



MetroPower, Inc.
Albany, GA
www.metropower.com

Industry:

Engineering & Construction

Annual Revenue:

US\$90 million

Employees:

500

Oracle Products & Services:

Primavera P6 Enterprise Project
Portfolio Management
Primavera Contract Management

“A major part of our success comes from excellent execution. Oracle’s Primavera applications guide our users through various aspects of each project, eliminating potential loose ends and major errors. It is difficult to determine the savings value, but it is significant on each and every project.” – Eddie West, Branch Manager, MetroPower, Inc.

MetroPower Achieves 100% Profitability on New Projects with Integrated Project Management Software

For more than 30 years, MetroPower, Inc. has served the electrical construction and service needs of residential, industrial, institutional, and commercial communities. With an unsurpassed reputation for service, MetroPower and its affiliates recognize the specialized requirements of customers and have structured the company to respond to those needs.

Challenges

- Replace paper-based project management processes with an automated solution
- Ensure that the company has ‘zero losers’—engineering projects that lose money—and that it meets project deadlines
- Improve resource utilization, enabling MetroPower to efficiently move employees from project to project
- Boost project profitability

Solution

- Leveraged Oracle’s Primavera P6 Enterprise Project Portfolio Management and Primavera Contract Management solution to automate project management processes, helping the company improve efficiency and grow sales from US\$50 million to US\$100 million
- Gained visibility into contract, project management and scheduling data to more than 95 employees, enabling MetroPower to move employees to new projects as needed and bring them up to speed quickly
- Enabled MetroPower to make money on all new projects—more than 100—since implementation, eliminating losses due to poor visibility and ensuring on-time completion
- Pushed purchase orders generated in Primavera Contract Management immediately into the back-end accounting system, improving financial management and data accuracy
- Leveraged Primavera P6 Enterprise Project Portfolio Management solution to identify potential schedule slippage before it becomes a problem
- Improved forecasting capabilities and helped MetroPower stay on budget
- Experienced 10% to 15% productivity gains in reporting and scheduling