



Client Case Study

Executive Overview

Our client, a large retail bank, decided to create, consolidate and move its IT infrastructure to two new data centres. This is no small undertaking for any business and a huge distraction whilst keeping the business moving. Three to four years was the planned timeframe, but after a while it became ap-

parent that one of the big reasons for moving out of the old DC's had been overlooked. The knock on effect was that this essential activity had no budget, planning or resource allocated. An RFP was quickly issued to five or six suppliers who could possibly execute what was required.

Business Objectives

- Create own DC, consolidate locations and infrastructure
- Reducing Opex and Capex expenditure in facilities, people and technology
- Quicks wins plan to move out of existing real estate
- Compliant lifecycle management and disposal of assets

Project Goals

- Develop scope and approach to exit existing DC's
- Devise timelines and resource requirements
- Exit DC's in accordance with decom and change processes with no business impact
- Provide auditable governance and reporting Allow repurposing of real estate and realise savings

Our Approach

Whilst AJC are a trusted adviser to the bank, they were not considered in the initial RFP due to the size of the project. We were however asked to review the responses and become an adviser to the bank. It was clear there was a lack of information on the "in scope" estate and its current state! AJC conducted a site visit to ascertain a point in time "actual" view to then reissue the brief and scope. The outcome was polar opposites to what the bank thought. The DR site was still running live banking systems and there were far more assets than the CMDB would suggest! AJC were subsequently invited to respond to the RFP with a proposal. We devised an innovative and secure approach that saved the

bank 40% against the nearest competitor and were therefore awarded the initial phase. AJC delivered an augmented approach of AJC and client resources to optimize the timelines and budgeting for the subsequent phases. AJC submitted another proposal for the larger piece of work against much stiff competition but were again awarded the larger project. based on costs, approach and previous performance. AJC subsequently delivered a three year programme of work with an onsite team and remote logistics; processing, moving and disposing of over 250,000 assets. There were many beneficial "lessons learnt" but ultimately we left a legacy of an up to date CMDB and a more robust and agile change process.

Positive Outcomes

- Client strategy was back on track
- Mitigating what would have been a serious business impact
- Created and left a legacy process for DC moves and decommissioning
- Saved a significant amount of money

Contact us

Let's work together and help optimise your people and IT capabilities

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Our Core values

-  **Innovative**
-  **Passionate**
-  **Determined**
-  **Partnership**