

Rapid IT Deployment

Amdel Ltd created history by becoming the 4th largest Contract Sales Organisations from a standing start in January 2004.

Since the launch, Amdel has continued to build on their success, by adding more clients to their portfolio and providing more services



either directly from their offices in Slough or through strategic partners.

Amdel was founded to provide an outsourced high quality dedicated sales force to pharmaceutical companies.

CIS Ltd were first approached by the founders of Amdel in October 2003 with a requirement to setup the IT infrastructure for their new business start-up by the 1st January 2004. This date was critical as the business had to launch on this date in order to service their first major client.

CIS Consultancy worked closely with Amdel to understand their specific business needs and identify areas of potential growth. Once specified, the IT infrastructure including servers, workstations, software, networks and communications were procured and installed to budget and on time.

CIS Service and Support provided a crucial role in the first 18 months of operation, providing Amdel with continued support to their IT infrastructure until an internal IT resource could be appointed.

Building on their success, Amdel worked with Metamorph, a well known assessment and training service in the pharmaceutical industry. Metamorph provided training with real world healthcare professionals before they go out into the field.

CIS Consultancy were commissioned to review the existing Metamorph systems and then design a new tailored solution to fit with their training requirements.

CIS Software Engineering then produced a prototype for Metamorph, who were so impressed with the concept design immediately commissioned the work.



The finished bespoke application provided Metamorph with a unique assessment and training system to support their business requirements.

"Getting your IT infrastructure is critical to the effective running of an organization. CIS were a tremendous help in coming up with solutions on how we could maximize our IT infrastructure to give us competitive advantage and saved us a lot of potential headaches"

Lynn Doogan—Operations Director

Amdel are a valued CIS customer.

www.amdel.co.uk

Client Profile

UK Staff	15
Field Force Staff	110
Annual Turnover UK	
Number of Sites UK	1
Internal IT Staff	1
Number of Workstations	125
Number of Servers	2
CIS Client Since	2003

Special points of interest:

- New IT infrastructure deployed within 2 months from initial discussions using rapid deployment methods
- Supported the rollout of over 100 field force laptops
- Effective IT enabled management of UK wide operation
- Bespoke system written for Metamorph to provide unique assessment and training service