

**Performance Assurance
Case Study: Interim Management
(Telecom - Commercial)**

Solutions
For A Highly Competitive
World

Case Study: Leadership and Technical Services - Interim Management

Our client, a global leader in telecommunications, found themselves needing more staff much sooner than anticipated for the newly-won program. The client sought our help leading the program team.

We placed an experienced program manager on the program the same day and eventually provided program planners, senior engineering staff and other personnel. SM&A was given full authority to direct the team and their subcontractors.

Four months later, our client successfully passed the first major milestone, the System Requirements Review (SRR). Our client maximized the value of hiring SM&A personnel by establishing a mentor program whereby their younger staff worked directly with experienced SM&A personnel. Our client also leveraged the success of this program to create a large and profitable software-defined radio business unit.