



Software that does the business

## Finding The Key To IT Focus In Your IT Department

Triangle Software - September 2008

It's a fact that every overworked IT Director and Manager is well aware of; If I'm allowed to focus I can achieve more.

Triangle Software, a Cheshire based software development company led by Managing Director Tim Thomas-Peter, has been working with a major supplier of building products and asphalt over the last two years, and specifically with the internal IT Department, and the results have been amazing.

Like every large IT department they have long term goals and objectives to achieve. These strategic requirements must be handled along with the ad-hoc requirements and transitional initiatives presented by the business.

To respond to these business demands while keeping focus on their long-term aims, the client has been exceptionally innovative in their approach. The IT department has partnered with independent software providers Triangle Software. Far from seeing such an organisation as a threat or an irritation, IT managers and staff have embraced Triangle for a number of reasons; they offer specialist expert skills not economically available in-house, they are easy to manage and can provide an immediate response, they offer a relatively low investment for projects with

potentially high returns, and they are a way for the client to utilise emerging technologies without the usual inherent risks.

The client uses SAP at the heart of its enterprise-wide solution. The IT Department has specialists in analysing and developing the key systems to keep the business competitive and successful but there is recognition that some business needs are unique and should be handled outside the normal development process.

Triangle has successfully developed software which now sits on the desktops and laptops of thousands of workers across the organisation at all levels of the business. These packages include sales tracking, cost savings measurements, KPI reporting, procurement, production monitoring and reporting, and health and safety recording and tracking. Some applications work with data directly from the SAP database and others are capable of being used offline with sophisticated database synchronisation taking place when a worker is able to connect to the company network.

Working closely with Triangle's Senior Technical Manager Scott Bamford, the client's busy IT department has been able to remain focussed clearly on being effective and achieving real business benefit.

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