

# STATE OF INDEPENDENCE

case study

Client: Edwards Ltd [www.edwardsvacuum.com](http://www.edwardsvacuum.com)

Sector: Engineering

Project: Consultancy and Project Management



**“WE WERE IMMENSELY IMPRESSED WITH THE TEAMWORK AND TEAM ETHIC AT LEADING RESOLUTIONS. THE TEAM WERE CAPABLE OF UNDERSTANDING THE SENSITIVITIES OF A SITUATION... EQUALLY ABLE TO MEET WITH VERY SENIOR PEOPLE THEN ROLL THEIR SLEEVES UP AND WORK AT GRASSROOTS LEVEL.”**

*Anil Patel, IT Director, Edwards Ltd*

## Summary

When cutting-edge engineering specialist Edwards was separating from its former parent company BOC, it tasked Leading Resolutions with developing a strategy for decoupling its IT systems and placing them on a robust, stand-alone footing.

## Challenge

Edwards' entire ERP framework was run by BOC, its former parent. The results had to be no less than a completely smooth and successful business separation – with zero business impact. It would require global integration and liaison at all levels of the enterprise, involving a real sensitivity to technology, people and process.

## Solution

Leading Resolutions recommended a strategy that involved a large-scale tender to outsource technology hosting, eventually won by IBM. Going beyond the original strategic brief, two full-time consultants were assigned to Edwards to actively manage the project, delivering a clean IT decoupling in late summer 2007.

## Results

Now successfully trading as a stand-alone business, the transition from legacy systems to a new outsourcing arrangement is well advanced, with Leading Resolutions' Commercial Services team forming a vital link between Edwards and its new IT partner IBM.

“We also needed additional help in dealing with the implications of separation from our parent company”, says IT Director Anil Patel. So Leading Resolutions has provided project management support to help manage the overall business separation; an active demonstration of its versatility.

Commenting on the successful partnership with Leading Resolutions, Anil observes: “I would have absolutely no hesitation in using the team again – their whole approach is about quality of delivery and living up to their reputation. On both business and personal levels, they delivered truly first rate consultants.”