

With Dundas Consulting, The University Of Virginia Has “Never Missed A Delivery Date”

Background

As a faculty member of the University of Virginia (UVA), I direct a consortium of leading organizations (www.networkroundtable.org) in applying network analysis to business imperatives. This group has two primary objectives: First, is to teach members how to apply network analysis to critical business issues. And second is to conduct research demonstrating how network analysis yields actionable insights and a measurable business impact.

The current research programs are all extending the application of network analysis to a range of business imperatives. Subjects include (a) innovation and top-line revenue growth (b) client connectivity and sales-force effectiveness (c) large-scale change and post-merger integration (d) talent management/leadership development and (e) strategy execution/alignment. All this work is being conducted in top global organizations with demanding expectations; it's been profiled in key media including The Wall Street Journal, BusinessWeek, Fortune, Harvard Business Review, Time Magazine, etc.

What We Needed

Dundas Consulting has played a key role in the development of customized software to support the roundtable members in the application of the network ideas. We selected Dundas because of their expertise in data visualization and because of their experience with Corgent Diagram, a superior visual and graphing package. With more than 70 leading organizations in the roundtable, we needed a product that would appeal to the strategic levels of organizations with whom we continuously work. In addition,

a number of unique network-data features required customizations to the Corgent Diagram base product. These customizations were challenging given the visual complexity of large network data sets and the need to create an efficient interactive web application. In all respects, the Corgent software product and customizations have been central to our ability to support a high-caliber group of organizations and a very aggressive research agenda.

How Dundas Helped

The entire UVA group supporting the roundtable has been amazed by the responsiveness, professionalism and technical abilities of the Dundas Consulting staff. One member was a tremendous asset in the early phase of the project, providing world-class knowledge on our required algorithm's supporting data layout. Another consultant is a genius in his ability to understand the complexity of our data and to turn solutions around for us on a dime. He is also proactive in making suggestions to improve the quality of the product beyond what we had hoped for in the initiation of each project.

We have never missed a delivery date from Dundas and always been amazed at the quality of the product delivered. In short, in all respects, the Dundas Consulting team continually exceeds our expectations and has been a real partner in helping to support the roundtable.

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