

CASE STUDY

Ball Aerospace Utilizes EcoSys EPC™ for Integrated Program Management



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 it believes they are critical to its success in current and emerging markets.

In 2012, Ball furthered that commitment by selecting EcoSys EPC (Enterprise Planning & Controls) 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 EPC 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 their business.

Before EcoSys EPC, Ball spent countless time 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 very 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 EPC has allowed Ball to realize true Integrated Program Management (IPM). They are 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, they are able to break down silos of information, and generate more quantitative measures than they had before.

“Now we can link the data, we can develop metrics that we weren’t able to in the past. We can assess what is driving our business, what factors we need to be paying attention to.”

Company Profile

- Founded in 1956, Ball Aerospace is a leading manufacturer of innovative aerospace solutions, serving the defense & intelligence, commercial, and space markets.
- 2800 Employees
- Headquartered in Broomfield, CO

Challenges

- Maintaining many internal Excel-based tools was difficult, and there was too much effort put into validating rates, as well as collecting and reporting on project costs.
- The data wasn’t standardized at an enterprise level, making it difficult to analyze programs as a consolidated rollup.
- Discrepancies were hard to pinpoint, making it time consuming to determine which information was accurate.
- Not enough time was spent doing value-added analysis.

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Solutions

- EcoSys EPC 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 EPC for full-lifecycle Integrated Program Management to track, forecast, and submit initial cost estimates at every stage - opportunity, proposal, project, closeout.
- Ball can report and analyze program data in a consolidated fashion, and at deeper level than before.
- EcoSys EPC provides a familiar, Excel-like interface to shorten the learning curve.
- Ball executive management was fully committed to EcoSys EPC, helping to ensure a smooth transition.
- Enhanced Earned Value Management capabilities and resource staffing and forecasting will help Ball execute projects even more efficiently.

Next Steps

In an effort to become even more strategic in their approach to programs, Ball will further enhance their solution by implementing more capabilities within EcoSys EPC. Tactical and strategic staff forecasting will allow Ball to optimize their workforce, replacing yet another in-house tool. Understanding the demand for resources at a more granular level, down to resource category or even

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 their business.
- ✓ Ball has been able to develop new business metrics to help assess what is driving their business.
- ✓ Increased ability to understand variances and 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.

named resource, will ensure Ball can efficiently execute the projects they book. Ball will also look to the EcoSys platform to enhance their Earned Value Management reporting capabilities.

About EcoSys

EcoSys, an Intergraph company, is the global standard for enterprise project controls software. Its easy-to-use web-based platform, EcoSys EPC, helps organizations worldwide plan and manage project portfolios, control project costs, and improve project performance.

EcoSys customers execute some of the world's largest projects and rely on EcoSys EPC to implement best practices for full lifecycle project controls including budgeting & forecasting, change management, contract management, progress measurement, performance and earned value management, capital planning, project portfolio management (PPM), and workforce planning.