

Mr. Paul Smith
Chairman, Harvey Nash Outsourcing

Innovation by Harvey Nash Outsourcing



Introducing Harvey Nash Outsourcing



- International technology business established in VN since 2000
- Employ more than 2000 staff worldwide
- Delivering Software Development, Business Process Services and Business Transformation to global clients

Did you know?

...over 1,000,000 healthcare professionals use software developed by Vietnamese engineers to reduce medical errors, improve patient care and increase productivity?



Did you know?

...over 20 million mobile phone users in the USA make calls using software written by Vietnamese engineers?



Did you know?

...4m UK children are administered through their school day by software written by Vietnamese engineers?



Did you know?

...400,000 Ford car drivers monitor their cars through mobile application written by Vietnamese engineers?



Did you know?

**...200,000,000 people search for items online using
image tagging software provided by Vietnam
engineers?**



Did you know?



Vietnam Software engineers help to keep world transport moving and steering in the right direction



- Founded in 1916
- Manufactures bearings and steering systems that are used in automotive and marine sector
- Revenue \$550 million
- In 2004, global project to develop RAS, Core ERP system was developed in Japan
- Regional implementations are in Asia, South America, North America, Europe
- European implementation is for European Bearings, Automotive (2012) and Steering businesses (2013)

The problem

- Rewrite a legacy ERP system originally produced by IBM 20 years ago
- Hard and fast deadline to release the system during 2 week factory shutdown at Christmas
- Biggest programme of works the IT Dept at NSK has ever done – so limited experience at this level
- Limited Resource at NSK who know the current system
- NSK has no outsourcing experience before
- ERP System touches every part of the business, organisational challenge to line up the business stream leaders to attend requirements workshops , clarify analysts questions, sign off requirements specifications in a timely fashion
- Changing requirements but a fixed budget and fixed timescales required strong change control

- Proposed a solid Programme: Requirement Analysis was key and managing change control.
- Built a large BA team working onshore /offshore interchangeably.
- Strong Programme Team whose communication ability was superb and experienced working together.
- Several teams running in parallel under experienced Team Leads.
- Technologies:
 - J2EE, Enterprise Integration
 - IBM Rational, WebSphere Toolset
 - Oracle Database.

The results



- Beat IBM Global Services and India to win the project
- 8 week analysis phase
- Supplied 8,500 man days from a standing start over 10 months
- Team size peaked at over 60FTE
- Project Delivered on time to budget

“Vietnam Engineers Drive The World”

Thank you



Paul Smith, Chairman

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