

# Medium Enterprise Aerospace & Defense Company

## Introduction

This case study of a medium enterprise aerospace & defense company is based on an April 2023 survey of 321 Gang customers by TechValidate, a 3rd-party research service. The profiled company asked to have their name blinded to protect their confidentiality.



“DOORS Next Generation has been a game changer for us. We are gradually migrating our existing Legacy DOORS Classic projects (some are over 20 years old) to DNG.”

“321 Gang has provided the best experience of all service providers!”

“I have personally had a most excellent experience with 321 Gang.”

## Challenges

What challenges were you experiencing with your previous solution before switching to IBM Rational/Engineering tools?

- Poor traceability between tools
- Fragmented information
- Inefficient collaboration

## Use Case

Which IBM Rational/Engineering solutions has your organization been using?

- IBM DOORS
- IBM DOORS Next

What are your most important service needs when using 321 Gang services for IBM Rational/Engineering solutions?

- Training
- Mentoring
- Expanding adoption

## Results

What were the most valuable aspects/features of IBM Rational/Engineering solutions in your decision to choose these products over other solutions?

- Integration with other tools
- Collaborative environment amongst IBM tools
- Partner support from 321 Gang

What benefits have you experienced after using IBM Rational/Engineering solutions?

- Improved productivity
- Improved quality
- Better decision-making

Improvements after using IBM Rational/Engineering solutions:

- Improved efficiency: **Up to 10%**
- Improved quality: **Up to 10%**
- Reduced costs: **Up to 10%**
- Better decision-making: **Up to 10%**
- Better team collaboration: **10-24%**

IBM Rational/Engineering on the following capabilities compared to other vendors/solutions:

- Complete end-to-end solution: **Better**
- Compatibility with other tools: **Better**
- Integration: **Better**
- Customer support: **Superior**
- Traceability and reporting: **Better**
- Comprehensive features: **Better**
- Scalability and flexibility: **Better**

Confirmed that when looking to purchase licenses or get consulting support for IBM Rational/Engineering products, they are **extremely likely** to consider 321 Gang first.

### Company Profile

The company featured in this case study asked to have its name publicly blinded because publicly endorsing vendors is against their policies.

TechValidate stands behind the authenticity of this data.

Company Size:  
**Medium Enterprise**

Industry:  
**Aerospace & Defense**

### About 321 Gang

For over 17 years, 321 Gang has helped organizations improve their ability to design and develop Systems and Software in highly-regulated industries in order to achieve better business outcomes.

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