

ALTO CASE STUDY

MOHAMMED VIQUARUDDIN
AHMED

Case Study Questions and Answers

- **Assessment of the Change Management challenge (low, medium, high) and why ?**
 - Assessment of the Change Management challenge is High
 - Operating cost of this company has been increased(cost of energy, labour, raw materials.)
 - T&F is seeking to increase its value by improving its logistics business.
 - T&F work is essentially “manual” and communication between platforms, partners and customers is carried out mainly by fax.
 - So, the company has to overcome the above problems that’s why it will be high challenge.
- **3 words problem statement**
 - No proper Transport/logistics chain.
 - Operating cost is increased.
 - Company work is manual and need to be automated/Computerized
- **15 words description of project**
 - The project is about to Introduce a new range of services by tackling the problems faced by the company such as cost, values, computerize the technology and optimize the flow of goods in order to reduce taxes , number of partners and form new partnership with rail/water way operators.

- **Project elevator pitch**

- creating a new Information Technology environment like websites to perform various online services.
- Propose new logistics solutions for cost, quality, speed, values, profitability.
- Reacting for real time incidents.
- A supervision and intervention unit located on each logistics platform for better reactivity to market demands.
- Flexibility & ease of use.

- **Your recommendation for the Change Management team (optional, only if you have time...)**

- Proper explanation of the change and need of the new technology and how would it help should be trained to all the employees
- As it is mainly based in the European and also planning to build platform in local languages like German , French, Spanish etc.
- Training on the IT systems and proper usage of instructions should be educated to all the employees and partners.