



# Web Based Proposal And Variations Significantly Improve Efficiency For ABB

## Overview

### ◆ The Business Challenge

Co-ordinating and approving commercial proposals and variations from multiple contract organisations working on projects across 200+ dispersed sites.

### ◆ The Solution

FoCul developed and deployed a secure Lotus Notes/Domino application which manages the proposal and variation process from start to finish.

The existing excel spreadsheets were incorporated into the system to improve ongoing flexibility and reducing training.

In the first year of use the system has processed over 3000 proposals and variations.

### ◆ Key Benefits

- Fast ROI from rapid development and deployment.
- Significantly improved control.
- Significantly improved efficiency.
- Dual Notes and Web interfaces allows disconnected working in the field.



ABB had a well established proposal and variations process but it was paper and email based. Using this process with a project involving multiple contractors spread across 200+ nationwide sites was labour intensive with a number of significant bottlenecks and inefficiencies.

FoCul worked with ABB to develop a new application which allowed both ABB and their contractors to initiate and process bid proposals and variations via a secure web application.

The application leveraged the existing processes, excel templates and best practices to create a system that was much more efficient and yet still familiar to the end users.

The secure application allowed each contract organisation to see the status of their submissions in real time and to respond much more rapidly to technical queries from ABB.

The application also simplified the ABB month end processes by providing real time reports on commitment and spend. The workflow processes are fully integrated into the system with the relevant team members receiving automated email alerts when action is needed.

All of the data required to manage the proposals and variations is now held in a single secure location rather than being spread across mail boxes of various team members.

In its first year of use the system processed 3000 proposals and variations. In each case the documents were added directly to the secure application eliminating over 10,000 emails that would have been processed manually.

*"The implementation of the system has greatly improved the efficiency with which we manage the commercial elements of the project.*

*Through it's successful application it has removed a number of major bottlenecks in our processes, whilst at the same time improving access and visibility to all commercial data"*

Steve Andrews,

Head of Demolition and Remediation

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## Key Features

- ABB has complete control of who can access each document using a policy driven approach.
- The status of every proposal and variation is immediately visible to authorised users.
- Financial data is downloaded into Excel for month end cost reporting.
- The system incorporates the existing MS Excel templates to improve flexibility, reduce costs and reduce training.
- The project was delivered ahead of schedule in 4 months.
- Training to users was delivered by the ABB Key User.
- The application runs on ABBs existing hardware, no hardware investment was required.

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## Technical Specs

- Dual Notes and Web interface compatible with Notes 5,6,7 and 8.
- Developed for Domino version 5 and now running on Domino version 7.
- CSS enabled allowing the web look and feel of the application to be modified easily.
- Uses 128 bit SSL encryption to securely transmit data across the web.

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## Project Process

### Feasibility Study:

FoCul undertook a rapid feasibility study with ABB to determine the best type of system. An outline cost was developed at this stage.

A key aspect of the feasibility study was ensuring that the best balance of cost and functionality could be achieved.

### Proof of Concept :

A Proof of Concept ( POC ) system was developed to demonstrate the “look and feel” and key functionality such as the integration with the existing MS Excel templates.

The production specification was developed from a review of the POC.

### Development and Testing :

The application was developed and tested by FoCul on a replica of the ABB environment before being deployed to the production servers for User Acceptance Testing.

### User Acceptance Testing ( UAT ) :

User acceptance testing was carried out on the ABB server using real scenarios and the ABB Key Users.

The ABB key users then tested the application with the contract organisations in the field. This approach minimised the project costs and developed the support processes for the live system.

### Post Implementation Support :

Following deployment of the application FoCul continued to provide technical ( Level 2 / 3 ) support to the ABB Key Users.

### Enhancements :

The system has since been expanded in-house by ABB to include a controlled document library so that the contract organisations have access to the latest systems, standards and procedures.

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## About FoCul

FoCul is an Advanced IBM Business Partner specialising in the development and delivery of pragmatic, robust and effective collaboration tools for industry.

Our dual experience as Professional Engineers and IT Professionals allows us to develop systems that are not only very effective but are also good value for money.

Our solutions :

- Reduce Costs
- Improve Control
- Make best use of the resources that you have

Our solutions can be rented or bought out right and we can host them for you if required.

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