

## Clearview Engagement Abstract



Client Name: **General Dynamics**

Industry: **Manufacturing/Defense**

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### Client Description

General Dynamics is a market leader in business aviation; land and expeditionary combat vehicles and systems, armaments, & munitions; shipbuilding and marine systems; and mission-critical information systems and technologies. The company employs approximately 83,500 people and has a global presence. The company had 2007 revenues of \$27.2 billion.

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### Situation Assessment

This division, Land Systems, based in Detroit, wanted to successfully implement the Oracle Enterprise Applications (ETP) throughout their division. ETP was initiated in 2005.

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### How Clearview Helped

Clearview was asked to join this project team in mid-2007. There were 3 components that made up the project team: General Dynamics, Oracle and Clearview. Clearview was asked to provide a 3<sup>rd</sup> party evaluation and validation of the project strategy, GD's readiness to accept ETP and to develop a supportable plan for the post "go live" production environment. Clearview worked with this division to drive overall efficiencies within the project, bridge the gaps between ETP and Production and ensure the best skills and resources were available to both ETP and Production environments. They selected Clearview because of proven methodologies that ensure costs are contained while providing maximized opportunities for increased value, ROI, and appropriate timelines and measurements.

#### Key Deliverables:

- Process Review & Definition
- Develop a Monthly ETP Project Review & Status Assessment Report
- Develop a Post "Go Live" Environment Support Plan
- Develop an Evaluation on the OPOS Strategy and Impact
- Knowledge Transfer
- Financial Analysis, Budget & Forecast