



## Skanska USA Building

A partnership built on a foundation of trust

### The Company

Skanska USA Building is a leading national and local provider of construction, pre-construction consulting, general contracting and design/build services to a broad range of U.S. industries including life sciences, healthcare, education, high-tech, aviation, transportation and sports and entertainment. Skanska USA Building also provides pharmaceutical validation services to clients. The company, part of the Skanska AB global group of companies, is headquartered in Parsippany, New Jersey, and has approximately 4,100 employees.

“Our partnership with OneNeck is the result of a relationship-oriented decision process for us. Experience has shown us that corporate culture and relationship alignment between the partners are key success factors. That’s why OneNeck’s commitment to respond quickly, regardless of circumstances, was important even in the proposal phase, since we believe small things tell the character of an organization. We saw their willingness to be flexible and move forward quickly as hallmarks of what we have now: a great relationship.”

Chris Stockley  
Senior Vice President and CIO  
Skanska USA Building

### The Challenge

At the beginning of a major consolidation project, Skanska USA Building hired a small number of highly trained independent conversion and migration specialists. That group was soon supplemented by a combination of consultants and direct hires. As the project neared completion, Chris Stockley, the Senior Vice President and CIO of Skanska, turned his attention to rolling out sustainable application support. Knowing that it would be difficult to recruit, hire and retain the caliber of IT professionals required to manage and maintain the new environment, it became clear that direct hiring wasn’t his best option.

Stockley wanted his IT team to spend their time in areas that support Skanska’s core strategic functions. Skanska was already leveraging category experts for phone, WAN, firewall and spam filtering services. Stockley knew from those experiences that culture and alignment between the partners was key to a successful relationship, assuming that the requisite technical qualifications were in place.

Stockley began the process of finding an ideal IT partner — one that would think and act the same as Skanska. To help with the process, Skanska’s IT team dissected their own operations and functionality and looked for the same in a strategic partner. Stockley placed greater importance on the interpersonal characteristics of his potential partners and looked for a firm with both best-practices standards as well as flexibility in creating a solution. After eight months of research, Stockley selected OneNeck® IT Solutions.

### The OneNeck IT Solutions Answer

OneNeck delivered exactly the kind of flexibility in human and technical resources that Skanska and Stockley were seeking. Having demonstrated that they possessed the technical capabilities and experience accumulated through their management of complex J.D. Edwards environments, OneNeck was committed to winning Skanska’s confidence and their business.

At the point in the process where OneNeck believed they were favorites to win the contract, they quickly shifted gears to a position of “How can we help?” Stockley admits that OneNeck knew they would have to take a bit of a risk to get a leg up on the project, but that it would be beneficial in meeting the aggressive deployment schedule. Consequently, OneNeck started transition planning even before the contract was signed.



## Skanska Summary

Organization	Skanska USA Building Inc.
Industry	Construction
Business Challenges	Consolidate 20 companies acquired through acquisition on a single JD Edwards ERP platform
User Environment	550 users 26 locations
Application	J.D. Edwards EnterpriseOne ERP Accounts receivable Accounts payable General ledger Fixed assets Job cost Service and contract billing Change management HR benefits administration Payroll
Technical Environment	IBM iSeries 860 12 Way Deployment Server Compaq ProLiant DL380 Citrix/Terminal Servers (7) HP ProLiant BL20p Windows Terminal Servers (8) IBM eServer Blade Center HS20

OneNeck also brought a high degree of flexibility to the negotiations proving to be easy to work with. For example, Skanska wanted to relocate their data center to a subcontracted facility in a different state. While OneNeck usually hosts applications and colocates hardware in its own data centers, they crafted a tailored solution leveraging staffing power and overlapping responsibilities that met Skanska's needs while retaining the control essential to OneNeck's successful management of the environment.

### The Benefits

According to Stockley, the relationship with OneNeck has evolved to be better than expected. "OneNeck and Skanska have blended very well, and there's great mutual trust. In fact, we're starting to act like a single organization. Overall, they are providing a consistently superior experience to Skanska." OneNeck has shown a great sense of partnership, even to the point of critiquing their own work in review meetings without fear that it would have a negative impact on their relationship with Skanska.

For OneNeck, Skanska has turned out to be the model customer: a complex IT environment with a high degree of risk due to the business-critical nature of the applications under management. As an ERP provider, OneNeck looks for customers such as Skanska — big picture thinkers who have a long-term vision for their business.

## About OneNeck IT Solutions

OneNeck IT Solutions LLC offers hybrid IT solutions including cloud and hosting solutions, managed services, enterprise application management, advanced IT services, IT hardware and top-tier data centers in Arizona, Colorado, Iowa, Minnesota, New Jersey, Oregon and Wisconsin. OneNeck's team of technology professionals manage secure, world-class, hybrid IT infrastructures and applications for businesses around the country.

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