

## Defense Firm Uses AgilePoint to Enable Global Growth Strategy and Comply with Regulatory Requirements



Elbit Systems Ltd. (ESLT) is a multi-national firm headquartered in Israel that engages in the design, development, manufacture, and integration of defense systems and products globally. They operate in the areas of aerospace, land and naval systems, communications systems, intelligence, surveillance and reconnaissance, unmanned aircra systems, advanced electro-optics, electro-optic space systems, electronic warfare suites, airborne warning systems, data links, and artillery systems. Elbit serves as a prime contractor or subcontractor to various government and defense agencies.

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### Challenge & Objective

Elbit was looking for an application development solution that would align with their existing Microsoft-based infrastructure and support their global acquisition strategy. The primary challenge was integrating varied technologies amongst all the new subsidiaries, data and process consolidation, and sharing data between subsidiaries and the parent company – all while adhering to strict accounting and regulatory requirements.

Elbit needed a solution that would work effectively with SharePoint, VB, and .NET from a functional perspective and addressed technology requirements that called for the distribution of new applications throughout the organization. During the selection process Elbit took into consideration two different types of users: IT pros that would build components to access various applications, and business analysts that would build process-enabled applications for the end-user without any need for specialized knowledge of the back-end applications.

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### Project Solution

#### *Project Goal*

The goal of the initial project was to increase Elbit's operating efficiency in processing purchase orders by at least 60%. Prior to the start of their project, the average purchase order processing time was 28 days.

Elbit had implemented a business services architecture in which IT provided re-usable services for the business to develop applications that integrate with back-end systems throughout the organization. Additionally, this provided transparency between systems, enabled better strategic planning, and gave subsidiaries the freedom to decide which set of IT systems they wanted to use.

“From a technology point of view, we have taken a best of breed approach. That means that we are concentrating on enabling more effective connections to our underlying systems to allow us to leverage them in new process-enabled applications.”

Director of IT, Shmulik Volkenfeld

**Project Results**

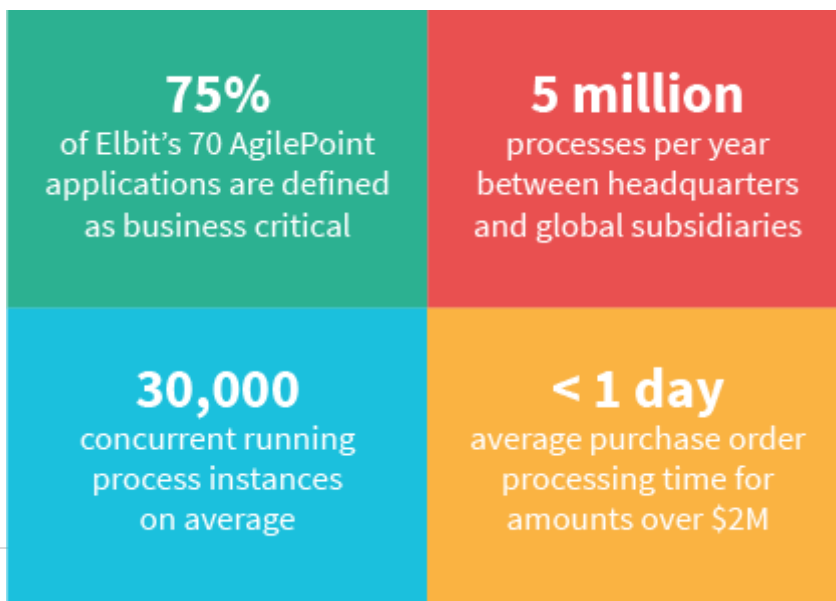
AgilePoint provided the development framework that enabled Elbit to create a 550-activity purchase order application that could be consumed as a service by all of the subsidiaries. Developers worked with the AgilePart feature of AgilePoint BPMS, developing a component library that wraps and encapsulates the ERP system and other functional applications.



For Business Analysts, AgilePoint BPMS’ support for Visio and SharePoint empowered them to develop new applications that leveraged these components without deep technical knowledge. This meant Elbit could divert precious IT resources elsewhere that formerly handled the development of applications.

For maintenance, Elbit can make changes at either the component or the process level, without affecting other parts of the system. They also leverage the Business Rules capability of BizTalk to govern the functionality of a given component, effectively customizing it to the subsidiary, thus addressing specific compliance and regulatory requirements.

**Additional Usage Statistics**



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## Additional Business Benefits

The solution yielded numerous additional benefits that increased Elbit's operational efficiency:



### Comprehensive Forms

Comprehensive and contextual forms that allow users to receive the data they need to complete activities and tasks



### Flexible Reporting Infrastructure

A flexible reporting infrastructure that makes information available to all subsidiaries and to multiple levels of management



### Alerts & Notifications

Alerts and notifications that ensure processes are not delayed by overdue tasks and that help ensure projects finish on-time



### Reduced IT Costs

Reduction of IT maintenance costs by supporting a business services model that utilizes discrete, re-usable components



### Complete B2B Approval System

Complete B2B approval system built with AgilePoint BPMS that works between major partners like Boeing and C-Level Executives