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## DALCO Delivers Custom Application 50% Under Budget

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**CLIENT:** The client is a trusted, Fortune 15 company operating in the healthcare industry to help medical facilities handle healthcare data accurately and effectively.

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**CHALLENGE:** Proper handling of data can literally be a life and death issue at healthcare facilities. Many of Corporation's largest and longest-standing clients began demanding an updated handheld application to place patient data in doctor's hands via PDAs as they do rounds in hospitals. As time passed and the response to this need experienced delays, Corporation's clients began threatening to leave for the competition. Part of the delay involved a lack of internal expertise for developing the application for Palm™ PDAs. By the time Corporation engaged DALCO for assistance, the Palm™ project was already six months behind schedule.

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**SOLUTION:** DALCO deployed an experienced team of senior Palm™ developers on site at Corporation and immediately began work. DALCO also added seasoned project management leadership to catch up with an aggressive schedule and stay in sync with Corporation's already-progressing Microsoft PocketPC™ development team.

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**RESULTS:** With half the man-power, DALCO's Palm™ team completed twelve months of work in six months to catch up with the PocketPC™ development team and deliver a pilot for testing at two key hospitals. The DALCO team next delivered a build for General Availability ahead of schedule and under budget.

- The finished application meets the highest requirements for quality and performance.
- DALCO's application was delivered at less than half the cost budgeted for it.
- Corporation cut the overall projected budget overrun by 22%.
- Corporation clients who threatened to leave for the competition now report high levels of satisfaction with the new handheld application and Corporation is preserving its industry leadership and revenue stream.