

## Software as a Service

Based in Frankfurt am Main, **Sword CTSpace Deutschland GmbH** is part of the worldwide operating **Sword Group**. A global leader in enterprise content collaboration, **Sword CTSpace** provides clients with multilingual document management and collaboration, cost control, and business process management solutions for the design, engineering and construction of capital-intensive projects worldwide.

Sword Group is a true global player. Headquartered in Lyon (France), the group has operations in 37 countries, employs more than 2,000 members of staff, and

globally. Today, through its various subsidiary companies, **Sword CTSpace** actually supports 145,000 professionals in 56 countries," tells us Mr. Ingo Marienfeld,

support, training or professional services. This is confirming **Sword CTSpace's** role as a truly global leader in SaaS based Enterprise Content Collaboration."



Sword CTSpace serves a multitude of renowned customers in various industries such as engineering, construction, energy or transportation

achieves an annual turnover of over 200 million Euros. Sword Group is ranked among the international leaders in the supply of business process improvement solutions. Its skills, infrastructure, and depth of experience help its clients optimise performance, increase efficiency and maximise return on investment. "What sets us apart from our competitors is our ability to support our clients

Sales Director of **Sword CTSpace Deutschland**, in our interview. **Sword CTSpace Deutschland** is in charge of serving customers throughout Central and Eastern Europe and currently employs 18 members of staff. "Spread around the world, users benefit from our experienced team of consultants who are based locally and are able to provide assistance in the native language, whether it be

"SaaS (Software as a service) basically means we licence the required software to our customers as a service via the Internet," explains Mr. Marienfeld. "Thus, we enable our clients to significantly reduce costs for bespoke software development. Clients also do not have to invest in hardware and software licenses; they just pay for its usage. In many cases, complicated decision making processes

are avoided: the budget owner can just make a decision within his operational authority."

The company's SaaS solutions are based on configuring a suite of standard products that are employed by leading enterprises in a multitude of industries. These include engineering and construction, oil and gas, energy, transportation, utilities, real estate development, healthcare, insurance, banking and finance, retail, as well as government and public sectors. The combination of document management and collaboration, cost control, and business process management tools enables clients to efficiently interact and communicate over the Internet throughout the lifecycle of an asset project. The benefits offered by this sophisticated SaaS service are improved communication cycle times of up to 60% and reduced risk and improved regulatory compliance. In addition, projects can be completed much faster, and full transparency is guaranteed across the entire project for all parties involved.

The **Sword CTSpace** document management and collaboration solution, for example, covers the document management needs of organisations with a focus on construction and engineering. It allows organisations to rapidly deploy document control and automate document-centric business

processes to enforce compliance to corporate and governmental standards. Key competences in this segment include a secure, central document repository workspace, version control with easy access to current and previous versions of documents, and customizable document numbering to allocate a unique reference number for individual documents.

Created for improving the visibility and quality of information needed by project managers and key executives, the cost control solution provides instant online visibility of every issue, trend, and communication that may affect cost and schedules, from an individual work item through the project and programme level. Thus, all team members are able to forecast, react, or

rethink project strategies based on the latest project data. The business process management software solution, on the other hand, is used for automating the review and approval processes within a project.

*“Our software is used, for example, for supporting asset projects such as the construction of power plants, high-speed rail lines, office buildings, hospitals and wind parks, just to name a few project examples,”* explains Mr. Marienfeld. The company’s high-performance servers are located at Cable & Wireless in London and San Francisco. *“The implementation of the software for a respective project usually takes two to three days,”* says our interview partner. He continues: *“During this timeframe, we also train clients on how to use the*

*innovative collaboration platform.”*

With more than 13,000 projects completed throughout the world, the company is uniquely positioned to meet the individual requirements of its discerning customers. *“To date, we have opened hundreds of project workspaces alone in Germany,”* underlines Mr. Marienfeld. *“The total volume of the construction projects supported by our solutions up to now is in the region of several billion Euros.”* One of these building projects was the “PalaisQuartier” development project in Frankfurt am Main, carried by MAB Development Deutsch-

land GmbH. PalaisQuartier urban quarter represents one of the most significant inner city development projects in Europe. The first phase was completed with the opening of the MyZeil shopping centre on 26 February 2009. Further satisfied customers include EC Harris, Züblin, Waterman Group, Epstein, Scott Wilson, Arcadis Homola, Niras, Strabag, Hochtief, Vinci, Hines, MAN, ING Real Estate, BNP Paribas, Ikea, Veolia Environment, Réseau Ferré de France (RFF), Transport for London, BP, and many others.



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