

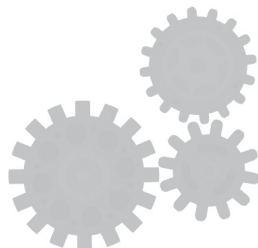
Hybrid Nearshore Model

ABOUT THE CLIENT

Johnson Controls, Inc. is a U.S. based company offering products and services globally to optimize energy and operational efficiencies of buildings, automotive, batteries, electronics, and interior systems for automobiles. Over 125 years in business and a Fortune 500 and Global 500 company with a diversified, multi-industrial, multi-national conglomerate with 170,000 employees in more than 1,300 locations spanning six continents: Building Efficiency, Global Workplace Solutions, Power Solutions, and Automotive Experience.

CLIENT CHALLENGE

Bayforce was requested to put together a solution to help our client deliver on a highly critical separation of one of their business units worth \$13B. The client had tight budget restraints so Bayforce had to find a way to provide a highly skilled team to manage and do the work required with aggressive timeframes to complete the SAP Basis migration.



CASE STUDY

BAYFORCE SOLUTION & RESULTS

Bayforce was made aware of client's tight budget constraints during our initial scoping of this critical project, so we were able to provide a creative solution with our Hybrid Nearshore Model. As a part of this solution, we offered a US-based Lead to manage a team of our SAP nearshore consultants (located in Mexico). Our SAP consultants in nearshore location are senior level (formerly worked directly for SAP) and have advanced English skills. Nearshore comes in at a lower cost in comparison to US-based resources so this provided a significant cost savings to our client without compromising quality. In addition, as a part of this solution, we assigned a Client Engagement Manager at no additional cost to ensure deliverables were being met as promised and tracking accordingly with the agreed upon budget for this project solution. Bayforce delivered successfully on time and not only within budget, but at a significant cost savings to the client. We helped the client to achieve a successful separation as part of the divestiture (off shared hardware), client satisfaction (both the parent company and separated company were equally very pleased with the successful delivery of this project), and the Bayforce team received special recognition from C-level executives for our notable efforts and contribution during this 12+ month engagement.