



CASE STUDY

Ball Aerospace utilizes Octave Sequence Enterprise for integrated program management

Key facts:

Company:

Ball Aerospace
(now BAE systems)

Website:

www.ball.com

Industry: Aerospace

Headquarters:

Broomfield, CO

Octave products used:

Sequence Enterprise
(EcoSys)

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

Founded in 1956, Ball Aerospace is a leading manufacturer of innovative aerospace solutions, serving the defense and intelligence, commercial and space markets.

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 Sequence Enterprise 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. Sequence Enterprise 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 Sequence Enterprise, 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.

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.

Sequence Enterprise 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

- Sequence Enterprise 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 Sequence Enterprise 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 levels than before
- Sequence Enterprise provides a familiar, Excel-like interface to shorten the learning curve

“With Sequence Enterprise, 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.”

Mike Coan
Director of Project Controls, Ball Aerospace

“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.”

Mike Coan



- Ball executive management was fully committed to Sequence Enterprise, 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 Sequence Enterprise 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 Sequence Enterprise. 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 Sequence Enterprise platform to further enhance its Earned Value Management reporting capabilities.

About Sequence Enterprise

Sequence Enterprise is the global standard for Enterprise Project 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.

[Learn more](#)

About Octave

Octave is a leader in enterprise software, turning data into decisive action and intelligence into your edge. Our software solves for and simplifies complexity, from the design and build to operations and protection of people, property and assets – for any scope, at any scale. For decades, we’ve partnered with customers to sharpen performance, elevate efficiency and amplify results. From factory floors to entire cities, our solutions are tuned to scale up what’s possible from day one onward.

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