

Clearview Engagement Abstract



Client Name: **General Dynamics**

Industry: **Manufacturing/Defense**

Client Description

General Dynamics is a market leader in business aviation; land and expeditionary combat vehicles and systems, armaments, and 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.

Situation Assessment

This division, Ordinance & Tactical Systems, based in Tampa, wanted to create a new vision and mission, to restructure IT into an IM (information management) organization and to define Core Business Processes and Drivers. This division is a government supplier of products and is therefore very cost conscious; with a strategy of cost reduction, containment, and avoidance before all other considerations.

How Clearview Helped

Clearview worked with this division to:

- Create a new vision and mission;
- Restructure IT into an information management organization;
- Create a business model more visible to the leadership team;
- Returning more value to Strategic Business Units for the existing investment;
- Deliver a fully integrated infrastructure/network/enterprise application capability.

This division is a supplier of government products and is therefore very cost conscious forcing a strategy of cost reduction, containment, and avoidance before all other considerations. Clearview was selected due to proven methodologies that ensure costs are contained while providing maximized opportunities for increased value, ROI, and appropriate timelines and measurements.

Key Deliverables:

- IT Services review and assessment;
- IT Services strategy / roadmap;
- Organization planning, change and education;
- Process review and definition;
- Financial analysis, budget & forecast.