

Case Study

A Leading Global Manufacturer of Compression Systems Doubles in Size under the Technology Leadership of a Fortium Partner

The Challenge

Prior to Fortium's engagement, the IT function of a leading global manufacturer of compression systems was managed by the Engineering Department and outside vendors. A due diligence assessment showed that they needed a better way to manage growth; continue supporting existing customers at their highest levels of quality while expanding with new clients and new markets. The key challenges were:

- An outdated, inflexible, and inefficient ERP platform
- Unscalable IT solutions
- Constrained IT footprint (limits expansion)
- No architectural vision/roadmap for IT platforms
- No comprehensive consideration of cybersecurity

The Solution

- Establish a high-level IT architectural roadmap and technology migration plan
- Stabilize internal resources & balance with outsourced expertise
- Develop a future-proof ERP strategy
- Support migration from existing sites to new facilities
- Focus on cybersecurity

The Results

In addition to leading and executing technology initiatives as an interim CIO, a Fortium Partner transformed these technology insights into business impact. He streamlined IT processes, created a blueprint for transitional/situational leadership, and leveraged existing infrastructure to reduce costs. This Partner also used his Fortium Partners' expertise (a network of 100+ colleagues) to mitigate cybersecurity risks.

Client Profile

- Poised for rapid growth in the hydrogen economy
- No IT Department
- Sales: ~\$50M
- 150 Employees
- International sales
- Industrial Machinery/Eqpt.



Mark was integrated into our executive leadership team and played an integral role as our interim CIO during a period of tremendous growth.

A consummate professional, Mark brought a high level of strategic direction and insight to critical matters of our IT architecture, infrastructure, and design.

- **President**