



## Engineering a threefold increase in turnover

### About East Kilbride Engineering Services

How does a company increase its turnover from £7m to £21m in just four years? According to Andrew Steedman, Technical Director of East Kilbride Engineering Services (EKES) it is all about working ever more closely with the customer using shared tools. "As a specialist supplier of engineering services to Rolls Royce plc and BAE Systems, we use NX and Teamcenter. These solutions have undoubtedly been part of our success and so have the experts at TEAM Engineering, who have been with us since we bought our first software licenses over 10 years ago."



EKES Ltd. provide engineering consultancy for a number of large aerospace businesses

### Challenge

Andrew Steedman continues the story, "In 2004 Rolls Royce Derby asked us to support them on their launch project for NX: the Trent 1000 aero-engine. We knew that implementation of Teamcenter

would further facilitate a more joined up approach with clients. Whilst we could see the value in this, one of the initial challenges was how to finance the major new software investment."

### Solution

"TEAM Engineering was very good at advising on finance options and helped us to obtain really good terms on our initial purchases," says Andrew. "This meant that we switched to NX and Teamcenter quickly under the guidance of Rolls Royce with TEAM Engineering as software provider. We then received assistance from TEAM with the migration of old data and implementation of NX and Teamcenter. Probably the biggest challenge was transferring people over to the new system and delivering the appropriate level of training. As an external supplier we did not get the full benefit of Rolls Royce backed training so initial training from one of TEAM's specialists was welcomed with TEAM's flexible approach to training in providing EKES with "hands on" support on specific tasks as well as structured training programmes."

### Products

**NX**

**Teamcenter**

### Services

*Training  
Support*

### Business initiatives

*Product development  
Consultancy*

### Industry

*Aerospace Engineering*

### Contact

*[www.ekes.co.uk](http://www.ekes.co.uk)*

### Location

*East Kilbride, Scotland*

**"We have been supported by TEAM Engineering from the early days when we were both quite small. Our relationship is built on a flexible workforce and mutual trust and respect"**

*Andrew Steedman,  
Technical Director,  
EKES Ltd.*

## Results

EKES has been able to mirror the systems of its customers and work closely with them. "We mimic Teamcenter at Rolls Royce as best we can although our Teamcenter is a stand alone solution". Andrew notes that operating Teamcenter remotely has its difficulties. "If we prepare any files for Rolls Royce there is a duplication in effort by manually taking the data from our system and loading it on to theirs. Ideally it would be good to have a direct IT link; we see that as the next stage in developing the relationship with the customer. Investment in Teamcenter demonstrates our willingness to continually develop and improve the design process through efficient use of the latest IT technologies.

Likewise, Andrew sees potential for a secure link with BAE Systems at Prestwick for which EKES is a prime supplier. EKES also works closely with BVT, formed when BAE Systems Naval Ships joined with VT Group. "BAE Systems is in the process of implementing Teamcenter," says Andrew. "Working closely with our clients means that we operate a continuous IT improvement process, for example, we have recently received an upgrade of NX from TEAM Engineering to bring us in line with Rolls-Royce. We support each software upgrade with a business case and on a step by step basis we have built up from our original four licences to now in excess of 40 licences located in both the UK and Germany. When we periodically require training we simply talk to TEAM and they respond very quickly to our needs."

**"We know we have gained extra customers as a result of investing in Siemens' tools"**

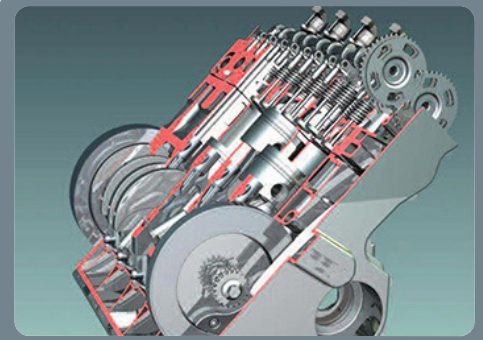
*Andrew Steedman,  
Technical Director,  
EKES Ltd.*

Between 2004 and 2007 EKES experienced a phenomenal increase in turnover. Andrew notes that this growth was largely a result of contracts from Rolls Royce and BAE Systems. "80% of our business is with these two companies. They know we have a good reputation and provide a high quality of service, however we would have lost 50% of our business if we had not adopted NX and Teamcenter and positioned the company to support its customers very closely."

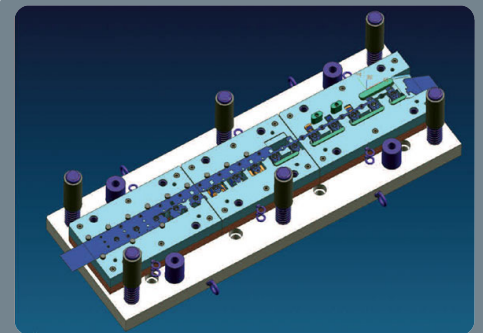
EKES is the largest independent purchaser of Siemens products in Scotland and one of TEAM Engineering's long term customers. Aerospace is the company's speciality though it also has customers in the marine and oil & gas industries. "We know we have gained extra customers as a result of investing in Siemens tools," comments Andrew.

## Keys to success

Andrew believes that having the right software is a key contributor to the company's success. "If you do not keep in step with the latest software developments you'll get left behind. TEAM Engineering enabled us to make the financial transition and that created the momentum for our subsequent growth."



EKES are a living example of NX's scalability—from 4 to 40 users



Teamcenter provides seamless data management with NX

## About TEAM Engineering

AT TEAM Engineering, we take pride in our approach to customer Service and Support. As a group of experienced engineers, exclusively focused on Siemens software, we really are committed to supporting you in the best way we know – as a TEAM. Our Customers really do come first.

Founded in 1997, TEAM Engineering are now the longest established reseller for Siemens PLM Software in the UK. With offices in England and Scotland, we are geographically well placed to support our growing and diverse customer base. Our training and support centre is hosted at our southern office; from here we can manage and track your support calls. All our customers have secure online access to view their call status and access our knowledge base.