CASE STUDY
SES NETWORKS
Workforce Science in Satellite Communications

PRECURSIVE

SES

beyond frontiers

SES Networks is creating a world of opportunity through connectivity and empowering communities and organisations to drive bigger, more fulfilling and more productive outcomes. With industry-focused network solutions that are powered by an MEO and GEO satellite fleet, and extensive ground infrastructure. SES Networks delivers solutions as a managed service so you can stay focused on how best to maximize your business.

https://www.ses.com/networks

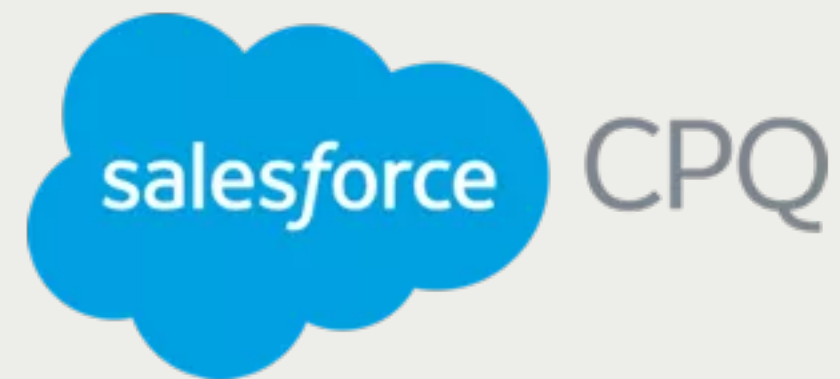# PRECURSIVE

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CLIENT CHALLENGE

SES needed better alignment between sales and the PMO and field engineering teams in order to better manage demand for project management and engineering resources.

Field operations were managed in spreadsheets & MS Project. This was inefficient, it did not provide suitable data and reporting to the Global Services Team.

Difficult to forecast, track and recognise project revenues, labor costs and equipment expenses.

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salesforce CPQ

Opportunity   **Quote**

Track & monitor leads
Manage & forecast opportunities
Quotes for labor, product & equipment

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Resource Allocation   **Project Budget**

Project created from site ID in opportunity
Plan & allocate resources
Track project tasks, progress & margin

salesforce analytics cloud

Reporting   **Dashboards**

Reporting & analytics on all costs
Utilization data across teams & skills
Analytics on revenue slippage by region

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SES increases productivity by better mobilising their people and assets. Better alignment between sales and delivery along with increased efficiency across the delivery cycle reduces project times from 180 days to 90 days.
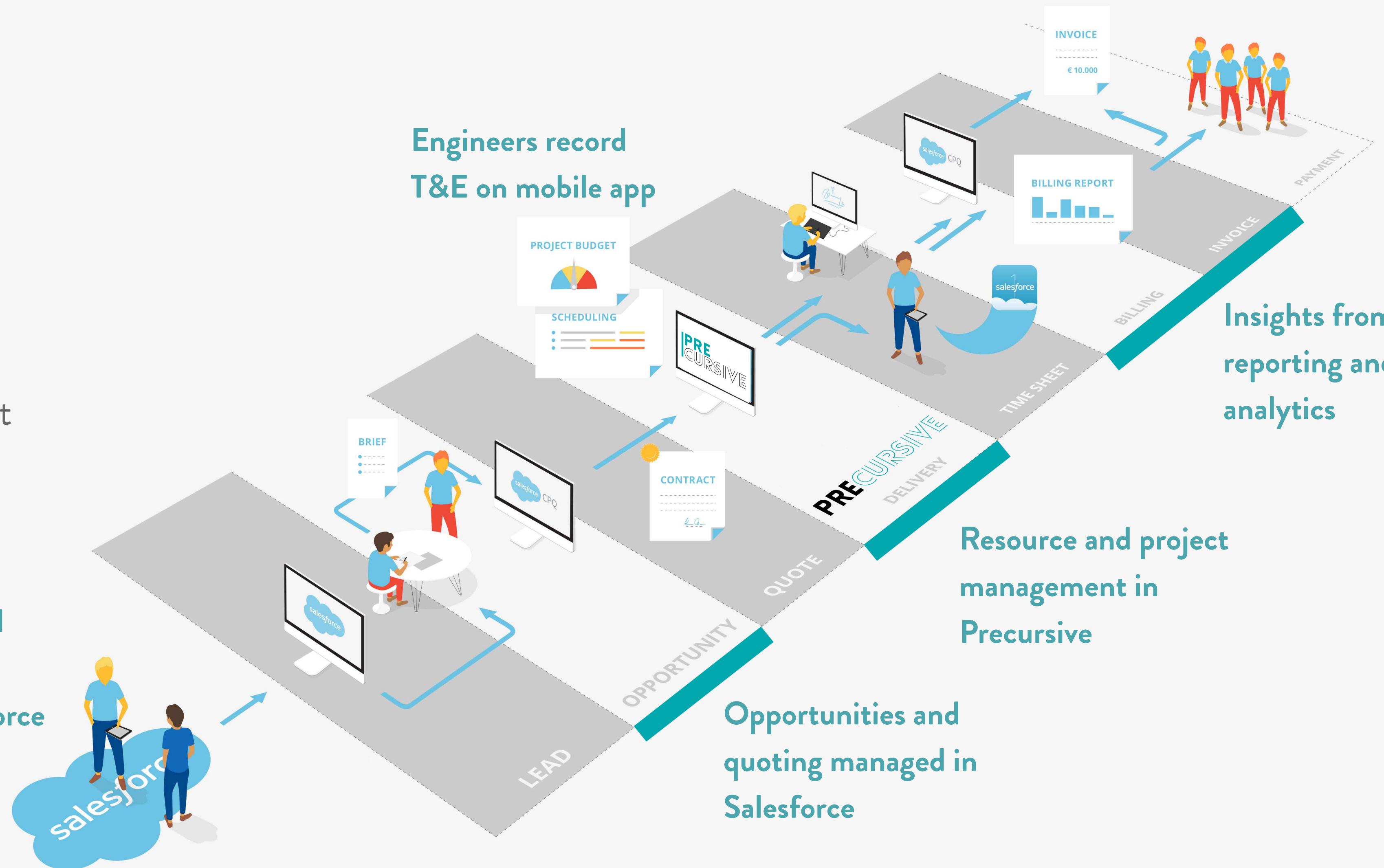
A lead is captured and transferred directly to Salesforce

Opportunities and quoting managed in Salesforce

Engineers record T&E on mobile app

Resource and project management in Precursive

Insights from AI reporting and analytics

LEAD

OPPORTUNITY

QUOTE

DELIVERY

TIME SHEET

BILLING

INVOICE

PAYMENT

BRIEF

CONTRACT

PROJECT BUDGET

SCHEDULING

INVOICE
€ 10.000

BILLING REPORT

salesforce

salesforce CPQ

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$800 million worth of projects managed through Precursive in 1 year. Average delivery time reduced from 180 days to 90 days.

Real-time visibility of capacity with more than 1000 field resources allocated.

Analytics used to unpack all delivery and infrastructure costs to refine the company's investment strategy in global services.

RICHARD VELLA.

GLOBAL HEAD OF PMO

"Precursive has helped us to manage projects globally using integrated tools on the Salesforce platform. Global PMO is able to track progress and be proactive to prevent project delays. We are seeing reduced project timelines as a result of using Precursive and have enjoyed working with a niche company with a dedicated and knowledgeable team."
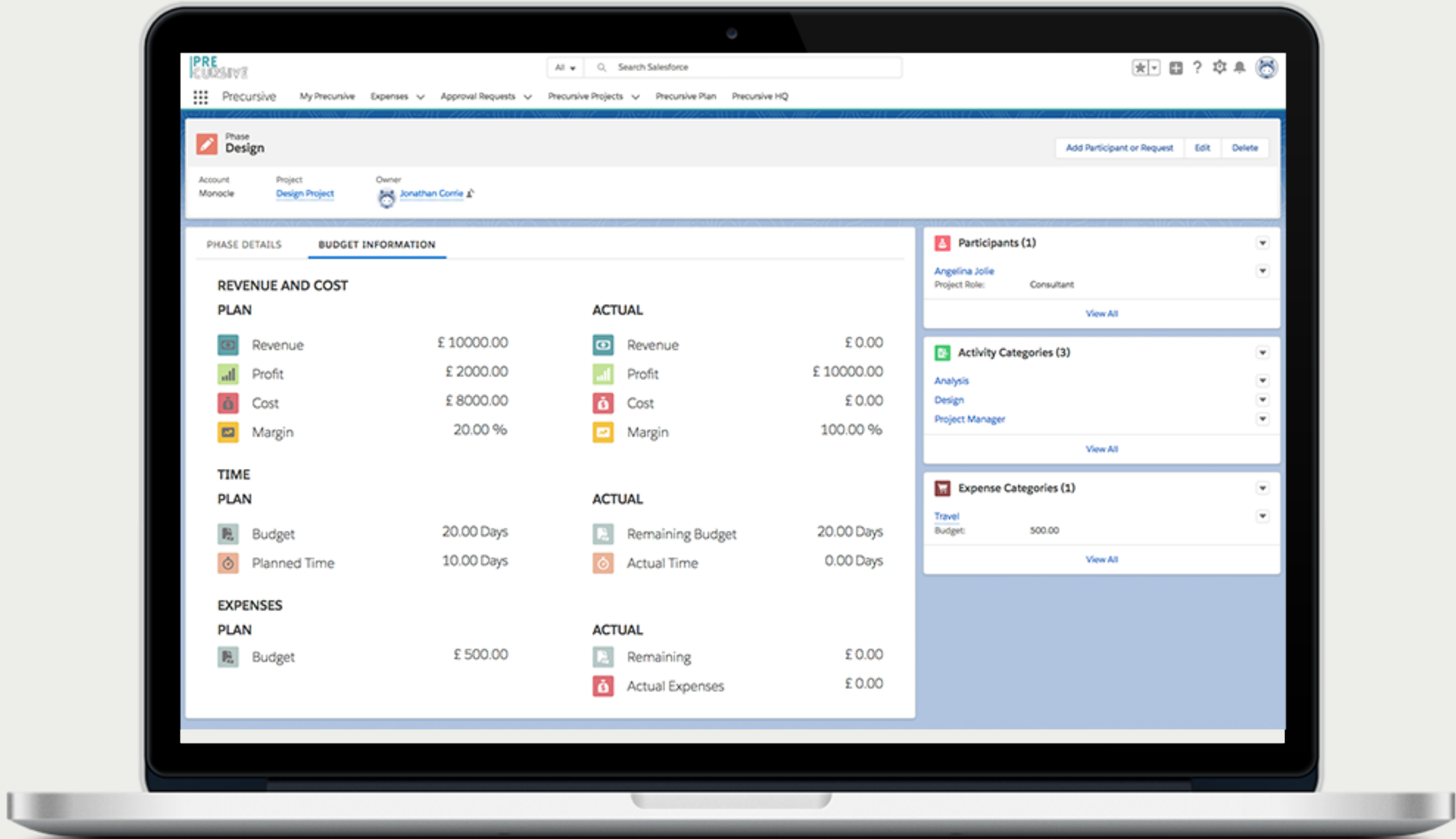
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THE FUTURE OF WORK

PRE**CURSIVE**

THE FUTURE OF WORK
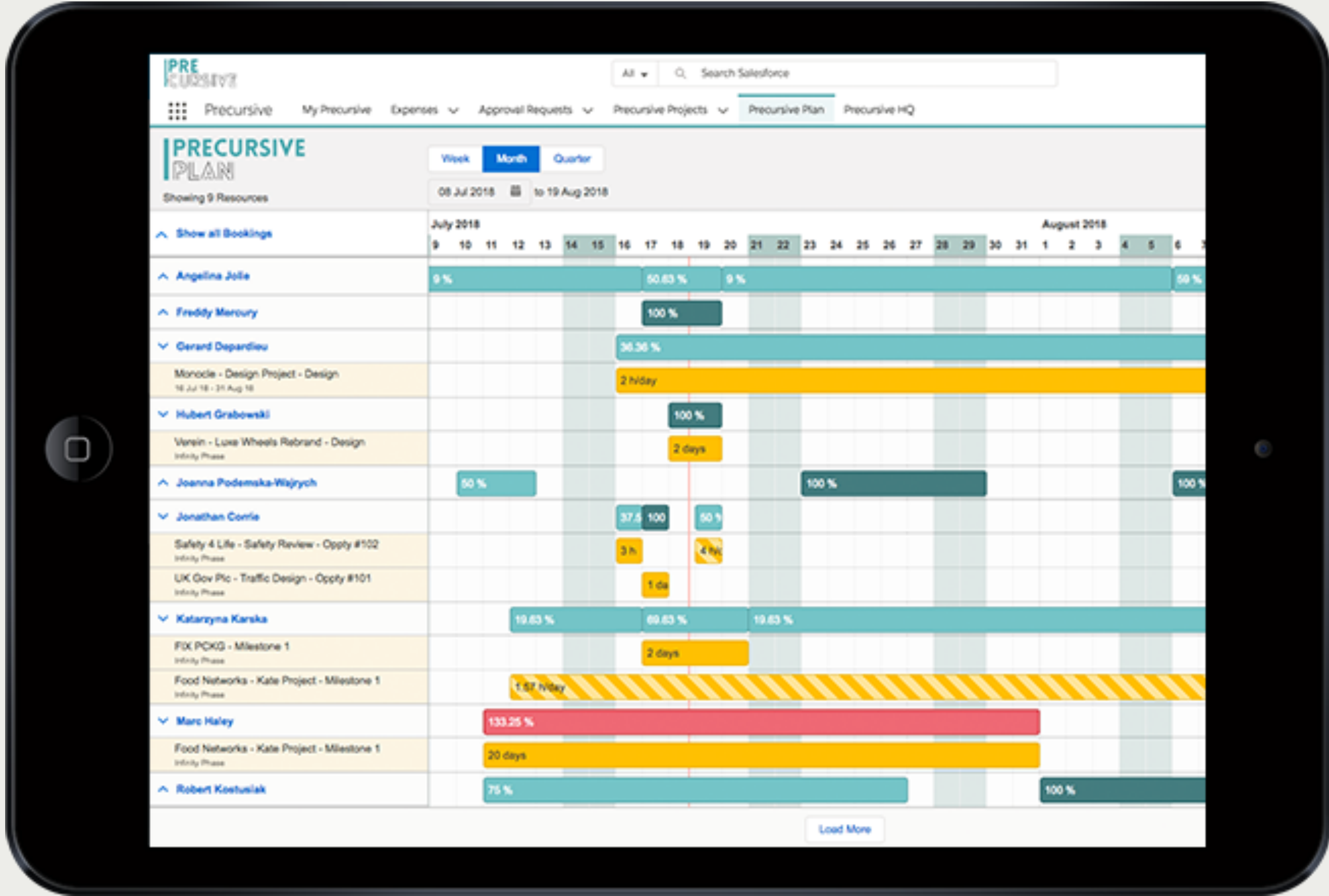
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PLAN. TRACK. FORECAST.

PRECURSIVE

THE LEADING RESOURCE MANAGEMENT APP