

# North of Scotland KTP Centre

## Case Study

[www.ktp-link.co.uk](http://www.ktp-link.co.uk)

# Solutions Aberdeen Ltd

The aim was to develop and implement a business development strategy targeted at transforming the way in which the Oil and Gas industry procures IT support for HR and other asset tracking.

## Challenge

Training, Competence and Compliance information currently sits in large, inflexible corporate systems or departmental spreadsheets in most organisations. However, Oil and Gas companies request rapid deployment of personnel or assets. Solab's software platform, Onboard Tracker, would easily implement this functionality along with the larger, more inflexible corporate systems. The challenge was to create and scale a new disruptive business model, which would use the individual to drive up demand for the company's products and services.

## Results

Solab's Onboard Tracker has enabled the analysis, distillation and subsequent transfer of knowledge into easily digestible packets of information. The KTP has allowed the company to analyse its clients, how they were benefiting and what are the drivers for other potential clients, resulting in the delivery of messages to support cost reduction and how the system allows clients to manage their processes with less people, control of offshore crew numbers, manage overtime costs and reduce personnel waste.

## Benefits

During a period of rapid contraction of the Oil and Gas industry, which has seen many companies go out of business, Onboard Tracker has retained all of its clients and has actually increased its subscriber numbers.

Knowledge  
Transfer  
Partnerships



UNIVERSITY  
OF ABERDEEN



Solutions Aberdeen Ltd, now Solab, is a well-established local company that has seen significant success in the Grampian IT marketplace.

*"KTP has worked for us on every level. We have an excellent, ongoing relationship with the University and have all learned from one another. Our clients see us as an extremely credible partner and help us mould the direction and development of Onboard Tracker."*

**Mr Kevin Coll**  
Managing Director



Innovate UK