

Smooth Migration of IT Systems and Data Following Carveout

The Challenge

Velocity Rail Solutions, a Wind Point Partners portfolio company and the largest direct-to-locomotive fueling and servicing company in the United States, required a carveout from its private equity owner to establish itself as a standalone company under new ownership. The new entity needed an entirely new ecosystem along with a carefully executed migration of its data, applications, and systems to minimize downtime and business impact. And it needed to be fully independent and operational before the transition service agreement (TSA) expired in eight weeks.

10% Cost increase, when separation efforts exceed plan according to 9/10 PE firms

6-12 months for a typical TSA run

Results at a Glance

To successfully establish the new ecosystem and migrate the company's data, devices, business systems, and applications, Resultant led a structured, staged carveout designed for the tight TSA timelines. This approach, detailed on the following page, enabled Velocity Rail Solutions to:

- Continue operations with minimum downtime or impact on productivity and revenue.
- Maintain the security of all digital and physical assets while transitioning to an independent entity.
- Shift management, support, and maintenance of IT platforms and systems to Resultant through a managed services agreement.
- Establish an integrated, scalable IT infrastructure from the ground up in just eight weeks, providing the foundation for independent operations and future growth.

By the Numbers



400 End Users

389 worked remotely, not just in home offices but also in trucks and train yards.



1 Mission-Critical Custom Application

A mission-critical custom application required a custom solution for migration.



8 Weeks

Resultant successfully navigated a tight TSA timeline.

Resultant's carveout services are built on a foundation of experience, flexibility, technical know-how, and collaboration.

On-time, on-budget carveout with minimal downtime and disruption

Our multistep carveout approach with staged cutovers included:

✓ **Comprehensive discovery and due diligence of existing systems** to verify documentation and align the project with the established transition service agreement (TSA) between the outgoing private equity company and the inbound entity. This analysis covered more than three weeks and was essential to project success.

✓ **Executing a tailored solution to migrate an always-on, mission-critical, custom-built application.** Because the platform was vendor-developed and central to daily operations, Resultant led separate vendor planning, executed multiple test migrations, and built contingency plans to ensure a successful transition within the TSA window.

✓ **Forklifting of all applications and migration of all data, devices, and systems** from the private equity firm's platforms into a new environment. This included Microsoft 365 applications such as Outlook, OneDrive, and SharePoint, many terabytes of data, personal files, and more, which were copied ahead of a highly coordinated cutover.

✓ **Organizational change management**, including client communications, training, documentation, and more, to increase awareness, understanding, and confidence in updated processes, tools, and the new IT environment.

✓ **Design and implementation of managed services**, enabling Resultant to provide management, support, and maintenance of systems and assets, including the devices of a workforce that was almost entirely remote.



All work was performed remotely and completed within a highly compressed TSA window of just eight weeks.



Our team wasn't deterred by a tight transition timeline that could be derailed by a single surprise. We believe there are no true surprises when expectations and contingencies are built into the carveout plan and collaboration remains constant.

Resultant provided the expertise and flexibility to adapt the final transition roadmap if necessary, without change orders that cause delays, cost overruns, and friction in the relationship.



Connect with us today to discuss your carveout challenges and goals.

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