

A background image showing a close-up of two business people in suits shaking hands over a table. The image is slightly blurred, focusing on the handshake. A blue semi-transparent box is overlaid on the top left of the image, containing the title and subtitle.

Improving competitive advantage of an Indian ER&D GIC through operational excellence using Whizible

Integrated Resources and timesheet management across a global project portfolio

The Engineering Services AgriGIC chose Whizible as their technology partner to strengthen the operational efficiency of their project enterprise. The benefits were in the areas of revenue enhancement, productivity improvement, cost reduction, overall operational efficiency.

AgriGIC

Agricultural Equipment ER&D GIC Unit

AgriGIC was a newly set up engineering research and design (ER&D) In-house unit (GIC) of a leading agricultural equipment multinational OEM

AgriGIC Parent has factories, offices and other facilities in more than 30 countries.

Executive Summary

The AgriGIC was one of the Global In-house Center/ Global Capability Center set up by a leading global agriculture equipment company. They competed with other global capability centers of the same parent globally for the projects.

They decided to support their project portfolio with [Whizible project e project enterprise management software](#) to improve efficiency and effectiveness of their project operations.

The Whizible software was customized and implemented without any delays and helped AgriGIC to stay competitive. They have been using Whizible for a continuous period of 12+ years.



Challenges

Demand for Innovation in Design and adoption of newer technologies in the AgriGIC's business was growing - putting pressure on the Captive unit

AgriGIC was being run as a P&L account, and being a relatively young company, had revenue and profitability pressures. They were also competing with other GIC units of the parent OEM in other countries to grab a share of their in-house business

AgriGIC received their orders based on bidding where other GICs of the parent competed. Hence the operational excellence, ability to estimate and submit the bid with short response time and at the same time, maintaining profitability was imperative

AgriGIC did not use a project and resource management software leading to suboptimal management of resources

Managing the operations team was becoming difficult as the number and complexity of the projects running at a time was increasing daily

Enterprise wide deployment of Whizible helped AgriGIC

Whizible formed a core AgriGIC team involving the lead engineer, project manager, the VP, and an IT support to work with Team Whizible very closely.

Whizible solution revolved around three key areas that required technical support to

eliminate inefficiencies caused by rising volume and complexity of the workload

- ❑ [Project operations management](#)
- ❑ [Timesheet](#), billing, and invoicing management
- ❑ Project Enterprise Management

AgriGIC had to follow certain SOPs as specified by the Parent company. So Whizible product experts customized all the modules and the UI to suit AgriGIC's requirements and internal standards. Whizible was suitably customized where needed, over a period of one year following the initial deployment.

Team Whizible completed the basic enterprise-wide installation and training in 22 days and the entire deployment after customization in the stipulated time period of one year. There were no project delays

Since the full deployment, there have been many changes to Whizible at AgriGIC to incorporate new features and functionality. Whizible software solution is quickly scalable for a growing organization without causing much disturbance in the daily project management

AgriGIC has been using Whizible solution for a continuous period of 12+ years, which is a proof that our solution was successful for AgriGIC

Results

AgriGIC experienced tangible benefits in all the areas listed below

- ❑ Revenue enhancement
- ❑ Productivity improvement
- ❑ Operational efficiency
- ❑ Cost reduction
- ❑ New wins from Parent organization

