

# Office relocation & rollout of new technologies for Salamanca Group

SALAMANCA  
Group



## CLIENT

Salamanca Group is a privately-held Merchant Banking business, home to experts in global investment advisory, UK real estate and private client services. They build highly valued, long-term relationships with individuals, corporates, institutions and governments, offering strategic advice and specialist know-how through their four divisions; Investment, Corporate Advisory, Real Estate and Strategic Land.



Given this was no simple relocation project, having the Techary team work alongside us really helped us deliver a critical business project seamlessly. Thanks to the whole team for the engagement, your time and suggestions in planning and execution – we couldn't have done it without you.

## REQUIREMENT

Salamanca underwent a management buyout within different operational units of the organisation, resulting in the relocation of divisions from 50 Berkley Square to two different locations – Burlington Gardens for one division and St Botolph St for another. Given that the move involved a total of over 150 users, this was a critical project for which a multitude of components needed to be completed within a single weekend.

100+

users

3

locations



Support



Projects



Procurement



Resources

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## SOLUTION

Techary was engaged via a relocation provider to handle the specific technology requirements of the project. From the outset it was clear that the technology aspect was high-risk, given that the business was being separated and a hybrid of new infrastructure was being deployed all within the same project. All ancillary and preparatory tasks were completed prior to the move to ensure both risk and workload were reduced to a minimum. New equipment was installed prior to the move, allowing time for testing, sign-off and removal of waste from site.

We completed an audit of each site to establish accessibility for specialist equipment (such as bespoke flight cases for server equipment). We also produced a detailed schematic of current and proposed rack diagrams for the server infrastructure, given that some equipment was being split between different locations and company divisions.

We provided resources throughout the 6 week project plan to cover:

- **Pre-installation of all new equipment – including unboxing, fitting and packaging removal**
- **Installation of server racks in new spaces and installation of new networking equipment**
- **Carefully planned split of existing technology estate**
- **Project management throughout to ensure seamless handover between teams and centralised control**

A project manager was assigned to work directly with the client team throughout the entire project. Our teams successfully executed the project plan over one weekend, with both sites completed and ready for users to work from on Monday morning. We provided post-move support to assist with any issues and to help settle the users within their new space.

## RESULT

Overall the project was a success, which led us to expanding our relationship with Salamanca Group, who have now engaged Techary to provide a full stack of Managed IT Services.

