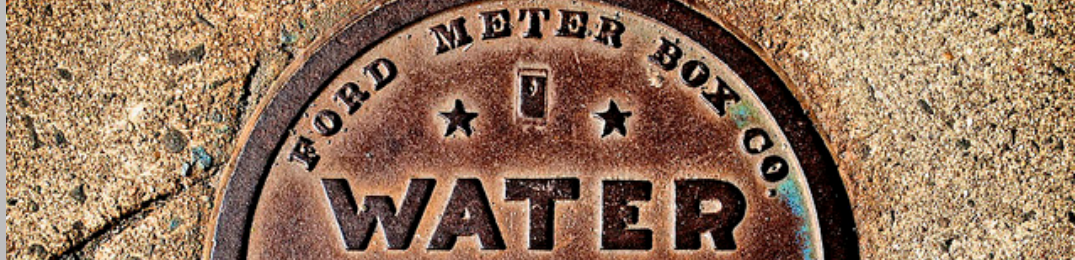


PROJECT SPOTLIGHT

INDUSTRY:
MANUFACTURING & DISTRIBUTION



FORD METER BOX continually develops new and innovative products for the water distribution industry. The Ford family of products is available through more than 700 stocking distributors world wide.

PRODUCTS IMPLEMENTED

- **JD Edwards EnterpriseOne**
 - Distribution
 - EDI
 - Finance
 - Inventory Management
 - Kanban
 - Lot Control
 - Manufacturing
 - Purchasing
 - Multi-Plant Planning
 - Sales Order Management
 - Transportation Management
 - Quality Management
- **DSI**

NEW BUSINESS CAPABILITIES

- Migration to best business practices
- Same-day shipment of products
- Better management of supply and demand
- Utilization of supply chain and sales tools
- Integration of cross-functional processes across a multi-plant environment
- Adoption of lean initiatives and Kanban shop floor



THE VISION

Ford Meter Box's main computer system was outdated and unsupported. The existing application software was not meeting the growing needs of the business. Specifically the company was not able to keep up with fast-paced manufacturing and distribution requirements.

Ford Meter Box needed an integrated software solution to:

- ▶ Aid in growth
- ▶ Enable better processes and improve efficiency
- ▶ Provide centralized access to important data
- ▶ Help the company meet and exceed customer expectations

“Terillium’s

Manufacturing and Distribution resources are simply amazing.

Whenever we are asked to reflect on our choice of **Terillium**, it is a no-brainer...we made the right choice. ”

-Zachary Gentile
Vice President/General Manager Pell City
Ford Meter Box

THE JOURNEY

Terillium implemented Oracle's JD Edwards EnterpriseOne – a proven ERP solution that is affordable, flexible and easy to use.

Factors that led to project success included:

- ▶ A strong commitment from executive management
- ▶ The creation of a phased implementation approach
- ▶ A focus on structured scope

All of these factors allowed the team to manage project costs effectively.

THE DELIVERY

Terillium's proven implementation methodology and experience in the Manufacturing and Distribution industries enabled Ford Meter Box to:

- ▶ Streamline customer service by increasing the use of EDI
- ▶ Reduce financial month-end closing by more than 50%
- ▶ Simplify transfer orders between manufacturing facilities
- ▶ Enter and manage sales orders across facilities from a centralized location
- ▶ Better manage outbound transportation and reduce costs



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