



Honeywell UOP

XaitPorter provides Honeywell UOP almost one year of savings, allowing them to significantly increase the number of proposals they can issue a year.

Who is Honeywell UOP?

Honeywell UOP is a multi-national company developing and delivering technology to the petroleum refining, gas processing, petrochemical production, and major manufacturing industries. Honeywell UOP employs more than 5,000 people working in 30 offices and plants located in 19 countries.

The challenge

In late 2018, Honeywell UOP executed an internal improvement project to look at opportunities to improve the content, style and general efficiencies at creating technical and commercial proposals. They were seeking a solution that allowed them to collaborate across multiple regional offices without the headache of formatting and document corruption.

Xait worked with Honeywell UOP to identify challenges they were facing, which allowed Xait to pinpoint key areas:

- Improved structure and content of proposals
- Clearer messaging of key solutions and customer benefits
- Reduced time in document creation, formatting and final delivery
- Allowing users to better collaborate between multiple global locations
- Branding and formatting consistency within proposals
- Content management



"XaitPorter has proven a success at Honeywell UOP, and within the first year we saw significant efficiencies using the solution"

Ian Clarke, Hydroprocessing Product Marketing Manager at Honeywell UOP

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The solution: XaitPorter

In January 2019, Honeywell UOP started with a pilot of XaitPorter, and it was clear that it provided significant benefits. Honeywell UOP is now using the solution globally for all proposals across three lines of business.

During the pilot, Xait did a full introduction and training session at the Honeywell UOP office in the UK. Initially the plan was to do a small trial with a typical customer project. However, it was clear the benefits of XaitPorter allowed Honeywell UOP to execute a complex multi-technology proposal for an active customer project utilizing people across three global locations. By the end of the 3-month trial, XaitPorter had been used by 100 people for over 15 proposals, including bi-lingual proposals.

In just over one year of use, Honeywell UOP has now over 300 people using XaitPorter and have created over 250 customer proposals.

From pilot to adoption

For Honeywell UOP, the pilot was intended to compare the benefits of XaitPorter against its current solution of an in-house developed Microsoft Word document with macros.

Says Ian Clarke, Hydroprocessing Product Marketing Manager at Honeywell UOP:

- It was very quickly clear that XaitPorter provided significant benefits from Microsoft Word, including automated formatting, multi-user collaboration, a powerful content library and a cross-business proposal format.

Other features that made the adoption a logical step was the ability to assign tasks, create workflows for document approval, and automatic saving.

What are the results so far?

Honeywell UOP have estimated that XaitPorter has provided almost one year of savings, allowing them to significantly increase the number of proposals they can issue a year.