



AP Benson on:
IT Transformation





IT Transformation

Improving business processes and systems

Introducing AP Benson

AP Benson Management Consultancy through its IT Transformation Services specialises in improving business performance and efficiency by approaching the company's systems as an important strategic asset.

AP Benson and IT Transformation

IT Transformation is about providing management with improved control over its business. Extremely strong IT skills coupled with astute commercial know-how, ensures that our clients benefit from process improvements and more effective control over key processes.

We provide independent advice and project manage the implementation of third party solutions. This independence from solutions providers is a cornerstone of our service and ensures that our clients receive the best possible advice.

A Broad Variety of Clients and ICT Systems Experience

Our diverse client base includes Syngenta, DuPont, Royal Bank of Scotland, Welsh Assembly Government, HM Treasury, The Financial Services Authority, HM Revenue & Customs and NHS Trusts as well as SMEs in a variety of sectors. More effective use of IT at these clients has reduced costs and improved revenues & competitiveness.

AP Benson IT Transformation Services

IT Transformation is based on a broad skills base including expertise in the delivery of commercial solutions to real business problems. Our services include:

- IT Strategy Development
- Development & Implementation of IT Policies and Procedures
- Asset Selection based on Cost/Benefit Analysis and ROI considerations
- Expert Technology Advice
- Rapid & Accurate Assessment of Business Needs using our EvaluateIT tools
- Change Management Services in IT Implementation
- IT Systems Design, Implementation & Management
- Development of business solutions using a variety of programming languages, technology frameworks and integration approaches
- Development of Security, Licensing and Anti-Virus Strategies
- Implementation of Secure IT solutions
- Selection, Procurement & Implementation Project Management of business management solutions

Improved Systems for Better Business

AP Benson works closely with clients and tailors its approach to the needs of specific organisations. We aim to make our approach to project management appropriate to the project in hand and the level of sophistication of the client organisation. Examples of our client work include:

Updating Manufacturing Systems

Specification of IT systems for a steel roll refurbishment plant that based in Port Talbot in south Wales. The project required detailed analysis of an existing but obsolete and undocumented system and management of skilled Oracle and factory automation specialists to deliver an updated system.

The project also included implementation of improvements to the upgraded system required to support improved control of and reporting on the Company's manufacturing processes.

The upgrade of the system reduced system and factory downtime and the need to operate the plant manually which had, from time to time, been necessary with the original system. Management information was improved as was reporting to our client's customers.



Establishing an IT systems baseline and planning for Company management systems upgrades

We undertook a review of existing IT systems & IT policies in advance of the introduction of improved consultancy management systems by an aerospace engineering services business.

We completed a Needs Assessment and developed a statement of requirements and a specification for the proposed Professional Services Automation system.

We managed a mini tender process with 10 potential suppliers and developed implementation plans with the successful bidder. Further support was offered to manage the change control process during implementation.

The project successfully prepared the ground for the subsequent systems implementation project it was designed to support.

Specialist Software Development

Working with a research team at the University of Cambridge, and a range of London Hospitals, AP Benson was asked to help in the re-design of processes and underlying software for the delivery of Clinical Genetics services in GP surgeries.

AP Benson undertook the design and development of a piece of software to support decisions by GPs as to whether to refer patients with a family history of cancer or heart disease to specialist clinics or to provide support and reassurance in the GP practice.



Integration of Sales Order Management, Production Planning & Financial Systems

Review of a client's accounting systems and integration with sales & production management systems including analysis of existing business processes & mapping of to off-the-shelf software packages using our EvaluateIT tools. This included selection & implementation of software to match those needs.

The project eliminated existing cumbersome and spreadsheet based systems, increasing efficiency and visibility of the sales, production and delivery processes within the two client organizations.

Finance, ERP and PSA Systems Specialists

AP Benson have developed an expertise in specifying the requirements for and managing the selection and the delivery of Enterprise Resource Planning (ERP), Professional Services Automation (PSA) and Finance Systems for our clients.

“ Evidence from numerous projects shows that early investment in developing a clear understanding of your Company’s business processes, strategy and budget leads to a much greater probability of successful implementation of ICT systems .”

Tom Girn, Managing Director, AP Benson Ltd.

A Variety of Clients in a Range of Industries

AP Benson has completed successful IT Transformation projects with an ever-growing list of clients, including:

HCD Group

Planning, Engineering & Project Management consultancy - IT Systems Strategy Review followed by specification, design, selection and management of the implementation of a Professional Services Automation system

BioCatalysts

Specialist enzyme manufacture and distribution – Analysis of the requirements for, specification and selection of an ERP system with a strong emphasis on knowledge management

Bonbon Buddies

Character licensing and confectionary manufacturing and distribution – Resolving issues in an existing ERP implementation together with associated business process reengineering activities

AKG (UK)

Production of specialist vehicle cooling systems - Analysis of the requirements for, specification and selection of an ERP system

Penn Pharmaceutical Services

Research, Development and Pharmaceutical Sales - Specification, selection and management of the implementation of a Customer Relationship Management system

Taurus Property Maintenance

Improved finance systems and improved business reporting processes to our client’s customers

Royal Bank of Scotland

Research and Development for a foreign exchange trading platform

HR Wallingford Limited

Development of an IT Strategy for a new Innovation Centre

Cab Auto Limited

Manufacturer of interior trim in automotive industry for Jaguar and Land Rover - development of systems for better support of team leaders

Financial Services Authority

Retained under contract to provide ICT and consultancy services to the FSA manufacturing control system

Plastic Coatings

Plastic & powder coating specialist – development of systems for better support of team leaders. Selection of a

Capita

Civil engineering consultancy - specification, design, selection and management of the implementation of the whole IT infrastructure for a new office in Wales

Inland Revenue

ICT and Consultancy services to Departments

Texturing Technology

Steel & print roller manufacturing - implementation of production system

Healthcare

Redefinition of healthcare delivery processes

- Department of Health / Macmillan Cancer Trust
- Institute of Public Health, University of Cambridge
- Discipline of General Practice, University of Western Australia
- Poole Primary Care Trust & Princess Anne Hospital,
- Southampton

Odeon Furniture

Online furniture retailer and manufacturer – financial systems upgrade & CRM implementation

Optical Alliance

Audio CD / DVD Distributor - integrated ordering & fulfilment service

Total Engine Support

Service & management of aero engines - specification, design, selection and management of the implementation of a Professional Services Automation system

Please note that some of the projects listed are current projects. References are available on request.



**IT Transformation ● Business Analysis and Appraisal
EvaluateIT ● Business & IT Strategy
Change Management ● Project & Programme Management
Technology Management**

**Government & Public Sector ● Service Sector
Manufacturing ● Distribution ● Information Technology
Media & Communications ● Pharmaceuticals & Healthcare**



The Innovation Centre, Howbery Park,
Wallingford, Oxfordshire OX10 8BA

T: 0845 148 9007

F: 0845 148 9009

enquiries@apbenson.com

www.apbenson.com

