



- 'CIO as a Service'

Delivering Innovative Model

How customers are cutting cost and building value with QuantM's 'CIO AS A Service'.

If your business is growing, there's a good chance your IT needs are expanding in proportion. For many small businesses, hiring a full-time CTO or CIO is not financially feasible. Outsourcing this role, however, provides an affordable alternative for businesses that need an expert to drive IT strategy without the significant costs typically associated with executive-level IT professionals.

Challenge

Aquila India Technosys Pvt. Ltd is a professionally managed total solution provider in the field of electronic security systems. Their specialty domain includes perfect implementation and integration of Access Control, CCTV Surveillance, Fire Alarm, Fire suppression, Lighting Control & Automation, Intrusion detection and any other specific and unusual requirements. Aquila has presence its head office in New Delhi and has branches in Bangalore, Mumbai, Chennai and Secunderabad.

Aquila India has been expanding rapidly and in this phase of expansion their internal IT team was extremely over occupied with the projects in hand. In this growth period additional capital is required, and cost controlling was the

first footstep. It was challenging to handle the IT infrastructure with many locations.

They were looking for an expert who can monitor and track present and future IT challenges and monitor milestones against organization business objectives. They also wanted the partner to help them to optimize their IT function.

"Our challenge was to control IT cost and at the same time hire an experienced IT resource, who can handle our ERP implementation issues. QuantM has been a trustworthy source and has offered CIO as a service to OCCL as a solution."

Quoted Mr. Rajnish Agarwal, CEO, OCCL.

QuantM Engagement Methodology

QuantM as an existing infrastructure of Aquila shared their concern and proposed resource augmentation model and offered recently innovated service **"CIO as a Service"**. QuantM manages a pool of highly qualified professionals with more 150 man years of experience between them to have run large/medium IT organizations with and disparate IT setups. This team provided a shared pool of resources to deliver the scope by being a part of the Aquila team to achieve their business goals through optimized implementation of all the present and future IT goals.



Benefits to Aquila

1. **IT Governance** – This approach helped Aquila to build an IT Governance model that monitored both ERP implementation and IT function, this ensured IT delivers value and mitigate IT risks.
2. **Industry Best Practices**– This model has provided industry best practice to Aquila during their critical IT adaptation phase and helped Aquila to achieve proper utilization of IT assets within expected budget.
3. **Skill Management**: It reduced burden on organization in terms of retention and management of skills.
4. **Reliable IT Services**:It helped Aquila achieved a new level of SLA based IT services to meet the business requirements and achieve coreobjectives.