

DNASTREAM helps National Grid to get the most out of its investment in SAP business software

According to Andy Milner, DNASTREAM's Managing Director, DNASTREAM was founded with one very clear objective: to address the fundamental disparity that is commonly found between the investment made in SAP solutions and the satisfaction of customers with their return on their investment.

"We have an enormous amount of experience, gained over many years, in delivering SAP solutions successfully, which means that we have the expertise to maximise the investment that our clients have made in SAP," Milner explains. "Our proven skills in this area allows us to teach our customers to be self-reliant when it comes to working with SAP, to manage their own continuous improvement and to leverage their ongoing relationships with their partners more effectively. Better still, they are able to achieve all of this with reduced external support."

Although DNASTREAM works with a wide variety of organisations – including companies of all sizes across both the public and private sectors – to drive increased value from their current and future SAP investments, DNASTREAM has particular expertise when it comes to companies in the Energy & Utilities, Public Sector & Financial Services industries.

"SAP has become a major player in these industries because most companies in this area want to simplify, optimise, and innovate when it comes to running their businesses day-to-

day, and without a doubt SAP can help them to achieve these goals," Milner explains. "When managed correctly, SAP can deliver dramatic improvements in user productivity, analytics, flexible deployment, and adaptability – so it is no wonder that it's so popular. However, many of our clients feel that they can only realise these benefits with our support and insight. Our management team is made up of highly experienced SAP professionals who have worked at many levels: as consultants, delivery managers, account managers, senior managers, and so on. So, at the risk of possibly bragging a bit, we know what we are talking about when it comes to SAP."

Fortunately for DNASTREAM, it seems that its customers agree. National Grid has successfully gone live with the SAP Work and Asset Management solution, supported by programme management and SAP implementation services provided by DNASTREAM. This complex programme involved integrating with the existing IS-Utilities and asset management solutions in order to deliver improved working practices for the Industrial and Commercial Division. IS-Utilities is SAP's Industry Specific Solution for the Utilities Industry.

"DNASTREAM added a strong team of project and programme managers and industry experienced consultants who brought significant leadership, drive and experience to bear," says Nigel Taylor, Portfolio Lead Metering & OnStream Programmes at National Grid. "The result was a timely project delivery and excellent adherence to the budget. I would recommend DNASTREAM to other organisations that are looking to ensure their SAP programmes are successful and cost effective."

"The successful delivery of this key programme demonstrates how DNASTREAM can work with customers and partners to achieve outstanding results through the application of a select team of highly experienced consultants," Milner adds. "The programme, delivered in partnership with Tata Consultancy Services, was delivered on time and within budget."

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