



ECLIPSE
AVIATION

When Eclipse Aviation Corp. – a manufacturer of affordable jet aircraft based in Albuquerque, New Mexico – set out to improve collaboration with partners and customers, and ensure full compliance with FAA regulations, the company turned to SAP for the right solutions. By implementing the SAP NetWeaver® platform, the company has reduced its compliance-related costs, implemented customer and employee self-service, and improved operational efficiency.

ECLIPSE AVIATION

AT A GLANCE

Company

- Name: Eclipse Aviation Corp.
- Location: Albuquerque, New Mexico
- Industry: Aerospace and defense
- Products and services: Jet aircraft
- Web site: www.eclipseaviation.com
- Implementation partners: SAP® Consulting, N2, Idea Integration, Axon, and intelligence

Challenges and Opportunities

- Ensure full and cost-efficient compliance with Federal Aviation Administration (FAA) regulations
- Improve collaboration with partners and customers
- Achieve superior process efficiency to deliver on aggressive sales plan and growing backlog of orders

Objectives

- Create scalable infrastructure to accommodate future growth
- Achieve higher levels of collaboration with regulators, partners, and customers – and among internal employees
- Move toward making all applications available through the portal functionality in the SAP NetWeaver® platform
- Prepare to set up maintenance portal and external portal for customer information and aircraft configuration

SAP Solution and Services

SAP NetWeaver for business intelligence and portal functions

Implementation Highlights

- Went live with phased project in 12 weeks with little disruption
- Transferred existing employee and manager self-service functionality to the SAP portal
- Completed project with mostly internal resources
- Basic maintenance, repair, and overhaul scenarios operative by 2006

Why SAP

- SAP best practices offered the fastest time to benefit
- SAP NetWeaver integrates in-house and 3rd-party software
- SAP applications achieve the maximum technological benefit
- Portal function for single point of entry was a pivotal factor
- Solution allows streamlined compliance with FAA regulation

Benefits

- Reduced time and costs associated with compliance
- Improved communications and operational efficiency
- Implemented customer and employee self-service
- Enhanced ability to change via SAP NetWeaver platform



“SAP and intelligence thoroughly understood the needs of a midsize start-up company. . . . We wanted a world-class, tier-one solution with rich aerospace and defense functionality. . . . We intend for our systems and processes to be a primary differentiator between us and our competitors.”

Michael Brown
CIO
Eclipse Aviation Corp.

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