

# Case Study | Aegion

## Overview



Aegion Corporation is the parent company for Insituform, Bayou, Brinderson, Corrpro, CRTS, Fibrwrap, Fyfe and United Pipeline Systems. Aegion's companies are global leaders in infrastructure protection and provide proprietary technologies and services for the corrosion protection of industrial pipelines and for rehabilitating and strengthening sewer, water, energy and mining piping systems, buildings, bridges and tunnels and waterfront structures.

## Challenges

Aegion was experiencing significant expansion and needed the capacity to manage more projects and handle greater diversity in their project portfolio. Due to their escalating growth, Aegion found the need to increase responsiveness, reduce duplication and improve consistency in project management. The integration of key technologies, such as Primavera Contract Management (PCM), Primavera P6, JD Edwards and Oracle CRM On Demand was essential to achieving those goals.

## Our Solution

After traveling to Aegion's corporate office in St Louis in 2012, the Calance team gained a thorough understanding of Aegion's needs and concerns regarding the management of projects. The resulting plan utilized the Dimension Integration Framework which has immense flexibility, allowing Calance to not only reuse existing integrations between products such as Primavera and JD Edwards, but also to rapidly generate integrations with new systems such as Aegion's custom estimating database. Calance built on the Dimension Integration Framework to link project data and processes across five systems: Oracle CRM On Demand, JDE, Primavera P6, PCM and Aegion's in-house estimating database. Daily communications between the Calance team in Boulder, Colorado and their counterparts at Aegion ensured that the project was on track.

## Results

The new processes allow Aegion to continue growing, while managing their project pipeline consistently and efficiently. Without the help of Calance, Aegion would have needed to manage their multitude of projects by hand. By integrating their systems, Aegion reduced costs and delays that would have been the results of inevitable human errors. Additionally, for future outlook, the flexible architecture of the Dimension Integration Framework means that upgrades to Primavera and JD Edwards will not be limited by the integrated systems.

"For me, the integration solution from Calance facilitated seamless tying of project management and operations across our ERP and Primavera platforms."

– Thys Lourens CIO,  
Aegion

## About Calance

Calance is an IT Services firm operating in the United States, Canada and India. We provide Consulting, Application Development & Systems Integration, Managed Services, IT Staffing and pre-built Products & Solutions. With a long history of success in IT Services, we help clients tackle many of today's technology challenges. For more information, please contact us at [www.calance.com](http://www.calance.com).

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