Customer Success Stories with KLUSA

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  (Lantiq is an Intel company)
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Modernizing the R&D Cost Management at Infineon Technologies AG

### Project Scope & Goals

**Mission**
Introduce KLUSA as company-wide, standardized project planning and controlling tool. Replace the decentralized and individually generated reporting with a standardized solution.

**Scope**
- Setup resource pools for approx. 6,000 engineers in KLUSA
- Record the time accountings of 6,000 engineers
- Transfer actual material costs into KLUSA
- Create a unified standard for project controlling
- Introduce a unified project reporting in KLUSA

**Benefits**
- Reduce operating costs
- Increase useability
- Increase data quality
- Reduce complexity
- Future-proof the systems
- Reduce the efforts for a decentralized reporting

### Project Execution

**Initial Situation**
In 2008, Infineon Technologies had a budget of 705 million EUR for Research & Development. The legacy system for administrating the budget and managing the assignments of 6,000 engineers consisted of ten different systems. Maintaining the legacy system based on partially obsolete technology was inefficient and expensive.

**Execution**
- Project started in 2007 with a tight timeline
- New KLUSA system successfully developed & deployed in 18 months
- System stabilized after a couple of months
- OPUS GmbH was awarded the ongoing system support

**Achievements**
- Number of connected systems sustainably reduced
- Number of errors and necessary corrections reduced
- Actual costs available much earlier
- Maintance and adaptability of KLUSA/SAP system secured

**Show me the success story**
### Project Scope & Goals

**Mission**
Only four months time were planned between the announcement of the acquisition of the Wireline Communications division and the start of Lantiq as independent company. Together with the IT infrastructure a working project management solution covering the complete R&D process had to be deployed.

**Scope**
- Cover all processes of project management (incl. project planning, cost management, and time accounting)
- Connect to the SAP system & cost controlling
- Have an up and running system within four months
- Establish system and user support at the same time

**Benefits**
- KLUSA covers all required processes
- Minimize implementation risk by taking over existing architecture of KLUSA from Infineon Technologies
- OPUS GmbH able to establish user support in required timeframe

### Project Execution

**Initial Situation**
Golden Capital acquired the Wireline Communications division from Infineon Technologies AG. The new company called Lantiq had over 1,000 employees in over 20 world-wide locations. Since Lantiq isn't maintaining any production units, successful development projects are essential for the company.

**Execution**
- Successful coordination and planning of the project
- Successful completion on time
- Very good cooperation & communication between Lantiq and OPUS GmbH
- Highly flexible project team

**Achievements**
- KLUSA available on day 1, both in R&D and IT areas
- Completely working connections to SAP and Active Directory

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## Multi-Project Management at Visana Services AG

### Project Scope & Goals

**Mission**
Visana Services AG was looking for a tool that supports the top management, project controlling, and financial controlling with project ratings, integrated notification systems and individual reporting. Also, the Project Management process guidelines of the company should be integrated with the software.

**Scope**
- Structured entering & rating of the project data
- Improved support of the decision making process
- Acceptable cost-benefit ratio
- Portfolio management for costs and resources
- Configurable project reporting
- Rough planning and documentation in a single tool
- Integration into existing software environment

**Benefits**
- Easy to handle software for the project managers
- Multi-project reporting for the top management
- Automated project reporting
- Custom-fit solution for Visana Services AG

### Project Execution

**Initial Situation**
The individual project planning was done in MS Project, the multi-project management in MS Office Excel. The Project reporting was a big manual effort for the individual project managers as well as creating the monthly management report. Cutting down on the efforts and unifying the project management was a main goal of introducing KLUSA.

**Execution**
- Two-step implementation (first as SaaS, then in-house)
- Close contact between the project teams including regular communication, meetings & workshops
- Introduction of a report generator
- Integration into existing infrastructure at the company

**Achievements**
- Stable and good performance of KLUSA
- Two-way data transfer with a KLUSA SAP-Connector
- Two-way data transfer with MS Project Add-In
- Continuous close exchange between Visana Services AG and OPUS Gmbh to improve the software

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Multi Project Management at Fressnapf Tiernahrungs GmbH

**Mission**
By creating a „project inventory“ gain a first overview of the projects currently run by the company. Then group the projects, define project goals, and define a workflow for the project orders and their approval. Define ways to identify the important projects and to continuously monitor them, up to and including a final project report.

**Initial Situation**
The load of the resources and project costs wasn’t the focus of project management at Fressnapf Tiernahrungs GmbH. There was no central overview how many projects were running or completed, nor if there was a cost overrun in a project, nor if it was outside the planned timeframe, or didn’t achieve their goal.

**Scope**
- Create a project inventory
- Introduce a project approval workflow
- Introduce a rating and prioritizing of projects
- Introduce a project reporting
- Introduce a final report
- Use a multi-project management software as basis

**Execution**
- Roll-out KLUSA as a simple solution for multi-project management in a short time
- Fast-track communication between the project office and the project managers
- Create an obligatory workflow for project management in the company

**Benefits**
- Structured project planning
- Continuous project overview
- Highly obligatory process
- Efficient projects
- Continuous cost controlling
- Cost-benefit analysis available at project start

**Achievements**
- Professional set-up of project management and multi-project management
- Increased transparency through standardized reporting
- Standardized approval workflows
- Centralized, lean project office
- Introducing KLUSA as user-friendly tool for project management

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## Project Scope & Goals

### Mission
Introduce additional functionalities for systematic and transparent risk management and reporting to meet the company's requirements for the “Next Level of Zero Defect” initiative.

### Scope
- Introduce a risk trend analysis (RTA) analogous to a milestone trend analysis (MTA)
- Introduce risk management according to Failure Mode and Effects Analysis (FMEA) for technical risks
- Manage technical and non-technical risks in the same project

### Benefits
- KLUSA as web-based tool allows users to access all relevant data around the world
- Due to a role-based concept, the users gets exactly the data they require for their work
- The central project office supports the project managers in systematically gather, evaluate, and analyze risks

## Project Execution

### Initial Situation
The Research & Development divisions are working at innovative projects with ambitious goals. Thus, they have to deal with high risks to reach their goals with the predetermined costs and timeframe.

### Execution
- A cross-functional team gathered the requirements
- Definition of a risk trend analysis
- Definition of a workflow to gather, evaluate and analyze risks
- Set-up best-practice sharing community to continue improving the tool usage

### Achievements
- More than 130 projects are doing risk analysis based on the new features
- Change in risk management culture to disclose risks and assist the project managers to deal with them
- Find risks early in the project timeline that might be occurring at a later stage in the project or for the customer
- Define preventive and mitigating measures early on

## Show me the success story
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