



Overview

The need

To expand its sales opportunities and appeal to a wider base of prospective customers, RPC UK Limited (RPCuk) wanted to offer a cloud-based Oracle Primavera software solution.

The solution

RPCuk launched **RPCXtra**, an all-in-one Oracle Primavera offering, with SoftLayer® cloud technology and management services delivered by IBM Premier Business Partner Assimil8.

The benefit

With the SoftLayer platform, RPCuk transformed solution delivery, slashing deployment time, boosting sales and significantly increasing profits.

RPC UK Limited

A SoftLayer cloud delivery platform boosts sales by 40 percent and profits by 200 percent

Headquartered in Leeds, England, RPC UK Limited (RPCuk) is one of the United Kingdom's leading providers of enterprise project management and planning solutions. The company specializes in Oracle Primavera software delivery, consulting and training.

Identifying a critical business opportunity

As part of its services portfolio, RPCuk offered consulting to help customers map out infrastructure requirements and invest in supporting hardware for its Oracle Primavera software solutions. However, with cloud technology becoming increasingly widespread, the company saw an opportunity to transform its delivery model and appeal to a broader range of sales prospects. "Our initial reason for considering cloud was to engage with organizations that liked the Primavera solution but didn't like the time and cost involved in acquiring the hardware to run it," says RPCuk director Keith Hogben.

By launching an Oracle Primavera offering in a SoftLayer cloud environment, RPCuk greatly enhanced its agility, driving new business growth. "It takes up to nine months to go through a traditional architecture development stage with a customer. We now turn around a solution within a week," says RPCuk technical services manager David Hurren.



Taking software delivery to the cloud

With SoftLayer cloud technology and management services delivered by IBM Premier Business Partner Assimil8, RPCuk launched **RPCXtra**, an all-in-one Oracle Primavera offering. “We provide a complete cradle-to-grave solution—infrastructure, software licenses, consulting, training and support,” says Hogben. “We have been able to move up the food chain in terms of the customers who are now interested in talking to us.”

Assimil8 offers technical expertise to meet specific demands, whether an RPCuk customer needs a predefined implementation package or a customized deployment. “Assimil8 plays a critical role in our successful deployment of cloud services,” says Hogben.

Increasing agility and driving new business

With the SoftLayer solution from Assimil8, RPCuk accelerates solution delivery by 97 percent. “It takes up to nine months to go through a traditional architecture development stage with a customer,” says RPCuk technical services director David Hurren. “We now turn around a solution within a week.”

Plus, the cloud-based Primavera offering drives significant business growth for the company. “Our sales have increased by over 40 percent and our gross profit has increased by nearly 200 percent, largely due to our SoftLayer-based delivery,” says Hogben.

Solution components

Services

- SoftLayer®

IBM Business Partner

- Assimil8

For more information

To learn more about IBM Cloud computing solutions, please contact your IBM marketing representative or IBM Business Partner, or visit the following website: ibm.com/cloud-computing

For more information about RPCuk and its offerings, please visit the following website:

www.rpc.uk.com

For more information about Assimil8 and its offerings, please visit the following website:

www.assimil8.com



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Route 100
Somers, NY 10589

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