



AT A GLANCE

CLOUD ASSESSMENT & IMPLEMENTATION

Recycling industry innovator ReCommunity must quickly create a flexible IT infrastructure.

Tatum Technology appoints an interim CIO and creates a cloud computing strategy that saves millions of dollars and provides the flexibility required to support rapid growth.

Recycling innovator ReCommunity quickly moves to the cloud.

The challenge: turn assets carved out of a publicly traded corporation into a separate company poised for growth.

Brief Overview

When a group of private equity firms led by Pegasus Capital LLC acquired recycling assets of FCR, Inc. (a wholly-owned subsidiary of Casella Waste Systems, Inc.) their focus was on creating a company dedicated to producing profits by turning trash into a valuable resource, rather than adding it to overburdened landfills.

The new company, ReCommunity, has a proven solution that promotes recycling by eliminating the need to separate items prior to pick up, utilizing advanced technology to process the materials. ReCommunity then leverages partnerships with companies to turn the materials into useful new products.

For local and regional governments, ReCommunity can transform recycling from a costly burden to a valuable community asset, providing a significant revenue stream. But success depended on getting the new company up and running quickly as a separate entity.

Situation

Turning assets carved out of a publicly traded corporation into an autonomous organization presented many challenges, not the least of which was the need to transition all IT services from the parent company quickly and with as little disruption as possible.

The fact that the existing IT infrastructure did not meet the new company's needs presented an additional challenge. ReCommunity was poised for significant growth, so they required the flexibility to adjust to constantly increasing and changing needs.

“The assets we acquired included very little IT infrastructure,” said Andy Lipman, Co-Founder and Vice Chairman. “This presented an enormous challenge, but also an incredible opportunity to create an IT infrastructure specifically designed to meet our current requirements and our growth plans,” Mr. Lipman continued. “Adding to the challenge was the fact that we had a limited time to transition to a new IT solution. There was no time for trial and error.”

“We have saved millions of dollars on software selection, development and implementation, compared to traditional approaches and solutions.”

- Andy Lipman, Co-Founder and Vice Chairman, ReCommunity

Why Tatum

“We needed an experienced and trusted advisor who was truly independent, rather than someone who would try to push a ‘plug-and-play’ solution onto our business,” said Mr. Lipman. “At this point, we had not hired a chief information officer, so we began by bringing in Tatum as our interim CIO and expanded their mandate from that point.”

The first step was a Rapid Fit Analysis, which is Tatum Technology’s term for a comprehensive review of the company’s business requirements and how to most efficiently address those needs via technology. Cloud computing was among many solutions considered for ReCommunity because of its ability to provide IT infrastructure flexibility in a cost efficient way.

With Tatum’s Rapid Fit Analysis completed, and new CIO David Eisner in place within ReCommunity, action began on a series of parallel projects. A new IT infrastructure was designed to support a hybrid software solution that included a specially adapted industry vertical application for product movement, a financial suite and a number of specialized add-on programs.

New ERP software was chosen and a managed services provider selected. The Tatum team handled contract

negotiations with Infrastructure-as-a-service and telecommunications providers and managed the implementation process.

“Having someone who’s been out there dealing with these cloud vendors, who can help choose the right provider, and beyond that, help us negotiate the right terms has been invaluable.”

- David Eisner, CIO, ReCommunity

Now, as the company brings its new recycling solutions to more communities, their IT infrastructure will grow to meet their needs. They also benefit from continued data protection and integrity while enabling the use of new, advanced technologies, such as mobile computing and collaboration applications.

Results

“Having someone who’s been out there dealing with these cloud vendors, who can help choose the right provider, and beyond that, help us negotiate the right terms has been invaluable,” said ReCommunity Chief Information Officer David Eisner.


“It enables me and my team to focus on our core competency, which is providing vital data and business IT services to our customers, employees and partners.

Tatum worked with us through the entire process,” Mr. Eisner continued. “Moving to the cloud sounds like one thing, but there are dozens of moving parts and multiple tracks going on simultaneously.

By coordinating both internal and external resources, Tatum kept us on track to reach our goals on time,” Mr. Eisner concluded.

“We have saved millions of dollars on software selection, development and implementation, compared to traditional approaches and solutions,” said Mr. Lipman. “We are now able to deploy that capital to engage in acquisitions or other areas of growth.

“We are creating an exciting, new recycling and recovery company that is not only designed to be commercially successful, but will also make a meaningful difference in the communities in which we operate by generating new sources of revenue, creating new jobs and improving the environment,” Mr. Lipman continued.

“By providing experienced IT management and a system that meets our current and future needs, Tatum has contributed significantly to our success.” 

About Tatum

Companies turn to Tatum when critical business challenges arise because we immediately deliver C-level financial and technology operational expertise via solutions tailored to the Office of the CFO. We understand the urgency of NOW and our VELOCI-T solutions were designed to help business leaders accelerate results to *create more value™*.