



Outsourcing the IT Organization

Oil field services company outsources its entire IT operations to **BlueAngle**

Client Background

1. The client is an oil field service firm with operations in three locations and owned by a US based private equity.
2. The client recently acquired another oil servicing firm and was looking to rapidly integrate both companies and outsource the entire IT organization of NewCo.
3. IT organization included 12 IT resources at the acquirer and 14 IT resources at the target. Combined IT workforce of 26 post-deal.

Client Issue

1. NewCo was looking to rapidly integrate both IT organizations, but decided against maintaining an in-house IT organization
2. The client wanted to do a phased implementation of its outsourced strategy. Identifying priority IT areas to outsource was tricky due to the IT entanglements within the business' operations
3. IT costs were high

The client engaged **BlueAngle** to assume the role of the IT organization, but was going to outsource IT based on a phased approach



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BlueAngle Solution

1. **BlueAngle** assessed the overall technology landscape and assisted the client identify priority areas to outsource based on cost and complexity of outsourcing
2. A cost model was developed which indicated potential cost savings that would arise by outsourcing
3. **BlueAngle** identified third party vendors to own some aspects of the outsourcing pie due to specialized skillsset required to run the technologies that enable field operations
4. **BlueAngle** implemented a collocated / hosted data center (managed by **BlueAngle** staff) for the client
5. We collaborated with other third-parties (see #3 above) to deliver a 100% technology outsourced model for our client

Impact / Value Delivered

1. The client realized cost savings of 40% through the outsourced model, enabling the client the opportunity to scale as it acquired new companies
2. Outsourcing has enabled the client focus on their core capabilities around oil field servicing