

## Project: Windows 7 and Microsoft Exchange Roll Out

Client: Confidential

Industry: business services

### At a Glance

- Global rollout of Windows 7 to 7,500 users
- Two shortlisted vendors in competition
- **£1.2m** cost saving and solid implementation contract

### The Challenge

The client is a maritime classification society and independent risk management organisation providing risk assessment and mitigation services and management systems certification around the world.

The company's Board of Directors signed off a business case to move their operating system to Windows 7 and Microsoft Exchange. As an international organisation, the logistical challenges were key.

The successful supplier would need a truly international resource base and experience of major roll outs of new operating systems.

The client wanted to minimize risk and also to ensure that the roll out was done swiftly and cost effectively.

Each country where the client has a presence represents a slightly different challenge in terms of applications and local support.

A timely and reliable implementation was essential, along with minimising project cost.

### Solution

Turnstone worked with the client to build a request for proposal, including these requirements:

- A full assessment of all current applications
- A detailed description of application testing and packaging
- A clear guide on image build and testing
- A precise project implementation timeline, with the key milestones

Turnstone supported the supplier negotiations, with considerable success, removing a significant percentage of cost.

### Outcomes

#### Cost savings:

- Cost savings of £1.2m

#### Commercial benefits:

- A statement of work with all inherent risks assessed and removed where appropriate
- A very keen timescale within which to carry out the implementation
- A payment system which penalized the supplier for overrun

#### Project Manager

*"Turnstone supported us on a project to run a procurement process for the selection of a supplier to migrate our operating system to Windows 7.*

*An RFP was prepared with specific selection criteria, which formed an objective framework against which to select the most economically advantageous provider.*

*Turnstone then assisted in negotiations to take over £1.2 million pounds out of the cost of the project.*

*The procurement process not only saved the company a significant amount of money but it also resulted in a statement of work which places the risk far more appropriately with the supplier."*