

IT OUSTOURCING

PROJECT MANAGEMENT

SECURE AND RESILIENT
INFRASTRUCTURE

CUSTOMER PROFILE

On 31st December 2000 Petroplus purchased the UK joint venture refinery at Teesside jointly owned by Phillips Petroleum and ICI PLC. The refinery, now known as Petroplus Refining Teesside Limited, or PRT, refines sweet, low sulphur, North Sea Ekofisk crude oil.

Petroplus Marketing Limited, or PML, is the sales agent for PRT and is one of the leading marketers of petroleum products in the UK. Its principal product is a high specification, Ultra Low, Sulphur Diesel (ULSD) for which it has a share of approximately 17% of the UK commercial market, and lists numerous international and national household names amongst its customers.

Value adding business solutions

“Waterstons get down to the real root of issues. They listen to what we have to say, and then have the confidence and ability to redefine the problem where necessary and answer the question we should have asked in the first place.”

Dave Simpson, IT and Services Manager, Petroplus

THE CHALLENGE

The business was dependent on a mixture of ICI and Phillips Petroleum mainframe computer systems that managed all the key business processes in both the PRT and PML businesses.

Due to the divestment, the company could no longer rely on ICI and Phillips Petroleum to provide these systems and strict deadlines were set for Petroplus to cease using them.

In addition the new business needed to put in place its own supporting infrastructure to keep systems running in the long term.

IMPLEMENTATION

Waterstons provided solutions for a number of key problems faced by the business:

- Support for the software selection process covering a broad range of key business processes.
- Advice on the best way to integrate several systems.
- Project management and implementation support skills.
- A unique contingency solution to manage the risk of over-run on a major ERP system implementation.
- Project management and hands-on support during their office relocation.
- Deployment of the required IT infrastructure for the new systems.

- Updated legacy infrastructure with new lower cost alternatives.
- Flexible support contract allowing continued management of the infrastructure and support of users.

POTENTIAL REALISED

- It was critical for economic reasons that Petroplus moved quickly from the legacy systems; all these projects were successful and met their aims and deadlines.
- The new systems are much more closely integrated and have removed the need for many separate, unconnected applications.
- The new systems are based on much lower cost technology, giving significant and immediate cost savings.
- The flexible support infrastructure now in place adapts to the changing needs of the business and is proactive in helping to identify and implement further cost benefits.