



First Solar Reduced Pre-Construction Risks with Improved Project Visibility and Real-Time Data

The Company:

First Solar, Leading the World's Sustainable Energy Future

First Solar, America's Solar Company, is a leading provider of comprehensive photovoltaic (PV) solar systems. Their high-efficiency modules deliver competitive efficiency, higher real-world energy yield and long-term reliability and are focused on clean energy generation.

Currently focused on the manufacturing of advanced solar technology, First Solar has a history of offering solutions that extended beyond technology development. Prior to 2021, they also specialized in solutions and expertise that spanned the solar value chain, from concept to site delivery, including the development and management of solar projects in the pre-construction phase.

The Challenge:

Increased Exposure to Project and Financial Risks from Lack of Project-Wide Visibility in Pre-Construction Projects

Before narrowing their corporate strategy to focusing in on manufacturing solar technology, First Solar had a product delivery department that oversaw a multitude of activities across the pre-construction phase of their complex solar projects. Managing the facilitation of solar developments, their projects lasted anywhere from three to twelve months, consisted of countless moving parts and required ongoing interaction and input from multiple departments. Tasked with identifying the viability of land to accommodate large solar developments, the product delivery team was responsible for ensuring pre-construction project milestones were met, mitigating front-end risks and coordinating project activities with tight timelines. These project-critical activities included site surveys, land

Results

- Reduced risks through improved visibility into project milestones
- Improved insights with access to real-time data
- Boosted collaboration and communication across teams and departments
- Increased speed of data-driven decisions for at risk activities
- Extended Salesforce investment through seamless integration with powerful apps
- Eliminated manual processes and inefficiencies

Challenges

- Lack of visibility in pre-construction projects
- Shallow insight into financial, resource and milestone data
- Disconnected teams and departments
- Disparate spreadsheets with outdated data
- Fragmented systems and processes

specifications, legal contracts, real estate plans and more.

With a laser focus on managing the diverse mix of activities in the pre-construction phase to ensure they developed and delivered projects on time and with minimal risk, the team at First Solar realized they did not have the visibility needed to track and manage project and portfolio-wide milestones. Their existing approaches that consisted of multiple spreadsheets and manual processes lacked real-time data and were leaving them open to unnecessary project and financial risks. They wanted to find a better way to connect their organization and the data housed in disjointed applications and systems. In addition, First Solar needed a way to interface with different departments and business users involved in projects. They set out to find a project management solution that would integrate with the solutions they had in place and provide the visibility and connection needed to better mitigate risks.

The Transformative Solution:

First Solar Turned to Leankor for Project and Timeline Transparency

As existing customers of Salesforce, actively leveraging a variety of Salesforce applications throughout the organization, First Solar was looking for a solution that would extend their investment and better connect the enterprise. They knew they needed a forward-thinking project management solution that would seamlessly integrate with Salesforce to provide the enhanced visibility they desired and ensure access to real-time data organization wide. With this in mind, Leankor's work and project management solution quickly became a front runner.

100% native to the Salesforce cloud, and with an industry focus on renewable energy, Leankor's highly collaborative and extremely composable solution checked out to be a perfect fit. Focused on real-time collaboration, Leankor demonstrated the ability to provide the enhanced project-wide visibility needed to align big picture business strategies and ensure all users and teams would stay in lockstep towards reducing pre-construction risks. This, and Leankor's unique ability to integrate with and extend the functionality of Salesforce's powerful applications with ease, made the team at First Solar confident that Leankor was the best solution to connect teams and provide the necessary transparency into projects and priorities for timeline adherence and risk reduction.

The Results:

Real-time Visibility and Data Improved Collaboration and Reduced Risks

With a phased approach to the solution rollout, First Solar kicked off the implementation of Leankor's work and project management solution for the product development team. Rolled out in three phases, each time with



100% native to the Salesforce cloud,
and with an industry focus on renewable energy, Leankor's highly collaborative and extremely composable solution checked out to be a perfect fit.



First Solar gained a **centralized hub for all project activities**

further customization and enhancements, including quick actions, grid views and risk and department-focused modules, Leankor's solution was being used by more than 200 employees in the product delivery and development team.

Using Leankor, First Solar successfully gained a centralized hub for all project activities. Leveraging a combination of Gantt and hybrid approaches, teams across departments benefited from 360-degree visibility that spanned the entire pre-construction project lifecycle helping to drive highly informed strategic decisions that mitigated risk and expedited timelines. Using customized dashboards and robust reports, users from all departments including project management, contract, legal, real estate and more, were able to easily look at a snapshot of the entire portfolio at any time and understand where they were in relation to project milestones and view key metrics in real-time. This visual representation of data enabled multiple executives and teams to interface with Leankor to gain project wide insights with ease and react quickly to address any milestones that were falling behind.

Seamlessly integrated with their existing Salesforce apps, including a leading contract management application, outside information became directly tied to projects for ease of access, promoting advanced situational awareness and more extensive project tracking.

With this real-time view into all projects, resources, related documentation, funding and financial stages, timelines and their statuses, First Solar gained the ability to proactively manage risks and make data-driven decisions that decreased milestones being missed and financial penalties. In addition, leveraging Leankor's flexible and composable framework, First Solar successfully connected different departments and their unique workstyles to share status updates and enable project data to flow between stakeholders across the organization.

As a testament to the success seen from the product delivery team in pre-construction projects, First Solar implemented Leankor into project phases that extend through to construction.



“Using Leankor, the team at First Solar was able to significantly improve team collaboration and project-wide visibility across pre-construction project activities. This added insight and access to real-time project data reduced inefficiencies and enabled users at all levels to make more informed decisions at an accelerated pace. All of which allowed us to significantly reduce our project risks and hit critical timelines.”

- Aaron Bly, CIO First Solar



1.888.532.6567 | www.leankor.com | info@leankor.com

Leankor is a highly visual work and project management solution built on the Salesforce Cloud. Designed for the enterprise customer, Leankor helps companies execute complex projects at scale. A transformative solution, it links different styles of methodologies and processes, empowering people to work more effectively. Leankor enables teams to organize, manage, collaborate, and deliver better projects, helps decision-makers measure effectiveness and allows companies to deliver quicker revenue cycles. Leveraging the power of Salesforce, it brings together customer, project, and resource data extending the Customer 360 vision. Leankor is used by many of the world's leading brands with focused solutions for industrial enterprises in Manufacturing, Construction, Solar, Energy and B2B Telecom with additional emphasis on R&D, quality management, product launches and manufacturing for Biotech, Medtech and Pharma.

