



CASE STUDY

A team that's built to transform



Client

The client is a leading digital transformation organisation that operates on a global scale – their platforms serve 6,000 private and public sector customers in 70 countries.



Relationship

We have worked with the client since they operated under a different name. In this time, we've built a partnership that continues to thrive and grow.



Task

A project with pleasure

In 2017, our client secured a project with one of Saudi Arabia's biggest names in the dairy sector. The project required the implementation of a new SAP solution called SAP Transportation Management and SAP EWM (Extended Warehouse Management). After an outsourced tech company had failed to deliver on time, the client was under pressure to meet the deadline as smoothly as possible.



Solution

Experts who can excel

We began by handpicking a dedicated expert to manage the project. From there, we started to assemble the tech talent that, together, would be able to not just deliver on the milestones but catch up on the six months of inertia after the project stalled. First, we sourced SAP experts. However, as the project progressed, our remit grew to include talent in cyber security, internal IT, and most of the new technology skills – including Big Data, AI and ERP. This allowed us to find exactly the right combination of people to make speedy progress.



Results

Turned around in time

Within five to six weeks, we had 15 people working on the project, with many operating remotely across India, Pakistan and Saudi Arabia. Their combined expertise got the project back on track and hit milestones – reinforcing the client's reputation in the process. With the project now in its final support phase – just one team member remains to transfer knowledge – the company in the project is now in talks with our client about rolling out a second phase for additional locations.

