

Project Profile

Costain
(West Africa) plc

Project:

**Implementation of Summit
Operational and Finance**

RedSky IT Project Team:

Project Director and PM: Phil Kent
Lead Consultant : Ishbel Wise
Specialist Consultant: Stephen Bell
Technical: Tobit Roth

Client Project Team:

Manager: Sherif Kabiawu
FD: Harm Ploeger



Background

In 2009 RedSky IT were approached by Costain (West Africa) plc [CWA] to budget for the delivery and installation of a fully integrated Contract Management system comprising of the key modules of Estimating, Procurement, Valuations and Financial Costing system.

RedSky IT were successful in their bid for this project and CWA have implemented Summit in its head office in Lagos with remote users able to login from their offices in the Oil rich Delta Port Harcourt and other cities like Abuja and Growth of the CWA business within the West African region means that the system will be extended to their new operations in Ghana.

Visiting the region is not without difficulty and the consultants were provided with the appropriate training to ready them for the challenge and perceived threats to their welfare and security. With arms full of the top up vaccinations required for the region

the consultancy visits began in September and continued as envisaged even though obtaining the appropriate visas for the work was never straightforward and often affected the plan with work and dates being adjusted accordingly.

The Challenge

The project needed a resilient and flexible team able to adapt their more usual style of implementation to one that suited; the location and environment, experience and ambition of the CWA team. To that end, a team of 5 individuals was assembled, along with the backup required to support a team of this size.

Stage one of the project required a server to be procured and built to a level which enabled the Summit software to be installed and configured entirely remotely. RedSky IT provided vpn and firewall consultancy along with advice on hardware and operating system requirements.



IT Project of the Year



“We selected Redsky IT Summit 5000 software to unleash the enterprise Solutions. We experienced an increase in the productivity from our estimating department and various aspects of business like inventory management, finance and so on. The facts and figures were amazing and would not have happened if the company had not aligned Summit 5000 with our business processes.”

Harm Ploeger, Finance Director, Costain West Africa

Costain (West Africa) plc

Sector -	Founded - 1948
Employees - 4,500	Turnover - 7 Billion Nigerian \$
Solutions Used - Summit 5000	

About RedSky IT

RedSky IT is a market leader within Construction, providing IT solutions to over 1300 companies including 40% of the top 100 contractors, 14 of the top 50 AEC consultants and many hundreds of small and medium sized businesses. With over 30 years’ experience, we offer a complete portfolio of software solutions to help construction, contracting, house building and professional services firms manage their operations.



This was done after first having conducted an on site assessment of the clients requirements, taking in to account local conditions in terms of communications, physical accessibility and power.

The internet connectivity into the Lagos office is by satellite as land line communications cannot be relied upon. This introduced its own lags with regard to delivery of the software needed to commence the configuration. The implementation team made sure that the deadlines were met for the on site project start process which meant some outside the box thinking when it came to remote working with intermittent access affecting the duration of this activity. Someone forgetting to fill the generator with diesel with the resulting affect of shutting the server down in a non controlled manner for example! All was successfully completed ahead of schedule and to the client’s satisfaction..

Once on site the team were ferried between secure accommodation and the office and given a warm welcome in the day and cold beer of an evening (when the power was on). The rain, dust, mosquitoes and traffic could not deter the focus of the team to get the job done.

CWA have now been live for some months and credit must made to the team in the delivery of their training as the low support volumes testify to how well CWA have adopted the Summit solution.

Conclusion

In resourcing the project RedSky needed to set and manage the expectations of the client team, numbering 12 individuals across various geographic and time locations, provide on site visits and preparation and follow up remote sessions to supplement the visits. The project managers in both companies were successful in achieving these aims which meant that the project as a whole was well managed from day one- The go live targets were met as defined against the project plan and Costains are now reaping the benefits of using the system to manage costs on contracts. It is anticipated that cost savings of +10% could be achieved in the short term and that in the long term Costains can grow their business without the need to increase their administrative overhead.

“Redsky IT’s support service has been very helpful to the successful implementation of this project and we are indeed proud of choosing the right tool for our business.”

Harm Ploeger, Finance Director, Costain West Africa

www.redskyit.com

RedSky IT Viking House,
Swallowdale Lane
Hemel Hempstead HP2 7EA

Tel +44 (0) 20 3002 8700
Fax +44 (0) 20 3070 0925
Email sales@redskyit.com