



## IKM

**IKM reported an increase in quality and efficiency on their tender creation.**

### Who is IKM?

Producing bids and proposals can be a challenging task with a lot of moving parts, and multiple contributors literally scattered across the globe. Creating a multi-million dollar bid with a file-based solution can be a tedious and difficult task.

IKM Ocean Design & IKM Subsea are two subsidiaries of the IKM Group. IKM Ocean Design is the leading Norwegian company within development and design of subsea fields. The company has personnel located in Trondheim, Stavanger and Oslo, and work on some of the North Sea's largest and most complex projects.

IKM Subsea is an innovative ROV operator with their own technologically advanced Merlin work class ROV technology. IKM Subsea is present in Singapore, Malaysia, Aberdeen, and Headquartered in Bryne, Norway.

With both subsidiaries looking at a situation with multiple locations, some of which are international, and a prospect of working closer together on joint projects, they were looking for a solution to improve their tendering process. Therefore, they decided to trial XaitPorter.

**“The people haven’t changed, and the content hasn’t changed, but the consistency, productivity and focus has. That is why we have such a great success with XaitPorter”**

Espen Gilbu, Sales and Marketing  
Manager at IKM Ocean Design



[ikm.com](http://ikm.com)



## Piloting success in a tough market

Their pilot program started in September 2014. The pilot allowed them to make a decision based on a 3-month test of XaitPorter within the departments on actual tenders.

Based on the initial dialogue with the IKM subsidiaries, we identified some challenge areas. This allowed us to pinpoint some key focus areas based on their challenges working in a serial process with a file-based solution.

### Key focus areas

- Enforce a parallel work process to reduce time spent on tendering.
- Enable the teams to collaborate more efficiently between the different office locations.
- Improve branding consistency of the tenders.
- Increase productivity in the tendering teams.
- Make it easier for bid managers to manage and organize the tender schedules.
- Enable the two organizations to collaborate on larger projects.

## Great feedback from pilot

Feedback from the pilot phase was very good. Both IKM subsidiaries reported an increase in quality and efficiency in their tender creation.

Toward the end of 2014, the markets started feeling the pressure of the sinking oil prices and less work on the horizon. However, both IKM groups decided to push forward from the pilot.

## A wise investment in a tough market

The usage of XaitPorter has spread outside of tendering and is now even used for product sheets and studies. The fact that they now can compete in several parallel tenders utilizing the power of the database puts them at the head of the class. Without having to do double the work.

**"To be able to compete in what has to be one of the toughest competitive marketplaces in the world, we need to be innovative in all our endeavors, both subsea and in the office."**

*- Hans Fjellanger, Business Development Manager at IKM Subsea*

As of March 2015, IKM Ocean Design & IKM Subsea have won several large contracts between the two subsidiaries of IKM Group.

XaitPorter has proven itself as a good ROI for IKM Group. Says Peder Hoås, CEO of IKM Ocean Design:

**- XaitPorter has been a wise investment in a tough market.**

Espen Gilbu, Sales and Marketing Manager at IKM Ocean Design, sums up why XaitPorter has proven to be such a great investment:

**- The people haven't changed, and the content hasn't changed, but the consistency, productivity and focus have. That is why we have such great success with XaitPorter.**

Divisions using XaitPorter:

- IKM Ocean Design
- IKM Subsea