



## IFS APPLICATIONS™ CONTRIBUTES TO FUTURE GROWTH FOR HEEREMA FABRICATION GROUP

**Heerema Fabrication Group (HFG), part of Heerema Group, a leading company in the offshore oil & gas and energy, engineering and construction industry, runs its primary business process on IFS Applications. The use of IFS Applications allows HFG to develop future plans and expand its EPC(I) contracts.**

### EMPHASIS ON EPC(I) CONTRACTS

For more than 10 years, HFG used custom-built software for its primary business process. With HFG's revised strategy in mind, of becoming a global EPC(I) contractor, the legacy software rapidly became obsolete. New ERP software was necessary, especially to support HFG's emphasis on becoming a global player in engineering, procurement, construction and installation (EPC(I)) and turn-key contracting.

### FOCUS ON FUNCTIONALITY

When it became clear HFG was going to select a new ERP solution, the project kicked off with a thorough analysis. Arjen Hoefkens, IT manager at HFG explains, "We needed a broad basis, both among end-users and management. We listed all the requirements, mainly from a functional point of view. What is absolutely necessary in our primary process? How can we support material and production control? And, most important, we asked commitment from all involved and kept asking it all the way. Because it's easy to give commitment today, but will our project still be supported next week or next month when unexpected issues arise?"

The situation analysis resulted in a list of selection criteria, the most important of which were support for core processes, collaboration with subcontractors, and project management support for EPC(I) projects.

Through Norwegian contacts, Wim Korndorffer, the former CIO of Heerema Group, came in contact with IFS. He placed IFS on the short-list. "We knew IFS had some great references in the offshore industry, and we noticed that they were very determined to have HFG as a customer." Part of the selection process was a workshop with an elaborate business case. Korndorffer continues, "HFG has a 100% focus on functionality. We asked all project team members to score the presented solutions. We then weighed the scores, and IFS was soon pronounced the winner. Even if we hadn't weighed the scores, IFS would have won anyway. It was a purely functional choice, with which we are

### ABOUT HEEREMA

Heerema Fabrication Group (HFG) is part of the Heerema Group. The Heerema Group designs, constructs, transports, installs and removes offshore facilities for the global oil & gas and energy industry. During the last decades, Heerema has become a significant international player in the offshore construction industry. The Heerema Group consists of two divisions: the Heerema Fabrication Group (HFG) and Heerema Marine Contractors (HMC). HFG specializes in the engineering and fabrication of large and complex structures, HMC transports, installs and removes all types of offshore facilities. HFG has three yards around the North Sea, two in the Netherlands (Zwijndrecht and Vlissingen) and one in Hartlepool in the UK. In 2006 HFG acquired an engineering company in the US. HFG has more than 800 employees worldwide and over 2,500 subcontractors.



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very content. We are in the business of fabricating offshore constructions, not annual reports. But functionality alone is not important; financials are as well. IFS supports our functional needs, while meeting the demands of the financial community.”

### INTEGRATED PROJECT TEAM

After IFS Applications was selected, HFG started a small pilot, involving all key users from the North Sea yards. In the fall of 2007, the implementation started at the Hartlepool, UK, yard. HFG expects to finish the implementation in 2009. Hoefkens says, “One of the key success factors was involving IFS consultants in our integrated project team. There is no ‘us’ or ‘them’; we are all part of the same team. The IFS consultants are really focused on getting to know us as a company and understanding our business. They take responsibility and are committed to the result. They are a natural partner to us.”

### INTEGRATED PROCEDURES

Hoefkens continues, “Choosing IFS not only meant saying goodbye to our legacy systems, it also meant a complete turnaround for our three yards. For the first time, key users from three different locations met their peers, shared their best practices and designed new procedures. We are still in the middle of that learning curve. Before, we worked with stand alone solutions. Now, we are experiencing the benefits—such as greater visibility—of having integrated applications. To improve our procedures, we had to start at the beginning, instead of finding work-arounds. Because of IFS, we are now really integrating procedures. That is a lot of hard work, but it seems to be paying off more than we expected. By sharing experiences and working as a team, spin-off projects emerge. For us, that truly is an unexpected benefit.”

### BENEFITS

- 100% coverage of functional needs and wants
- Project management support for EPC(I) projects
- Integrated procedures
- Financial transparency
- Integration with Weld-Eye software
- Spin-off projects



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**“To us, IFS is a toolbox.  
It allows us to develop far more activities than we ever  
thought possible. Using IFS Applications is a prerequisite  
for HFG to set the next step in our strategic development.”**

Arjen Hoefkens, IT manager at HFG