




PIVOTING TO A MODERN AND TRANSFORMATIONAL MANAGEMENT MODEL



 abproduce.co.uk

 Approx. 65 users

Head office in Derbyshire, East Midlands

The Client

With sustainability key to their business objectives, AB Produce are committed to sustainable growth in everything they do.

With a commitment to resource responsibility and creative management, efficiency, and strategy the organisations approach is reflected across its internal operations including the management of its technology.

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Key Outcomes

- ✓ Consultancy & Strategic Client Engagement services
- ✓ Implementation of Service Desk Management
- ✓ Full project managed and service implementation
- ✓ Greater flexibility and business efficiencies
- ✓ End-to-End management of IT and infrastructure

The Challenge

Finance Director, Neil Sharratt sought to find a dependable and dedicated senior IT professional who would fully manage the organisations IT, support on projects, as well as oversee the day-to-day running of AB Produce PLC's systems and technologies. With no internal IT specialists, AB Produce PLC were weighing up the pros and cons of hiring an internal IT Director versus pursuing external support through a virtual IT representative or strategic IT consultant. With efficiency a key objective for the organisation, all options were being considered.

Air IT®

"Jamie has been an invaluable asset to our team at AB Produce for over 12 months now. Throughout this time, he has seamlessly managed our day-to-day IT operations and projects, alleviating any worries or concerns we may have had.

His unwavering commitment to our business's best interests is evident in everything he does, and knowing that Jamie's expertise is just a call away has not only propelled our IT initiatives forward, but has also ensured prudent spending whilst keeping our third-party partners accountable.

When weighing the costs of Jamie's services against hiring an internal IT Director, the immense value of having someone who comprehensively understands technology and its strategic application to our business objectives has been invaluable to AB Produce."

NEIL SHARRATT, FINANCE DIRECTOR, A B PRODUCE PLC



The Air IT approach

Leveraging his experience in supporting the IT needs of numerous Food Manufacturers, Air IT's Group Head of Consultancy and Strategic Client Engagements, Jamie Hissitt was the ideal candidate to meet the requirements of the client. With senior executive level experience, Jamie was well positioned to leverage the assets of Air IT's service and expertise within his proposal, making the offering both attractive and cost efficient.

With experience and a profound understanding of the industry's IT support landscape, as well as the sector that AB Produced PLC operated in, Jamie was able to better understand deeper insights of the challenges that companies like AB Produce PLC encountered when it comes to managing their internal IT operations on a budget.

By adopting a consultative approach to AB Produce PLC's specific requirements, Jamie proposed comprehensive IT management through Air IT's consultancy services.

This included assuming full responsibility of its technologies, overseeing AB Produce PLC's IT infrastructure, project management and ensuring seamless operation and optimal performance on a day-to-day basis.

The Outcome

Recognising the synergy between Air IT's Consultancy services and the agricultural food provider's emphasis for flexibility, efficiency, and strategy, Air IT's Group Head of Consultancy service (spearheaded by Jamie Hissitt) was successfully appointed to fully manage and oversee the full IT management of AB Produce PLC.

By recommending a series of upgrades, including the implementation of Service Desk Management, and conducting a thorough audit, Air IT's Consultancy services have ensured greater flexibility and business efficiencies for AB Produce PLC.

In addition to this a full project management and service implementation approach have led to seamless integration and enhanced productivity.

With end-to-end management of IT and infrastructure, Jamie has helped to optimise the operational processes, enabling the client to focus on core business activities.

Moreover, Jamie took a proactive approach to modernising the cybersecurity by fortifying the workforce against potential threats with Managed EDR, safeguarding its critical data and operations.

Through a collaborative partnership and tailored solutions, Jamie and Air IT's Consultancy service continues to empower organisations like AB Produce PLC to thrive in dynamic ever changing marketplaces while supporting and helping to achieve their strategic business goals.

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Arrange a free consultation today

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