

CASE STUDY



SOIL MACHINE DYNAMICS
INDUSTRY: ENGINEERING
LOCATION: WALLSEND
EMPLOYEES: 496

SMD pioneered the design and manufacture of seabed ploughs in 1970, and following the acquisition of Hydrovision in 2003, has grown to be the world's number one independent designer and manufacturer of workclass and specialist subsea remotely operated vehicles (ROVs). SMD underwent a management buy-out in 2008, funded by the private equity group, Inflexion.

SMD is organised along a number of key business streams including: ROVs, Trenching, Mining and Renewables. These business streams are each led by a dedicated business stream manager reporting into one of the two joint managing directors.

Members of the FPAL scheme, and accredited to ISO 9001 (quality management system) and ISO 18001 (occupational health and safety) standards.

DYNAMIC I.T. DESIGNED TO UNDERPIN SMD'S RAPID EXPANSION

The Challenge

SMD, Soil Machine Dynamics Ltd, is one of the world's leading subsea engineering companies and leading manufacturers of remote intervention equipment, and has won two consecutive Queen's Awards for Outstanding Innovation and International Trade.

SMD had realised its existing IT needed to be upgraded swiftly to keep pace with its rapidly expanding operation. Since 2008 the business had grown from 100 employees on a single site to nearly 500 employees over 9 sites, including Singapore and Houston and in the UK in Malton, North Yorkshire.

The Claritas Solution

Working with the client IT team, a full assessment and detailed review of SMD's IT was undertaken. Claritas then produced an intelligent solution and programme plan that would ensure SMD had a system entirely constructed for its own specific requirements and one that critically, would ensure that its ambitious plans for future growth could be accommodated.

Connecting SMD's global offices was carried out as a phased programme, which started with the UK sites and moved swiftly onto the US and Singapore sites, ensuring seamless communication and factoring in time differences between the continents and countries.

Perimeter security technologies were migrated to the latest Checkpoint platform, providing a comprehensive range of new functions.

Conscious of resilience and scalability for this agile business, Claritas met these requirements by using Checkpoint software on industry standard server technology, so ensuring SMD can scale their IT effectively as their business continues to grow, assuring best practice security for their total user community.

The other criteria was to ensure the installation gave real value for investment, and by working with 'best of breed' IT partners allowed this to be effected.

Benefits and Results

Both Claritas and SMD IT worked as a cohesive team, sharing the process and ensuring an effectual and smooth transition, which continues to the present day. This partnership provides the client with proactive solutions for future growth, allowing the SMD Head of IT time to manage his own sector economically and successfully.

The SMD IT operation was enhanced, with improvements experienced literally overnight, enabling the total system to run effectually and smoothly.

Why Claritas

Andrew Haswell, Head of IT for SMD says:

"Right from the word go Claritas understood where our IT strategy could be enhanced and proposed an intelligent solution.

Working with my IT team we completed a detailed review and project plan, which was a huge undertaking. Once the programme was in place we saw improvements literally overnight enabling our systems to run effectually and smoothly."

Kevin Edwards, Sales Director of Claritas says:

"This was a challenging situation for us as there was a significant programme to install and we wanted to provide a time and money saving solution as quickly as we could. The complexity of SMD's global and fast moving business provided many challenges for us but our experienced team were well prepared and achieved their goals competently and successfully.

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Providing transparent and truly independent IT services and solutions is at the heart of Claritas. Clear communication coupled with our desire to listen and understand client issues enables Claritas to deliver against business strategies. Through innovation, tailored solutions are created and delivered with passion in the areas of Security, Connectivity, Hosting and Application Development. All of our solutions are designed to enable clients to gain competitive advantage, reduce cost and mitigate risk.

So when you Think I.T. Think Clearly, Think Claritas.