

Company expansion de-risked by future-looking digital review

Midland Steel is a leading supplier of reinforcing steel in Ireland and the UK, providing a wide variety of prefabricated rebar solutions. The Nightingale HQ team conducted a thorough digital assessment of the company's processes and technologies, resulting in a detailed roadmap and action plan for implementation across the organisation. This strategic approach aims to enhance operational efficiency and support Midland Steel's continued growth in the construction sector.

APPROACH

We conducted a comprehensive review of processes and systems across the business, including Production, Finance, R&D, and IT. This involved meeting with key stakeholders, evaluating current technologies, and reviewing existing documentation to build a clear picture of the company's digital landscape.

OBJECTIVES

- ❑ Assess existing systems and processes
- ❑ Identify opportunities to go paperless and automate workflows to improve efficiency
- ❑ Recommend cost-effective technical solutions that scale with the business
- ❑ Evaluate the level of digital literacy within the company and assess future upskilling and training needs
- ❑ Identify key technology hires to support implementation.

ACHIEVEMENTS

- ✓ Provided a roadmap with actionable recommendations, priorities, costings and owners to support digitalisation
- ✓ Recommended a Data Hub project to consolidate data from different systems, delivering greater insight into the business
- ✓ Identified high-value, quick-win projects including business reporting and automating work instructions
- ✓ Built a skills map and identified areas of improvement
- ✓ Delivered a plan to achieve longer-term near-real-time data analytics and increased process automation
- ✓ Identified support and funding mechanisms to implement digital roadmap.

KEY RESULTS

- Reviewed company-wide processes and systems
- Delivered digital roadmap and action plan for implementation
- Identified funding and support mechanisms for next steps
- ✓ Enhanced cross-departmental collaboration to streamline workflows
- Established key performance indicators to monitor progress and impact

"Working in partnership with Nightingale HQ's innovative team, we now have a digital roadmap with short, medium, and long-term actions to meet our company's Digitalisation Strategy."

"They completed a thorough review of our company, processes, and day to day challenges identifying digitalisation opportunities to improve productivity and efficiency across the business." **Tony Woods, CEO, Midland Steel**



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