



By Appointment to  
Her Majesty The Queen  
Information Technology Services  
Technology Services Group  
Newcastle upon Tyne

[www.tsg.com](http://www.tsg.com)

Case Study

# Esh Group SharePoint

## Business Applications

Whether you're looking to streamline business and financial processes, strengthen customer relationships or manage data to improve intelligence and reporting, TSG will identify the most appropriate business applications to help you increase efficiency and improve productivity. We pride ourselves on seamless implementation; the result of working with thousands of SME customers that also allows us to share best practice.



## The Customer

**In the mid 1990s two highly successful businesses founded and based in Durham were merged to create what has become the largest indigenous construction company operating in the North of England - Esh Group. The business employs nearly 1000 people, with Group Headquarters situated close to its original home of Esh Winning, Durham. Esh Group is an extensive national business with many services trading under the umbrella of Esh Construction Limited, including Esh Property Services, Esh Facility Solutions, Lumsden & Carroll Civil Engineering, Esh Build, and Stephen Easten Specialist Building.**

## The Customer Objectives

The company was looking to invest in a platform that the whole Group could utilise in order to make processing of information more efficient; both intercompany and across the Group.

## The TSG Solution

Phillip Dixon, Group IS Manager at Esh Group was invited to attend a Microsoft SharePoint event hosted by TSG which demonstrated the business benefits of having one central source of information as well as other key features to help streamline business practices. The event also covered the Nintex module

which adds a drag-and-drop workflow designer, connectivity and advanced workflow features to the Microsoft SharePoint 2010 platform.

Having attended the event and learning the fundamentals of the SharePoint product, Mr Dixon was confident in TSG's capabilities to deliver what they needed, commenting, 'I was impressed with

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## The Future for TSG and Esh Group

Mr Dixon sees a bright future and working relationship with TSG. 'Esh Group expects to benefit from improved quality of information and reduced processing times throughout the Group businesses; freeing up valuable people resources for more value added tasks thus providing Esh Group with a competitive advantage.'



## The Benefits to Esh Group

Since the implementation of Microsoft SharePoint and the Nintex add-on, Esh Group has seen great improvements in the way they complete various business processes.

The Information Systems team in the Group has already started deploying Nintex forms and workflow in the Human Resources area and have targeted Finance as the next project. 'The departments themselves have been impressed by what we can do with the forms and how easy it is to manage the validation, approval and escalation of the forms', Mr Dixon explains.

The team has also been very impressed with the way in which TSG has provided SharePoint and Nintex consultancy. Mr Dixon continues, 'TSG has been invaluable for the Group IS team and will no doubt prove invaluable for the Group companies as a whole. TSG knows the SharePoint platform and the Nintex product range inside out but it is their ability to communicate this to the Group IS staff, from apprentice level upwards, that makes the difference. Once they learned more about our business and understood the areas where we were having issues they showed us several different suggestions as to how we could use SharePoint and Nintex to improve information flow.'

