

# Large Enterprise Construction Company

## Introduction

This case study of a large enterprise construction company is based on a May 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.



“321 Gang provides great support and knowledge of the IBM products.”

## Challenges

The business challenges that led the profiled company to evaluate and ultimately select 321 Gang:

- What challenges were you experiencing with your previous solution before switching to IBM Rational/Engineering tools?
  - Fragmented information
  - Lack of project visibility
  - Inconsistent processes

## Use Case

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

- IBM DOORS Next

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

- Training
- Mentoring
- Implementation

## Results

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

- Scalability and flexibility
- Traceability

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

- Improved productivity
- Improved quality
- Better decision-making
- Increased customer satisfaction
- Better coordination with their partners/supply chain

Improvements after using IBM Rational/Engineering solutions:

- Improved efficiency: **Up to 10%**
- Improved quality: **10-24%**
- Better decision-making: **10-24%**
- 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: **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:  
**Large Enterprise**

Industry:  
**Construction**

### 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.

Learn More:

[321 Gang](#)