

INGERSOLL-RAND Selects NetIDEAS to Host ProjectLink for its Collaborative Product Design Efforts

**Private Exchange extends best practice
and minimizes costs across business
units.**

Solution Overview

Company

Ingersoll Rand
Woodcliff Lake, NJ
www.irco.com
George Ashley

Industry

Industrial Equipment

NetIDEAS Solution

ProjectLink

Partner

PTC

Ingersoll-Rand Company has invested in Parametric Technologies Corporation's ProjectLink Software for 'outside the firewall collaboration' on new project and product design. NetIDEAS, PTC's only ProjectLink Application Service Provider, was sought out to implement a ProjectLink environment in its hosting facility and brand the site in such a way that any and all Ingersoll Rand Sectors and Business Units could access it, use it, and add certain features that make it more useable for its business as a whole. The net result is a collaboration capability for the entirety of the enterprise at a fraction of the cost; both upfront and ongoing.

Initially upon the purchase, Ingersoll Rand implemented ProjectLink on a server at one of the Business Units; essentially inaccessible to other Business Units of Ingersoll Rand. As a result of the technical issues and the seclusion of the application relative to the entirety of the extended enterprise, Ingersoll Rand knew that it needed a better way to deploy the application so that its benefits could be realized throughout the businesses. In pursuing NetIDEAS, Ingersoll Rand immediately saw the benefits of the ASP deployment. A branded Ingersoll Rand ProjectLink Exchange on the NetIDEAS infrastructure was identified as having tremendous benefits to Ingersoll Rand's extended enterprise:

- Cost (both fixed and variable)
- Time to Benefit
- Shared Best Practices
- Leveraged Resources across all of IR
- Total Performance toward meeting business benefits.

Ingersoll Rand realized that if it were to let each Business Unit deploy its own collaborative ProjectLink environment, each division would be required to supply the software, hardware to run the applications, the personnel to manage and support the applications, and most importantly increase the technical risk of performance, security, and return on investment. This could have impacts at each business unit and when rolled up into the enterprise, significantly impact the cost of doing better product development.



For More Information

For more information about NetIDEAS products or services, please visit our Web site or call us at (856) 914-9410 (US).

<http://www.netideasinc.com>

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Using NetIDEAS branded ProjectLink Exchange, Ingersoll Rand Corporate Technology provides one ProjectLink instance that allows any and all Business Units to utilize when needed and with the flexibility of the tool still allows each division to configure some aspects to make it work uniquely for the business units needs.

The Branded site via NetIDEAS is expected to quickly result in savings and benefits to Ingersoll Rand's extensive organization. "The new ProjectLink site is up and running and it took only a few days. Our people have done some testing of the site and are working with NetIDEAS to put in the custom templates for IR. It's gone extremely well", said George Ashley, Director of Engineering Business Services at IR. "We're looking for NetIDEAS to become a strategic partner and hosting ProjectLink is a good first step. They are extremely knowledgeable about the application and are very responsive in helping Ingersoll-Rand reach its strategy for outsourcing applications. The ASP model will greatly facilitate our ability to leverage our investment in Windchill Solutions across our Business Units and Sectors."

