CASE STUDY

C&I Engineering leverages Octave Sequence Enterprise to increase value for clients

Key facts:

Company: C&I Engineering

Website: www.cieng.com

Industry: Construction

Employees: 270+ employees

Headquartered: Louisville, KY

Octave products used: Sequence Enterprise *(EcoSys)*

Challenges

- Replace old, in-house systems that were siloed
- Knowledge loss due to a retiring workforce, including founders of the company
- Needed a solution to optimize and maximize resources

C&I Engineering is an engineering, procurement and construction management firm offering leading services for refineries, chemical plants, utility facilities and more. Based in Louisville, KY, C&I's 270+ employees provide hands-on design expertise for increasing capacity, improving efficiency, meeting environmental regulations and prioritizing safety.

One of the things that differentiates C&I Engineering is a spirit of ownership. As an employee-owned company, every employee is committed to serving clients and finding ways to add more value. Its strong background in process, project controls and project execution has contributed to C&I's success. However, as the company grew, it became clear that its homegrown tools were not scalable or sustainable.

One of the most important business drivers for C&I is resource management. Staff members often splits their time across several projects for several different clients, so planning is very important. The goal is to make sure consultants are doing the right thing at the right time. C&I needs to be able to keep its staff billable and accountable in order to deliver maximum value to clients. However, the lack of reliable, traceable and centralized data from siloed project management tools made resource planning difficult, forecasting inaccurate and enterprise-level reporting close to impossible.



In order to create a software ecosystem for sustainable success, C&I decided to replace its home-grown tools with a platform capable optimizing resources and improving project performance across the enterprise. C&I selected Sequence Enterprise project performance software because of its flexibility and ability to integrate with its ERP system, along with robust resource planning and forecasting capabilities.

C&I now relies on Sequence Enterprise for forecasting, resource planning, work packaging, lessons learned and as its project historian. Additionally, it leverages integrations between Sequence Enterprise and the ERP system and Primavera P6 to seamlessly share data and provide accurate reports.

"Sequence Enterprise has brought together different departments and functions. It has really changed our culture and helped us become a more integrated company."

Cliff Speedy
Executive Director
of Projects

C&I saw immediate benefits after implementing Sequence Enterprise. The user-friendly interface helped its staff get up to speed quickly. Less time is spent searching for information.

Data is more reliable, and as a result project reporting has gotten better. Forecasting has improved, both in accuracy and granularity. Visibility into resource needs has increased. Additionally, C&I utilizes predictability metrics within Sequence Enterprise to adjust task-level efforts across time and personnel.

Solutions

- Implement Sequence Enterprise to serve as a single source of truth, replacing multiple homegrown tools and reducing the reliance on manual spreadsheets
- Use Sequence Enterprise to deliver accurate dashboards and reports in real time
- Capture knowledge within the system to help get new hires up to speed quickly
- Adopt broadly with 80% of personnel now using Sequence Enterprise at least weekly

Benefits

- Resource management capabilities help ensure consultants can work with multiple customers at a time, maximizing their value-add
- Consolidating data from multiple spreadsheets and tools enables quicker insights into project performance
- Early and accurate forecasting increases project predictability, and allows for corrective action to be taken while there is still time to make an impact
- Flexibility and configurability of Sequence Enterprise allows more processes to be included as C&I grows, further breaking down siloes and streamlining work process spreadsheets and tools enables quicker insights into project performance
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- User-friendly interface increased user adoption and decreased learning curve

Next Steps

"Having one true dataset allows us to be more predictable. We can see what is a trend or not, leading to better proposals and better execution." – Cliff Speedy

Given their current successes, C&I is looking to further leverage the integration capabilities of Sequence Enterprise and expand the scope of the solution to encompass more business processes.

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

Contact Us

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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