



CASE STUDY

SAS International

In the UK, SAS operates factories in Bridgend, Birmingham and Maybole, with headquarters and warehouse facilities in Reading. The company has recently expanded its export markets and as with many manufacturing companies, SAS had an aging IT infrastructure. When the incumbent workspace solution began to impact productivity their new IT Manager acted.

SAS International
Employees 1000
Sector Manufacturing

SAS International is a leading British manufacturer of quality metal ceilings and bespoke architectural metalwork. Installed in iconic, landmark buildings worldwide, SAS leads through innovation, cutting-edge design and technical acoustic expertise. Their success is built on continued investment in manufacturing and achieving value for clients through world-class engineered solutions.

www.sasintgroup.com



The Requirement

With four sites, including their HQ, the company was finding it increasingly difficult to share information effectively. This resulted in duplication of work and inconsistencies between the three manufacturing sites. SAS recognised an opportunity to improve productivity and quell growing frustration throughout their 1000 strong workforce. The organisation needed to modernise their workspace solution.

A key consideration for the project was the existing licensing agreement. It was vital that the new solution would complement SAS' existing agreements and, where possible, enable consolidation and more effective cost management.

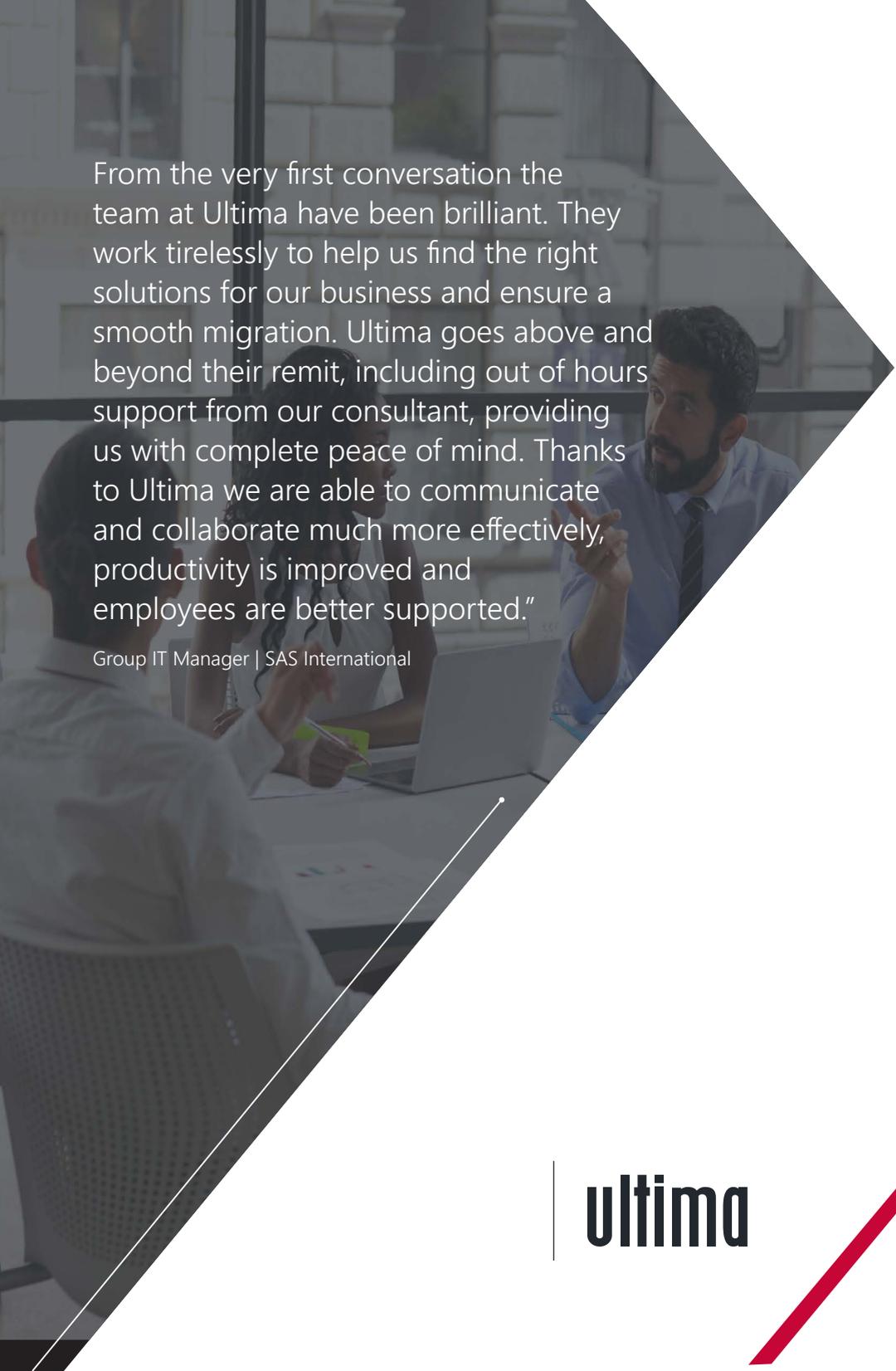
The Solution

Given the disparate nature of the business, the need for better multi-site collaboration and SAS' greenfield objectives, Microsoft Office 365 was identified as the right solution.

The solution offered SAS not only the functionality they needed but also the benefit of greenfield IT for their workspace environment. This meant they no longer had to worry about time consuming and expensive licence and software updates.

Ultima managed the licensing piece for SAS ensuring that the chosen solution fitted with the existing licensing agreement so SAS could consolidate its licences, thereby avoiding a complicated and costly licensing agreement review.

As Office 365 is a subscription service, the IT team can better forecast and manage costs, driving additional value, predictability and insight for the business.



From the very first conversation the team at Ultima have been brilliant. They work tirelessly to help us find the right solutions for our business and ensure a smooth migration. Ultima goes above and beyond their remit, including out of hours support from our consultant, providing us with complete peace of mind. Thanks to Ultima we are able to communicate and collaborate much more effectively, productivity is improved and employees are better supported."

Group IT Manager | SAS International

Why Ultima?

- **Specialist licensing expertise -** Replacing an incumbent solution can be a complex process especially when it comes to licensing. SAS called upon Ultima's extensive expertise to consolidate and optimise their licencing, extracting the maximum value from their existing and new agreements.
- **Managed migration with zero disruption -** Working closely with SAS, Ultima formulated a detailed implementation plan designed specifically for SAS and their operational requirements. Ultima was available 24/7 and prepared to manage any unexpected issues. Migration was smooth with zero disruption to the business.
- **Unparalleled knowledge -** Ultima's industry experience meant that they quickly got up to speed with SAS' business and specific requirements. Being able to identify and implement the right solution swiftly meant that the business was able to realise the benefits quickly.
- **Going above & beyond -** Updating an organisation's IT can be overwhelming so providing support every step of the way is vital. Their dedicated consultant was on hand, 24/7, which gave SAS complete peace of mind throughout the whole process.

About Ultima

Ultima's mission is to become the trusted long term IT partner of UK businesses by providing robust, reliable and flexible solutions which bring real business benefit.

Ultima's services-led proposition delivers a range of refreshed IT solutions designed to address the latest business needs including Cyber Security, Risk, GDPR (General Data Protection Regulation), Mobility and Cloud.

Based on an integrated delivery model encompassing Fulfilment, Professional Services and Managed Services offerings, Ultima provides a seamless service experience for all their customers.

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