

# Case Study: Southern Power

## Southern Power Expedites Multi-site Software Implementation with Cohesive Solutions.

Southern Power, the largest wholesale energy provider in the Southeast, operates eight plants and two construction sites across Florida, North Carolina, Georgia, and Alabama. For years, the Southern Company subsidiary had struggled with mission-critical business transactions that were split between Maximo and Oracle Financials, and integrated through a tenuous series of interfaces.

When the utility decided to consolidate its asset, work, and supply chain activity at all eight plants on the current version of Maximo, it sought professional assistance from Cohesive Information Solutions. As a result, Southern Power would secure a more robust system that provides greater ability to control costs.

### Decision Drivers

#### Product Knowledge

Southern Power wanted to centralize all source data within the new system, including asset and work management, purchase requisitions, purchase orders, receiving, and invoicing. Cohesive had just completed a similar implementation using the same new product version.

#### Implementation Proficiency

The utility's aggressive implementation timeframe was fixed to align with a month-end close and planned outages. Cohesive's experience and a methodology that encourages speed and precision would ensure the project was completed on time.

#### Supply Chain Expertise

Although the plant personnel were already familiar with the product, the software was new to the utility's inventory and procurement staff. Cohesive would focus particular attention on making sure those unfamiliar with the system were fully up to speed.

#### Business Acumen

Rather than replicating inefficient practices in the new system, Southern Power wanted to upgrade its data structures and work processes. Cohesive was adept at helping energy utilities optimize their implementation of this software application.

#### Resource Requirements

Southern Power needed a team that was dedicated to the task and fully qualified to ensure the project's successful and cost-effective completion. Cohesive could fulfill these resource requirements.

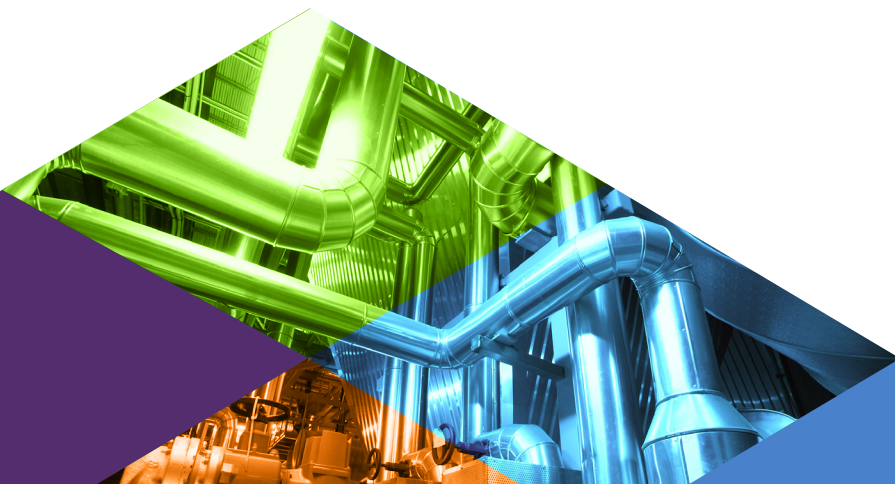


"Cohesive got our hands on the product right away, rather than talking about it in theory. They helped impart the best way to use the software from both a business and technology perspective. I hand picked Cohesive and I'm pretty proud of them."

Mary Belman  
Sourcing Team Lead  
supporting Southern  
Power

"Because of our aggressive timetable, it would have been tough to do this major project without outside help. Cohesive's expertise complemented ours, and the result was a smooth go-live."

Greg Barfield  
IT Business Analyst  
Southern Power



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## Project Scope

Cohesive would manage the conceptual design, configuration and workflow for the eight-site system reimplementation and consolidation. They would assist with documenting process flows and desktop procedures, specifying reports, configuring user security, supporting Southern Power's trainers, monitoring user acceptance testing, managing bugs, bringing the system live at all sites at once, and providing go-live support. Upon completion, only check requests, financial transactions, and Sarbanes Oxley compliance data would be interfaced.

## Solid Results

### Efficient Implementation

The entire process was completed in less than six months. Cohesive was able to prototype the system on-the-fly during process workshops because of their extensive functional and technical product expertise and portfolio of proven configurations. To minimize implementation costs, Cohesive helped narrow the scope of data to be converted, leaving historical records available in read-only mode.

### Best Practices

Cohesive identified work processes that were inefficient and suggested best practice alternatives. They helped optimize the asset and location hierarchy and general ledger account codes, and introduced new capabilities such as automated faxing for purchase orders and mobile management.

### Productivity Improvements

With Cohesive's help consolidating supply chain activity on Maximo, the utility eliminated the troublesome web of interfaces that was inclined to interrupt application availability, freeing Southern Power from

monitoring the interfaces, notifying users of errors and recovery, and wasting valuable time tracking down errant purchase orders and invoices. As a result, the utility is in a better position to meet its business needs with the resources at hand.

### Strategic Benefits

Cohesive helped the utility leverage new contracts functionality, and set them up to benefit from planned future advancements to the contracts module. Southern Power is now aligned with the corporate objective to roll out Maximo for procurement throughout Southern Company.



Cohesive provides asset-intensive organizations with solutions that optimize business processes and information technology. Serving both public and private clients, we have established ourselves as the premier consulting and system integration firm focusing on asset, work, and supply chain management solutions.

125 TownPark Drive, Suite 240  
Kennesaw, Georgia 30144

678-233-1280  
[www.cohesivesolutions.com](http://www.cohesivesolutions.com)

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