



## BABCOCK & WILCOX (B&W) – INFRASTRUCTURE TRANSITION

### CHALLENGE

B&W was in the process of transforming their overall business by reducing the number of internal resources and relying more on outsourcing partners. B&W needed to identify a partner that can deliver WAN, LAN, Telephony, Wireless and Cyber Security services throughout the world so they engaged Novom and CXT180 to identify the partner that can make the transition with them (Novom and CXT180 are partners that evaluate business requirements and develop plans to make it happen).

### ACTION

The Novom team worked with B&W to develop requirements for the transition and documented those requirements in the form of a Request for Proposal (RFP). The RFP included solutions, deployment needs, and managed services expectations. Novom worked with the partners and B&W to identify the optimal team to implement the transition.

Novom then delivered Program Management services to ensure the transition was performed as expected, the tasks met the schedule, and the implementation was within budget. Novom was also instrumental in communicating with the business and sites to ensure the transition was seamless and understood by everyone impacted with the transition.

### RESULTS

The transition was successful, and the aggressive budget was achieved, which reduced annual costs by 40% per year. The team included Novom Group, CXT180, Lumen, and Cisco in the new next generation solution to help B&W enable its Cloud-First strategy.

<ul style="list-style-type: none"> <li>✓ 40+ Locations in all global regions</li> <li>✓ Transition to new SDWAN network</li> <li>✓ Migrated IT services to new data centers</li> <li>✓ Established managed services for WAN, LAN, WLAN, and Cyber Security</li> <li>✓ Migrated telephony environment to new solution</li> <li>✓ Negotiated with Business Units to ensure solutions meet needs</li> <li>✓ Led communications effort informing business units of transition impacts</li> </ul>	<p><i>“B&amp;W is an innovative technology company that focuses on providing both the highest quality products and services and the highest value for our customers.</i></p> <p><i>The project team’s technology and skills created a strategic advantage to put us in a position to achieve our business goals as we work to drive growth, increase resiliency, reduce cost, and enhance network security.”</i></p> <p style="text-align: right;">Tisa Mullis Former CIO</p>
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