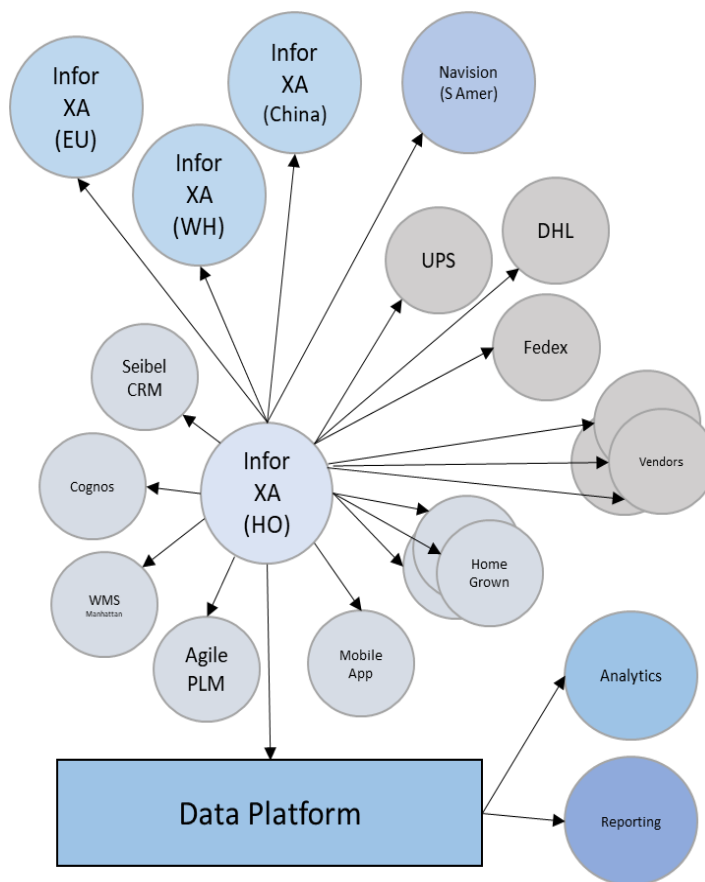


Supply Chain Transformation and Systems Modernization at a Large Equipment Machine Manufacturer

*This Organization successfully scaled to meet **global business growth**, delivering extensive **cost reductions** and enhanced **end-to-end visibility** across the customer lifecycle*

Scenario: Large equipment machine manufacturer was unable to scale their disjoint legacy end of support systems (heavily modified third party and home grown) to match the hyper growth phase, needing replacement/modernization. Business model included Sale, Lease, and as-a-service of various machines.



Solution:

- Extended the life of the existing systems to alleviate immediate pain points and provide time for proper evaluation of options
- Evaluated various ERP options including SAP, Infor, MS Dynamics, Oracle, etc.
- Consolidated Siebel CRM, Cognos, Agile PLM, Manhattan WMS, and other home-grown apps to central Infor XA ERP
- Integrated with logistics partners for shipping including dropships and returns
- Integrated Navision from acquisition in South America
- Implemented 3 new instances of Infor XA ERP globally
- Choose and implemented Dynamics AX as the new ERP. Implemented a central data platform for advanced analytics.

Results:

- Grew and met demand of 3x business growth globally.
- Provided time to evaluate and choose the best suited replacement systems.
- 40% Cost reduction delivered
- Increased visibility from customer to quote to cash to returns