

# BAE Systems



BAE Systems Land Systems is a leading supplier of integrated battlefield weapons and military vehicles, providing customers with complete solutions in firepower and ground manoeuvre. It has a workforce of 4,000 located across the UK, South Africa, and France with approximately 3,300 staff in the UK. Land systems has an unrivalled track record in the development, delivery and support of armoured fighting vehicles, including The Challenger 2 main battle tank, the Warrior and the current Trojan Engineers vehicle and Titan Bridgelayers.

In 2003/4 the sites based in Newcastle and Leeds, had committed to a 3 year investment in its business management support systems and opted for SAP as a replacement for their bespoke legacy system NPS/Rev7. The man tasked with leading this project was Chris Lee.

Chris and Barry Eardley, Head Of Operations Programmes, realised that there was likely to be resistance internally to the proposed system change. Staff had been using the existing bespoke system for over 20 years and there was an undercurrent of suspicion based upon a lack of understanding as to the capabilities of modern ERP systems. Chris contacted several consultancy practices and after meeting with all of them selected CCL as a partner to assist with this important issue.

Senior Managers, then detailed SAP training for the Project Team and Key Users and finally ERP and Project Awareness for the more general user population. These sessions was delivered in Newcastle, Telford and Leeds and reached 350 employees across the organisation.



“I was impressed by CCL’s wide breadth of experience in the ERP marketplace and their understanding of SAP’s capabilities in particular” Chris commented. “We agreed that a successful roll out of SAP was

dependent on user acceptance and buy-in to the benefits that the new system could bring to the business.”

CCL were commissioned to undertake a series of ERP Familiarisation Workshops starting with an ERP Briefing/Overview for Directors and

Chris Lee said “all feedback was very positive. The sessions, conducted by Andy Dawson and Richard Field, brought home to everyone the need for change within the business and emphasised the need for everyone’s commitment to make the implementation roll-out go smoothly.”

He commented “The preparation for the workshops was key. CCL’s consultants made themselves familiar with our specific business terminology which allowed our employees to focus on the message being delivered...even though the project has been subject to a few delays, the full benefit of the workshops is very apparent now that we are going live. I would certainly use CCL again in a similar situation.”

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