1. Identify the Need:

**Acquisition Growth Pattern**

Healthcare Co. is a top tier Fortune company that has grown by acquisition since the purchase of a small pharmaceuticals company in the early 1980s. Increasing reliance on IT services makes it critical that efficiencies be leveraged to decrease variability and increase M&A profitability.

**Glass’s Law of Complexity**

A plot that is usually to use Glass’s Law of Complexity was performed on Business App, one of the top PD Apps. Results were within 5%. The attribute was completely raised over 4%. A plot showing the ability to use Glass’s Law of Complexity was performed on Business App, one of the top PD Apps. Results were within 5%. The attribute was completely raised over 4%.

2. Grasp the Current Situation:

**SDM Platform – One Location**

Current efforts require several elements to be in place prior to go live – identifying and focusing on the core, implementing best practices, and establishing alignment from top to bottom.

**Discovery – Reduce Cycle Time and Deploy Portable Tools**

- Immediate discovery led to spending 60 days from Day 1 to 3 days to end Reduce Days 60 to 10 days with new solution.
- Automate – Health & Accountability
- Customer satisfaction rates increased from 70% to 100%.

3. Define Engagement:

**SDM Platform – One Location**

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**Project Benefits**

- **Type II**
  - **Discovery**
    - E2E visibility, high confidence, reduced cycle time, seamless handoff of matching
  - **Automation**
    - 100% increased confidence via 2 annual certification cycles
  - **CMDB**
    - Seamless transition from discovery to health to SDM and road mapping