

TURNAROUND

We helped a Nordic Fortune 400 telecoms giant to cut their IT run rate by 30%, working alongside them to add sustainable value as they increased profitability.

The original task/target
Reducing IT Run Rate by

23%

Aurentor result
Reducing IT Run Rate

30%

The Client

- IT function of a **Nordic global telecoms giant**
- **115,000** employees
- Revenues: SEK **247 bn**
- Profit: SEK **22 bn**

The Challenge

- Deteriorating company-wide financial solution
- Client aimed to improve operating profit and enable investment for future growth
- CIO tasked with cutting global IT run rate by **23%** in three years
- Initial studies suggested only half this saving was easily achievable by conventional methods

What did we do

- Integrated our small team of three - including one external specialist - into the client's IT Management team
- Worked closely with service teams across the organisation
- Gave every function agency to identify savings opportunities and make them happen
- Implemented comprehensive cost-reduction programme for every IT function

How we did it right

- Weekly meetings with the CIO discussed progress and maintained active participation
- Every cost-reduction activity was assessed according to its potential to add sustainable value.
- Followed process closely, initiating new projects and corrective actions whenever necessary
- Progress tracking tool for financial data and operational activities kept every function energised and involved, also managing shareholder expectations
- Monthly progress reports, and quarterly challenge/celebration events helped keep attention levels high across the organisation.
- Our ways of working became a benchmark for other functions in the organisation to undertake their own exercises to cut costs while adding sustainable business value.