

(Key Subsidiary of a Large High-Tech Manufacturer)

Location: **United States**

Industry type: **Telecommunications /Computer Networking Equipment**

Number of Employees: **9,000 (subsidiary only)**

BUSINESS CHALLENGES

Inefficient Supply Chain Management:

Managing sales data internally was frustrating as employees used different methods for tracking sales documents. Understanding proposal status was challenging from a management perspective. It required manually summarizing data. Being able to effectively prioritize deadlines was even harder.

Knowledge Sharing Challenges for its Legal Team:

The company's dispersed legal staff needed better collaboration of intellectual property and patent details. Subject matter expert resumes and testimonials were difficult to effectively share across the company. And complex litigation calendars were not integrated.

CORASWORKS SOLUTION

Navigation and Roll-Up Technology:

CorasWorks' navigation capability within its Workplace Suite allows the company to effectively manage proposal documents. With the Workplace Suite's user friendly color coding features and Roll-Up displays, the company now has an executive dashboard, which can be easily sorted by proposal amount or due date. CorasWorks software has also been critical in merging disperse legal data into one convenient site.

Consolidated Litigation Calendar:

CorasWorks software also will enable the company to only have to maintain one consolidated litigation calendar. Legal staff will be able to view the litigation calendar by subsidiary or by overall company.

THE IMPACT

Streamlined Supply Chain Management:

Since proposal data is now automatically consolidated, executives quickly understand what to focus on. Per one manager, "CorasWorks has trimmed my staff meeting in half, eliminating 30 to 45 minutes every week. And this is CorasWorks' impact on just one meeting – I imagine its full impact across our company is quite extraordinary."

Improved Knowledge Sharing Amongst its Legal Team:

The company's legal team will more efficiently share litigation knowledge and will improve its decision making capabilities, as everyone will have access to the data they need. And the consolidated litigation calendar will significantly streamline scheduling efforts companywide.

"Our IT team considers CorasWorks a secret weapon. We have found it incredibly simple and cost-effective to deploy comprehensive business solutions in such areas as supply chain management, litigation and project management."

- Senior IT Project Manager

Next Steps...

The company is deploying CorasWorks software for other purposes, including a project management solution and an idea repository.



The company is a subsidiary of a large high-tech Fortune 100 manufacturer. Its products and services enable the delivery of all forms of digital data to the communication industry worldwide.

Supply Chain Management: Managing proposal data internally was frustrating. Employees used different methods for tracking sales and sales-related documents, including Outlook, Access, Excel, and hard copies of notes and documents. Locating the current version of a document was difficult, as often multiple employees would make edits to different versions of the same document. Understanding status challenges from a management perspective required manually summarizing disperse data. And prioritizing deadlines was inefficient, as managers did not have an automated way to pull together and compare deadlines.

Using a simple, five-tab site structure, CorasWorks helps the company organize proposal documents and allows it to effectively manage proposal documents in progress. With CorasWorks' color coding and Roll-Up displays, it now has executive dashboards that summarize proposal activity for each management level. Since dashboards are automatically consolidated and can be easily sorted by amount or due date, executives quickly understand what to focus on. Per one manager, "CorasWorks has trimmed my staff meeting in half, eliminating 30 to 45 minutes every week. Instead of having to manually determine our priorities each week, CorasWorks instantly takes care of that for us. And this is CorasWorks' impact on just one meeting – I imagine its full impact across our Company is quite extraordinary."

Knowledge Sharing for its Legal Team: The company's disperse legal staff at several U.S. locations needs to improve its collaboration of intellectual property and patent information. Resumes and testimonials from subject matter experts are difficult to share. Complex litigation calendars are not integrated. And outside counsel contact data is stored within individual Outlook accounts and then has to be manually consolidated via an Excel spreadsheet.

The CorasWorks Workplace Suite's navigation and Roll-Up capabilities will effectively consolidate previously disparate legal data into one organized site. The legal team will be able to easily locate intellectual property, patent, subject matter expert and outside counsel data. It will effectively share litigation knowledge and improve decision making capabilities, as everyone will have access to the information they need. CorasWorks' software will easily enable the company to only have to maintain one consolidated litigation calendar, which contains every trial at the company, including

pre- and post-trial activities. The legal team will be able to view the calendar by subsidiary or by overall company. This will streamline scheduling efforts and improve the team's awareness of conflicts that arise.

Project Management Solution: The company's creative team lacked an effective way to manage its marketing projects. Being responsible for all marketing materials for new products, the team had to track a wide range of projects, including web site development, brochures and data sheets. The company considered upgrading its legacy system, but instead decided upon CorasWorks' project management solution, which is one of more than 50 solutions that come with the Workplace Suite. In doing so, it was able to achieve more with CorasWorks, while costing \$6,000 less than the alternative and taking less than 40 hours to complete – saving the company time and money.

With CorasWorks project management solution, all projects are now assigned a project ID number and the requestor has to enter required data, such as estimated cost and resources required. Project details, including project status and percentage complete, are tracked, allowing the creative team to better manage its project pipeline, more easily prioritize projects and better communicate progress.

Product Management Collaboration: The company's product management team manages product roadmaps, brings products to market, provides marketing and sales support, and manages customer issues. The team needed to better share data amongst each other and to more effectively communicate critical updates to senior management. Product information, when available, had to be extracted from emails, voicemails and conversations.

Utilizing SharePoint with CorasWorks, the team has now built a series of SharePoint sites to support its product set, with each functional area having its own site. CorasWorks enables the independent SharePoint sites to effectively communicate with each other. CorasWorks also enhances senior management's visibility to product data, so they can better manage their business from one site.

Idea Repository: The company's IT team had countless ideas submitted by different users, but it lacked a proper way to track these ideas. Its previous method was manual – maintaining separate Excel or Access lists – which provided no visibility from a management level. The IT team used CorasWorks to create an idea repository. All ideas are now captured within one site, enabling both the team and management to more easily review and prioritize new ideas.