

**What if... you could spend 70% of your annual IT budget on innovation instead of infrastructure maintenance and support?**

*“Increased availability and accuracy of information have helped to improve strategic and operational decision making, which benefits overall productivity.”*

Qiang Zhou, CIO of Ertan



**Challenge**

- Obtain greater visibility
- Connectivity across 30 disparate information management systems and old IT processes
- Efficiency in a competitive environment
- Enterprise wide, unified and centrally-managed access to distributed IT resources

**Solution**

Cordys implemented its Business Operations Platform as the core IT infrastructure across the organization.

- Web services based Enterprise Service Bus (ESB)
- Business Process Management and Business Activity Modelling capabilities
- Unified web-based portal for employees and external third party partners to access the business applications
- A custom web content management system

**Benefits**

- 40 percent savings over alternative solutions considered
- 25 percent savings in IT related costs
- 40 percent reduction in IT investments and maintenance costs
- 50 percent reduction in HR support costs
- Up to 50 percent improvement in the availability, accuracy and presentation of information across multiple and remote locations



**Ertan Hydropower Development Company**

Ertan Hydropower Development Company (EHDC) operates in China's rapidly growing electricity market. With an installed capacity of 3,300 MW, the Ertan Hydropower Plant is the second largest hydropower plant in China. EHDC is currently developing a new plant at Jingpin, and has plans to develop 19 more hydropower plants along the Yalong River by 2020, with total investment exceeding US\$30 Billion.

## Business case

Ertan is a large, established company that is accountable to several different organizations, while operating in a highly competitive environment. Ertan works with three major shareholders and multiple local and international organizations in the planning, funding, development and maintenance of its plants. To obtain greater visibility of their first plant along Yalong River, company managers had to spend half their time travelling along the almost 1,000 mile length of the Yalong River through mountainous southwest China. These journeys were not only time consuming and expensive, but also dangerous, especially during the floods. In addition, with the liberalization and privatization of the Chinese electricity market, Ertan competes with 50 to 100 other suppliers in a highly competitive environment. Ertan is also capitalizing on China's 2006 energy market liberalization to develop a business around energy trading. However, Ertan had over 30 disparate information management systems and old IT processes, which made it difficult to be efficient and competitive.

## The solution

Working closely with Ertan to understand both its current and future needs, Cordys implemented its Business Operations Platform as the core IT infrastructure across the organization.

### Business process innovation and monitoring

The Cordys platform provided Ertan with a Web Services based ESB environment that ensures interoperability of existing IT applications. By uniquely combining a Service Orientated Architecture (SOA) with event-driven execution, Cordys provided both Business Process Management (BPM) and Business Activity Monitoring (BAM) capabilities.

### Single-access point

The Cordys solution now enables Ertan employees and third party partners to access the complete suite of business applications through its unified web-based portal. These applications include office automation systems based on IBM Lotus Domino, online conferencing services provided by WebEx, and a financial package from UFSOFT (the most popular financial package available in China).

## Collaboration, transparency and ease-of-use

Ertan leveraged the Cordys platform to develop a custom web content management system that enables content to be drafted, approved, staged and published to a database for Ertan's website. Data aggregated from a variety of sources, including financial information and real-time control system data, can be visualized in the Web portal and secured with role-based access permissions.

## Business benefits

The implementation of Cordys as Ertan's core IT infrastructure provides a business operations platform that has dramatically increased the efficiency and visibility of Ertan's operations. For example, Ertan's CEO, CFO and Finance General Manager have to make 15-20 decisions per year involving expenditures of between US\$6 -12 million for each decision. With Cordys, electronic authorization has increased the speed of decision making in some areas by more than 50 percent. In a study on the overall impact of Cordys technology on Ertan, Quintel (an independent consulting company) reported additional benefits in:

### IT cost savings

- 40 percent savings over alternative solutions considered
- 25 percent savings in IT related costs
- 40 percent reduction in IT investments and maintenance costs

### Business process improvements

- First plant completed nine months ahead of schedule
- 10 percent savings in overall procurement and support costs
- 50 percent reduction in HR support costs
- Up to 50 percent improvement in the availability, accuracy and presentation of information across multiple and remote locations

Overall, Ertan has laid the foundations for a fully scalable system that will support the company's development plans. The company has greater visibility over its existing operations and is now running more efficiently.

**CORDYS**  
My Business Platform

Cordys is a global provider of software for business process innovation. Global 2000 companies worldwide have selected Cordys to achieve performance improvements in their business operations such as increased productivity, reduced time to market and faster response to ever-changing market demands. Headquartered in the Netherlands, Cordys is a global company with [offices](#) in the Americas, EMEA and Asia-Pacific.

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