

# EASA

## CASE STUDY

*“We have used EASA to build CPQ tools which consolidate dozens of processes across our business. As a “citizen developer”, I can publish my own apps without relying on IT. The ability to put a wrapper around a pre-existing spreadsheet is also attractive – you don’t have to code any logic.”*

*- Nick Seagrave  
Pricing Manager*

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**Company Name**  
Ingersoll Rand

**Industry**  
Industrial Manufacturing

## Managing Excel Spreadsheets in the Age of Digital Transformation

*If you join a conversation among IT professionals these days, it won’t be long before “Digital Transformation” is mentioned. Digital Transformation – the process of modernizing and integrating an organization’s tools and processes – presents numerous challenges. A particularly stubborn one is the widespread use of Excel spreadsheets which over the years have become entrenched within many critical business processes. Ingersoll Rand’s solution to this problem was to “appify” key spreadsheet-based processes using EASA.*

### ABOUT INGERSOLL RAND

Ingersoll Rand, Inc. (formerly Gardner Denver, Inc.) was founded in 1859 and is a worldwide provider of industrial equipment, technologies, and related parts and services to a broad and diverse customer base. The company has over 30 manufacturing facilities located in the Americas, Europe, the Middle East, and Asia Pacific with offices in 35 different countries.

## THE BACKGROUND

Like many companies, Ingersoll Rand uses End User Computing tools such as Excel and Access. These tools are used for a variety of tasks where existing enterprise systems do not meet users' needs. An example use-case is product pricing for products which must be configured or customized to a customer's specific requirements. In these situations, off-the-shelf CPQ systems often cannot provide the same flexibility and agility as Excel.

## THE PROBLEM

While Excel is very popular, it is not particularly amenable to efforts to modernize and automate business processes. When critical spreadsheets are shared via email or network drives, it is difficult or impossible to include capabilities which are standard for most enterprise applications: user-authentication via single sign-on systems, secure cloud-based deployment, data capture from each user's session, and the ability to perform analytics on users' data.

With so many users now working remotely, perhaps the biggest concern is the security of data and intellectual property contained in spreadsheets.

Extracting the complex business logic from Excel and embedding it in a hard-coded application is prohibitively expensive, and most low-code systems do not offer a way to reliably extract logic from Excel. So, like many companies, Ingersoll Rand simply continued to live with the disadvantages of Excel.

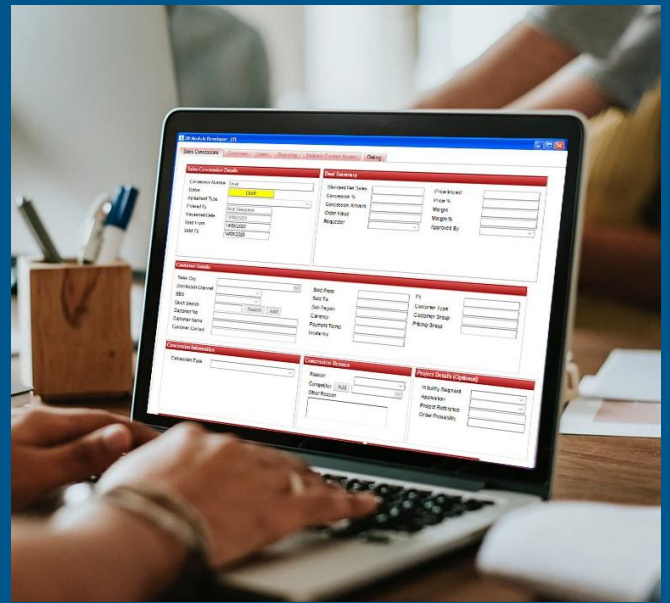
## THE SOLUTION

Ingersoll Rand looked for a solution to bring Excel-based processes up to date and identified EASA's unique approach as ideal. EASA provides an intuitive low-code environment with which "fit for purpose" applications can be rapidly built.

Unlike other low-code platforms, however, EASA enables application builders to leverage Excel spreadsheets (complete with macros and VBA) as "logic engines" for the apps they publish. This approach completely eliminates what would be a prohibitively expensive effort to recreate the logic that already exists in Excel.

Several apps have been successfully deployed. Examples include:

- a Sales Concession Tool. This is used by the sales teams to quote for compressors, blowers, fluid transfer systems, and other highly engineered products;
- a Ticketing App. The pricing team uses this app to upload master pricing data to SAP as part of a formalized process; this eliminates the need for several hundred people independently updating data in SAP;



Ingersoll Rand's Sales Concession Tool is now being used by the sales teams to quote for compressors, blowers, fluid transfer systems, and other highly engineered products.

*"The benefits derived from each app we have built with EASA varies. For one app, the benefits include system stability and a common process throughout the business. Another app saves the equivalent of two full-time employees, while a third saves about an hour a week for each user."*

**- Nick Seagrave**

**Pricing Manager, Ingersoll Rand**

- a Pricing Database App. This replaces an out-of-date Access database and is used for pricing aftermarket sales; it saves many hours per day;
- the latest app, currently in testing, automatically generates a price book; it makes it straightforward for management to update pricing and ensure that everyone is using the current version.

This approach of using a real database such as SQL Server combined with the logic capabilities of Excel has proved very agile and maintainable. It is highly relevant because a recent merger between Ingersoll Rand and Gardner Denver will result in significant changes to the business logic. If it was hard-coded this would be an impossible task; instead, the logic can be updated in Excel and then re-published as a web app, usually in minutes.



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