

# CARRYING THE BATON



Category: Vendor Transition



As outsourcing relationships get more value focused, vendor switch are a commonplace. Managing transitions (most of which are hostile and not planned) is critical from a financial risk as well as business disruptions view-point.

The confidence of the business on its new vendor coupled with vendor's agility and technical prowess remain critical to seamless transition. A plan that will ensure certainty of performance and low lead time for effective take-over of the project will determine success of the overall exercise.

*How we helped a leading strategy consulting company manage software transition from their earlier vendor by blending requirements analysis and agile methodologies*

Our client is one of Asia's top strategy consulting firm. Being in consulting and advisory services, our client needed their project management system to accurately capture man-hours with proactive system alerts. The relationship with their existing vendor had gone sour. They needed a new vendor that understands the nuances of consulting business, is willing to build on the knowledge in the previous legacy system and enhance it further by offering relevant extensions.

After analyzing their previous system, we proposed them a customized web solutions based on an entire open source stack. Going ahead with an entire open source stack helped our client save significantly on licensing. Most of the requirements were taken from the legacy system and thus considerable time and effort was saved on requirement gathering. We followed agile development methodology and the entire scope was broken into smaller modules. The solutions were evolved through collaboration with the client team after incorporating the new requirements at every stage.

We also offered them Application Hosting and support services. The new PMS was developed, hosted and is now entirely supported by us without involvement of the client's IT team. As a result, a new system was evolved in a shorter time line and at reduced costs protecting the business knowledge and keeping the working systems intact.

## Contact Us

**Akshay Wagle**

**Co-founder**

+91 022 28595783 | 9768050666

[akshay@openradix.in](mailto:akshay@openradix.in)

We are eager to contribute to your existing projects and would assist you in transition. Have questions about how we can help? We are just a phone call away on weekdays and accessible via email at all times.