RKON
Case Study

A Carve-Out Separation Unlike the Rest

PROJECT NAME:
O Grid

INDUSTRY:
O Retail

SOLUTION NEEDS:
O IT Infrastructure

FOR MORE INFORMATION:

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THE BACKROUND

First opened in 1983, this stationery and gift retailer quickly garnered nationwide acclaim for its exceptional paper products. The company has created, crafted, and printed papers of all sizes, styles, and artisanal materials, growing from a mere 20 stores to over 100 stores in three short years.

THE ASSESSMENT

After being acquired in 2013, this retailer reached out to RKON because they failed to invest in IT infrastructure, resulting in significant integrity issues, unavailable data, email outages, and more.

THE SOLUTION

RKON conducted a detailed assessment of IT to find out what was missed and what solutions could be applied early on. Our due diligence and subsequent support services helped the company make appropriate decisions regarding IT infrastructure. To ensure customer satisfaction, RKON provided:

A Carve-out Strategy: Corporate Spin-Off

Due Diligence and Pre-LOI Support

Carve-out Separation: duplicated corporate IT footprint and executed carve-out in less than 6 months

Post-Carve-out Rationalization: reduced IT server footprint by 25% during the first 18 months of operation

Outsourced IT: Managed all IT operations

THE OUTCOME

By implementing our Platform IT early, we saved the company substantial time and money on investments. Our Platform IT effectively reduced costs by 22% over previous internal management. We ensured overall success of platform integration by assisting the product development team in creating a cloud-based solution, thus significantly shortening market entry time. Today, our strategy continues to optimize costs and reduce the IT footprint throughout the first 3 years by an additional 25%.

Saved substantial time & money: reduced costs by 22%

Ensured success of platform with cloud-based solution

Shortened market entry time

Reduced IT footprint through first 3 years by additional 25%

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