



Undiscovered competitive advantage

Having spent a decade working with various consultancies and vendors to modernize their estimating toolset, new perspectives were needed.

Challenge:

Its estimating platform outgrown and suffering from chronic inefficiency – previous attempts at improvement had failed with no clear path to resolution.

- Existing process was declining in efficiency
- Errors and misses were accelerating
- Cumulative monetary effect valued in millions

Solution:

Approaching the opportunity with a spirit of curiosity – vibrant spent significant time with frontline staff to understand previous failures and establish a path forward.

- Gained key insights into as-built processes
- Scoped new toolset balancing needs of leadership, team, and clients
- Oversaw development and rollout of new toolsets

Impact:

Through discovery it was found that the existing toolset enabled a responsiveness to clients that was a competitive advantage. In successfully building and deploying a new toolset that amplified this advantage, transformative results were realized.

- Efficiency increased by 30% and errors lowered 20%
- Improved regulatory calculations reduced compliance overhead 50%
- Overall increase 10% increase in overall profitability