321 GANG CASE STUDY

# Large Enterprise Aerospace and Defense Company

## Introduction

This case study of a large enterprise aerospace and defense 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.

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"We are still in the early stages of deployment, but have seen improved visibility, traceability, and decision-making."

"The 321 Gang team is very professional and knowledgeable. They are easily adaptable and quick to optimize for the environment they are supporting."

"The team has been very professional. Everyone across the 321 Gang team is well versed in their expertise, and if they don't have an answer, they will find someone else in the group that does."

## 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
- Lack of project visibility
- Inconsistent processes

## Use Case

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

- Installation
- Training
- Mentoring

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

- IBM DOORS Next
- ETM

## Results

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

- End-to-end engineering management
- Integration with other tools
- Traceability
- Analytics and insights
- Partner support from 321 Gang

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

- Improved productivity
- Improved quality

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

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

Learn More:

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