



BALL AEROSPACE UTILIZES ECOSYS™ FOR INTEGRATED PROGRAM MANAGEMENT

COMPANY PROFILE

- Founded in 1956, Ball Aerospace is a leading manufacturer of innovative aerospace solutions, serving the defense and intelligence, commercial, and space markets.
- 2,800 Employees
- Headquartered in Broomfield, CO

CHALLENGES

- Maintaining many internal Excel-based tools was difficult and time consuming
- Data wasn't standardized at an enterprise level, making it difficult to analyze
- Accuracy of information was difficult to validate
- Not enough time was spent doing value-added analysis

Ball Aerospace & Technologies Corp. is a leader in the design, development, and manufacturing of innovative aerospace systems. Ball is recognized for excellence in project execution – helping its customers pioneer discoveries and perform beyond expectation with leading-edge solutions for a variety of industries. Ball is committed to operating with agility, transparency, and cost efficiency because those factors are critical to its success in current and emerging markets.

In 2012, Ball furthered that commitment by selecting EcoSys as an enterprise software solution to manage program costs, budgeting, forecasting, and estimating across the entire company as well as to centralize rates and pricing. EcoSys replaced many internal systems to provide Ball with a single source of truth, allowing for consistency of information, faster and more efficient reporting, and a greater understanding of its business.

Before EcoSys, Ball spent countless hours and effort managing many disconnected Excel and VBA-based tools that were developed in-house. To meet audit requirements, these tools were continuously updated manually to ensure that rate list information was correct. Project controls analysts worked in siloed, Excel-based solutions, managing each project differently.

“We were continuously trying to introduce greater standardization into a process that made it difficult.” – Mike Coan, Director of Project Controls, Ball Aerospace

Project stakeholders found it difficult to analyze programs and evaluate profitability because data was disconnected and inconsistent. It was time consuming to look beyond top level information, which limited the amount of useful data and metrics that Ball could produce.

“With EcoSys, we can look beyond the top-level elements of cost. Delving into the details helps us understand our business at a much greater level than we did before.”



EcoSys has allowed Ball to realize true Integrated Program Management (IPM). It is now able to utilize full lifecycle program management at every stage; from Opportunity Tracking & Forecasting, to Proposal & Estimating, and Program Award & Execution through Closeout. With enhanced capabilities in estimating, tracking, analyzing, and forecasting costs, Ball can break down silos of information and generate more quantitative measures than ever before.



SOLUTIONS

- EcoSys replaced the internal tools while integrating with existing ERP and scheduling systems, providing a single source for costs/funds, schedule, scope, and resources.
- Ball utilizes EcoSys for full lifecycle Integrated Program Management to track, forecast, and submit initial cost estimates at every stage - opportunity management will live in Portfolios.
- Ball can report and analyze program data in a consolidated fashion and at deeper levels than before.
- EcoSys provides a familiar, Excel-like interface to shorten the learning curve.
- Ball executive management was fully committed to EcoSys, helping to ensure a smooth transition.
- Enhanced Earned Value Management capabilities and resource staffing and forecasting will help Ball execute projects even more efficiently.

BENEFITS

- Having the full lifecycle in EcoSys allows Ball to generate valuable metrics and move from one phase to the next efficiently, resulting in significant time savings.
- Looking beyond cost summaries at an Enterprise level gives Ball a much greater understanding of its business.
- Ball has been able to develop new business metrics to help assess what is driving its business.
- An increased ability to understand variances helps isolate problems quickly and at a detailed level.
- Management and executive levels get a real-time look at what is affecting the business, allowing Ball to make more strategic decisions faster.

NEXT STEPS

In an effort to become even more strategic in its approach to programs, Ball will further enhance its solution by implementing more capabilities within EcoSys. Tactical and strategic staff forecasting will allow Ball to optimize its workforce, replacing yet another in-house tool. Understanding the demand for resources at a more granular level, down to resource category or even named resource, will ensure Ball can efficiently execute the projects it books. Ball will also look to the EcoSys platform to further enhance its Earned Value Management reporting capabilities.

ABOUT ECOSYS

EcoSys is the global standard for Enterprise Projects Performance software. Our easy-to-use web-based platform helps organizations worldwide maximize their return on projects investment through optimizing project portfolios, controlling project costs, and enabling proactive management of change.

For more information visit ecosys.net.

About Hexagon PPM

Hexagon PPM is the world's leading provider of asset life cycle solutions for design, construction, and operation of industrial facilities. By transforming unstructured information into a smart digital asset, our clients are empowered to visualize, build, and manage structures and facilities of all complexities, ensuring safe and efficient operation throughout the entire life cycle.

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