

Interim IT Executive Leadership and Turnaround Management

Challenge

The client was encountering a seismic shift in their business — they were suffering from declining revenues, margins and market share. Because of this, they needed assistance aligning information technology to their new strategy. They needed an assessment and outline of strategic actions to enhance the sales capability and improve customer intimacy with a focus on driving top-line revenue as well as margins.

Solution

We assisted the CEO in establishing an Enterprise Information Technology governance process, helped identify several cost reduction and operations improvement programs, and created a set of strategic actions for the company. These actions resulted in identifying several million dollars of potential cost savings and avoidance to be achieved over several years.

We achieved this by:

- Approving projects through the Board that focused on supporting customer intimacy initiatives with an operating and capital cost of over a million dollars
- Identifying cost reductions for several areas of the IT function around applications, hosting and infrastructure, resulting in the opportunity to reduce cost in a six month time frame by over \$400,000

About the Client:

A publicly traded company in the health care staffing and human capital management business, embarking on a new business strategy

Contact us for information on how we can help you reach your goals.

schumacherclinical.com | 800.893.9698



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