

BUSINESS SYSTEMS & TRANSFORMATION

Publicly Traded Government Contractor



CASE STUDY

ENGAGEMENT OVERVIEW

A leading government contractor sought to align its operations with the implementation of Deltek Costpoint applications. With legacy systems and inconsistent processes, they needed a strategic partner to assess current operations, design efficient processes, and manage the technology transformation.

They engaged Alliance to serve as an extension of its internal project team, bridging the gap between existing workflows and the desired future state. Alliance provided comprehensive business process redesign and organizational change management to ensure stakeholder buy-in and smooth adoption.

ALLIANCE SOLUTION

Alliance drove alignment between people, process, and technology through:

01

Business Process Improvement
Assessed workflows and designed future-state models across five core functions, aligned with Deltek Costpoint capabilities

02

Change Management Integration
Built and executed a change management plan covering communications, stakeholder engagement, and training readiness.

03

Implementation Roadmap
Developed a clear roadmap and deployment timeline to synchronize process transformation with system rollout.

04

Collaborative Partnership
Partnered with the client on joint workshops, governance calls, and integrated execution to maintain alignment and efficiency.

CLIENT OUTCOMES

- Delivered a unified operating model that improved alignment, increased efficiency, and supported scalable growth.
- Enabled successful adoption of Deltek Costpoint through proactive change management and leadership engagement, accelerating adoption and reducing disruption.
- Established clear process ownership and accountability, strengthening governance and reducing overall implementation risk.