

## SAP Customer Success Story



**Eclipse Aviation** teamed with SAP and itelligence Inc. to roll out mySAP™ All-in-One as the information infrastructure for its start-up, midsize company. The company wanted a world-class, tier-one solution with rich aerospace and defense functionality and the ability to differentiate itself through e-business. **Eclipse Aviation** is using mySAP All-in-One to build a Web-centric business strategy so customers, vendors, FAA regulators, and employees can access the system through the Internet.



## ECLIPSE AVIATION

### ECLIPSE AVIATION JUMP-STARTS BUSINESS FROM "CLEAN SHEET OF PAPER"

Eclipse Aviation, located in Albuquerque, New Mexico at Albuquerque International Sunport, is designing, certifying, and producing modern, affordable jet aircraft to revolutionize the transportation market. The company is applying innovative propulsion, manufacturing, and electronics systems to produce aircraft that cost less than a fourth of today's small jet aircraft; is significantly safer and easier to operate; and has the lowest cost of ownership.

Eclipse worked with SAP and itelligence Inc., a global IT consulting company and the regional SAP business partner, to roll out mySAP™ All-in-One as the backbone for its operations.

"SAP and itelligence thoroughly understood the needs of a start-up, midsize company," says Michael Brown, chief information officer at Eclipse Aviation. "They partnered with us and put together a package where we could start small and then grow into additional capabilities. The competition didn't offer that option – they approached everybody with a cookie-cutter solution, whether you were a start-up or a FORTUNE 500 company."

This allowed Eclipse to plan for the future.

“We wanted a world-class, tier-one solution with rich aerospace and defense [A&D] functionality,” Brown says. “From the beginning, we have been focused on Eclipse as a world-class company. We intend for our systems and processes to be a primary differentiator between us and our competitors.”

### COMPETITIVE DIFFERENTIATION THROUGH E-BUSINESS

Much of this differentiation will be built around e-business enabled by the SAP® NetWeaver™ integration and application platform, which allows Eclipse Aviation to integrate people, information, and business processes across disparate technologies and organizations.

“We want to have a fluid, electronic flow of information between customers, vendors, and ourselves,” says Dennis Hanke, director of application development at Eclipse. “We are using SAP NetWeaver components such as SAP Web Application Server and Collaboration Folders [cFolders] to collaborate with vendors in online meetings, electronically exchange drawings and changes, and manage workflow electronically. We are building a Web-centric business so that all our constituents – customers, vendors, Federal Aviation Authority [FAA] regulators, and employees – can access the system through the Internet.”

E-business built around mySAP All-in-One and the SAP NetWeaver technology platform can also help streamline regulatory reporting.

“We want to build a collaborative environment with the FAA to provide instant access to the documents it needs to verify

specifications and inspections,” Hanke says. “This is normally a laborious, paper-based process. mySAP All-in-One enables us to track everything electronically, from vendor operations through final, on-site assembly.”

### RAPID IMPLEMENTATION

Eclipse Aviation is realizing these benefits quickly through the fast rollout engineered by SAP and itelligence, one of the world’s largest SAP authorized resellers. The company is running the solution on a Hewlett-Packard server and the Windows 2000 operating system.

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Dennis Hanke, Director of Application Development,  
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“We implemented purchasing functionality and a number of aspects of mySAP Financials and the Materials Management component within 90 days,” Brown says. “We then moved quickly into the Production Planning, Human Resources, and Project System components, along with mySAP Product Lifecycle Management and cFolders. We also plan to install Maintenance, Repair, and Overhaul (MRO), Warehouse Management, mySAP Business Intelligence, SAP Business Information Warehouse, mySAP Customer Relationship Management, mySAP Enterprise Portal, and SAP Strategic Enterprise Management.”

This rapid expansion of functional capability justifies the solution selection.

“We chose a software solution that would take us into the future,” Hanke says. “We are midsized now, but will be growing into a large aircraft manufacturer. We are building for the future. We are building the plane for the future, and we’re deploying the software that supports our current and future operations.”