing thresholds of Confidence Level in the estimate for a given opportunity
- Ability to perform Win/Loss Analysis

Microsoft .NET 4.5, SharePoint 2013 Document Repository, JavaScript, SQL Server 2012

## TECHNOLOGY



**FOCUSED  
AREAS/SERVICES**



Synoverge Product Engineering Services group works with its customers to create solutions leveraging technology to solve business problems through its proven expertise, methodologies and industry standard practices

Synoverge Technologies Pvt. Ltd. is global technology consulting company that harnesses the power of technology and leverages existing investments of clients to offer transformation led business solutions to enterprises globally. Synoverge has been founded by a group of 5 practicing IT professionals, with each one of them bringing over 15 years of experience in Technology Consulting and have worked with fortune 1000 clients through leading IT consulting



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