



## TELSTAR CARVE-OUT MAKES THE CUT

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Telstar is a company with a diverse global reach. Providing high-tech equipment and project solutions to the pharmaceutical industry and research facilities worldwide, the company's business spans everything from design and manufacturing of process equipment to engineering, construction, consultancy and validation services. After a formal process of divestment of part of Telstar's business, and the subsequent assignment of contracts, a carve-out project was essential. Protecting sensitive information was paramount, so Telstar turned to Datavard to safeguard its critical business data and optimize its system landscape. The bottom line? To drive maximum value at minimum risk.

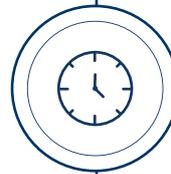
“ Datavard transmitted trust, control, and efficiency at all times. And there was always flexibility to accommodate the interests of both parties. The team's strong customer orientation and personal approach went a long way to delivering what we were looking for – on time and on budget.

Aurio Caño,  
IT Lead,  
Telstar

## A HARMONIOUS SPLIT

Laying the groundwork for a smooth separation of data

The operational efficiency of a company of Telstar's standing relies on tight integration of its processes, systems, and data. Divesting a line of business from such a well-oiled machine effectively meant "dis-integrating" inextricably linked data. And that wasn't all – Datavard had to ensure the carve-out only extracted data of utmost relevance to the acquirer. Of prime importance was securing Telstar's sensitive business information. Telstar and Datavard engaged in careful consultation to define and select data. Close cooperation and open communication between the pair allowed Datavard to meet Telstar's requirements up front and guarantee only the most essential master data was moved to the acquirer's system.



### HIGHLIGHT

Project delivery was **50% faster** than conventional carve-outs.



## TRUSTED ADVISOR

### Telstar knew its data was in safe hands

Key to the two companies' successful working relationship was the high degree of trust DataVard inspired in Telstar. Proven expertise in similar projects, skilled advisors, and careful consideration of Telstar's needs – all helped the company feel safe with DataVard from the start. The importance of client confidence in sensitive carve-out projects should not be underestimated. Without it, the open communication and close collaboration so critical to this project's success would have been impossible.

Telstar's trust was firmly rooted in DataVard's technical expertise and customer orientation. Getting the technology right is often make-or-break in complex carve-out projects and DataVard understood the importance of finding an approach that would deliver maximum value – with minimum disruption. Leveraging over a decade of experience in System Landscape Optimization (SLO), DataVard walked the company through the options available. After careful analysis of Telstar's systems and processes, the team opted for the clone and delete approach. Essentially this involved copying the entire system landscape and deleting unwanted data.



#### KEY SUCCESS FACTORS IN TELSTAR CARVE-OUT

- Careful planning and preparation
- Open and timely communication
- Mutual trust and cooperation
- Flexibility and customer focus
- Technical expertise
- Seamless project management

## GIVE A LITTLE, GAIN A LOT

### DataVard's flexibility was key to the project's success

As always, customer focus was high on the agenda of DataVard's technical team. Satisfying Telstar's needs – however complex – remained DataVard's top priority throughout. Using proven technologies, expert know-how, and specialized tool sets, consultants met changing requirements with ease and flexibility. Carefully restructuring and optimizing Telstar's system landscape, the team handled its data with skill and sensitivity – ensuring the company's business-critical information remained ring-fenced.

 DataVard was with us every step of the way. And the project results show just how much. Completion in half the time of a conventional carve-out – delivered remotely at lower cost.

**Aurio Caño,**  
IT Lead,  
Telstar

## REMOTE BUT NOT DISTANT

### Maximum attention at minimized cost

The entire carve-out project was managed remotely. This decision was based on the exceptional collaboration between the two companies. Distance is no object when the communication is this good. With the same high level of attention and customer focus – delivered at lower cost – it was a win-win situation for Telstar.

Distance certainly didn't impact on the project deliverables. With a total duration of three months, the project was completed in half the time of a conventional carve-out. A significant achievement considering the complexity and sensitivity of the data. And after three short months of meticulous planning and execution, the acquirer not only received its data on time. It came all wrapped up in a stable, independent system that was fully operational from day one. And the real bonus for Telstar? The peace of mind that all this was achieved without once putting its business at risk – not to mention the added value of an optimized system landscape. All in all, not bad for three months' work.



#### ABOUT TELSTAR

Telstar, part of the azbil Group, is a company that develops high-technology solutions of engineering, construction, process equipment and services for the life sciences market (pharmaceutical, biotechnology and related industries), as well as vacuum & high-vacuum technology solutions for turnkey projects on a worldwide scale for science and research facilities, the power sector, the aerospace industry, and conventional industries (automotive, energy generation and distribution, refrigeration).

The company operates in over a hundred countries and has 4 production plants, 7 technology centres and 12 consultancy and engineering services centres, and commercial offices all over the world. It has manufacturing plants in Spain, China and the United Kingdom. Telstar invests 3% of its turnover in research, development and innovation of its technologies and equipment. Based in Terrassa, a town close to the dynamic metropolitan area of Barcelona, Spain, Telstar currently has a team of 900 highly qualified employees.