



PRECURSIVE CASE STUDY.

CUSTOMER - SES

GLOBAL DATA SERVICE PROVIDER

PRECURSIVE

PLAN. TRACK. FORECAST.



CUSTOMER: **SES.**

WORKFORCE SCIENCE IN SATELLITE COMMUNICATIONS

SES 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 delivers solutions as a managed service so you can stay focused on how best to maximize your business.

<https://www.ses.com/>

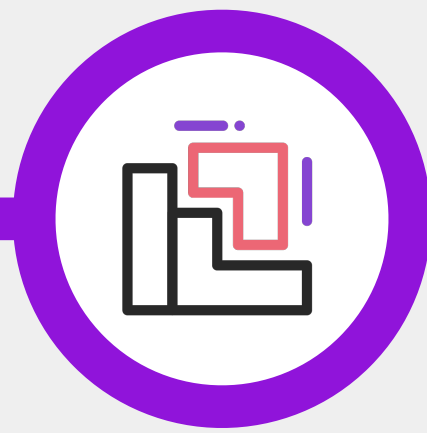
PRECURSIVE

"Precursive helps us to manage projects globally using integrated tools on the Salesforce platform. We can 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."

RICHARD VELLA.

Head of Program Management
SES NETWORK

HOW SES **USES PRECURSIVE.**



1. **Opportunities in Salesforce**
A lead is captured and transferred directly to Salesforce

2. **Capacity Planning**
Resource allocation and project performance tracked in Precursive

3. **Project Management**
Project templates, planning and task allocation in Precursive

4. **Mobile App**
Engineers can record time and expenses on the go

5. **Reporting**
Insights from sufficient data with AI reporting and analytics

Key point: “The results we see is improved project timelines, finding efficiencies and reduce our costs in delivering projects.”

CUSTOMER **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.
- Exit spreadsheets. Field operations were managed in spreadsheets & MS Project. This was inefficient and it did not provide suitable data and reporting to the Global Services Team.
- Overcome difficulties, relating to forecasting, tracking and recognising project revenues, labor costs and equipment expenses.



THE SOLUTION.



The World's
#1 CRM

PRECURSIVE The Services Delivery
Cloud for Salesforce



Opportunity
Management

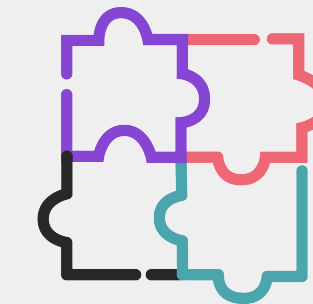


Quote
Generation

Track & monitor leads
Manage/forecast opportunities
Quotes customers



Customer
Onboarding

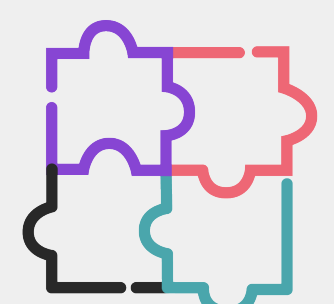


Task
Allocation

Automated creation of project plans
Tracking progress to baseline
Tasks allocated to engineering staff



Resource
Allocation



Capacity
Planning

Plan & allocate resources
Forecast capacity crunches
Automate staff notifications

PRECURSIVE SOLUTION.



\$800 MILLION.

Project Value

Managed through Precursive in 1 year with average delivery time reduced by 40%.



INCREASED.

Requested Fulfilled

1000+ resources allocated to projects with a real-time view of capacity.



\$65 MILLION.

Additional Revenue Recognised

With historical losses of near \$100m, cut to \$35m since introducing Precursive.

EMPOWERING SERVICES **TEAMS.**

Highest User Adoption
Mid-Market
SPRING 2023

Highest User Adoption
Mid-Market
WINTER 2023

Highest User Adoption
WINTER
2023

CUSTOMER SUCCESS.
ENABLING OUTCOMES

LIGHTNING NATIVE.
TECHNICAL INNOVATION

ENTERPRISE SECURITY.
TRUST & PRIVACY

Users Love Us

Highest User Adoption
Mid-Market
FALL 2022

Highest User Adoption
FALL
2022

Precursive team with enterprise experience at ABB, Fujitsu, Roche

> \$1 Billion in project value managed in Precursive

GDPR compliant
ISO 27001: 2013 certified



PRECURSIVE

★★★★★ 5.0
Average Rating

PRECURSIVE **CUSTOMERS.**

High Tech.



Profesional Services.



PRECURSIVE

PRECURSIVE

THE SERVICES DELIVERY CLOUD FOR SALESFORCE

PLAN. TRACK. FORECAST.

www.precursive.com