

“Thanks for your valuable guidance through a very difficult transition”

RICHARD SAMUEL DIRECTOR

**BENEFITS**

- Quick identification of key issues
- Reduced time to final contract
- Significant improvement in terms

**Watts Group plc**

Watts was coming to the end of a five year agreement with their current IT outsource supplier and needed help to move quickly to a new supplier with the minimum of disruption to their business.

Watts had outsourced all elements of their IT provision and had retained no internal IT skills, so did not have any internal expertise to manage the transition from the old supplier to the new supplier.

The relationship with the old supplier had broken down and the transition required delicate management to ensure that there was no disruption to the business.

Watts engaged Itica to provide expert leadership to enable Watts to quickly reach an agreement with their new IT supplier.



**Itica**

Itica provided a "virtual IT Director" to lead the commercial negotiations with the new supplier.

The deliverables included:

- A detailed analysis of the proposed contract
- A comprehensive Negotiation Plan
- Support and guidance through the negotiation

With guidance from the Itica virtual IT Director, Watts was able to quickly negotiate a new contract with a new supplier on significantly improved terms.

This enabled Watts to transition to the new supplier with minimal risk and disruption to the business.

Watts is a leading consultant to the property and construction industry. With more than 40 years' experience across all building types and market sectors, the Group delivers independent, expert advice through a network of offices across Europe.

Watts' services cover the complete spectrum of project management, technical and environmental due diligence, and a wide range of specialist consultancy services.

*Driving business value through technology*

Web [www.itica.com](http://www.itica.com)  
Phone +44 (0) 1223 39 35 39