

Global Expansion Strategy for a High Tech Manufacturer



Background

The client is a renowned high tech manufacturer. They required help to streamline global expansion strategy.



Challenges

- ▶ Higher than average tax and production expenses
- ▶ Inefficiencies in customer ordering and service processes due to geographical differences
- ▶ Major change in Corporate strategy and operations
- ▶ Complex business processes that spanned customer service and support, manufacturing, and finance
- ▶ Time-critical initiative with no room for slippage



Business Execution Approach

- ▶ Designed and rapidly implemented new Oracle Multi Org Enterprise model to represent new corporate entity structures and relationships
- ▶ Implemented automated intercompany processing between operating units
- ▶ Modified all existing customer facing documents for new corporate entity
- ▶ Re-engineered Order Management processes to support new global distribution model
- ▶ Established standard Oracle Financials, Manufacturing, and Order Management footprint and functionality



Successful Business Results

- ▶ Operationalized a new corporate structure with redesigned sales, support, and distribution processes
- ▶ Enabled immediate realization of cost savings within the current fiscal year
- ▶ Enabled improved customer service and contact with primarily overseas customer base
- ▶ Streamlined consolidation and elimination processes

About Trianz

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