

Case Study

Fortune 100 Telecom



Opportunity

Following the merger of two internal IP departments, and subsequent corporate wide strategic alignment initiative, we were engaged to help redefine the current service delivery and operating model, focusing on increasing cross-functional collaboration, improving alignment to the business and appropriate use of resources and skillsets. At the same time, to identify sustainable cost savings without impacting the value of their portfolio.

#1	#2	#3
Our team led a diagnostic assessment of the department's internal resources, use of outside counsel and vendors, existing processes and technology eco-system.	A new functional framework was developed consisting of multi-disciplinary teams that is flexible and scalable to meet the changing needs of the organization.	Our Team led development of a detailed operating model, including defining the governance structure, clear roles and responsibilities supported by KPIs.

Results

By driving the appropriate behavior, and a comprehensive Outside Counsel and Vendor Management program it generated savings that exceeded \$12M in the first year.