

# Increasing Functionality and Efficiency



## Company Background:

Trion Industries is the world's leading manufacturer of store fixtures: producing hooks, wire forms, plastic extrusions, shelf edge labeling systems, shelf management systems, sign frames and accessories, and POP display components and hardware. The firm is ranked among the top-50 North American Point-of-Purchase fixture makers and is responsible for revolutionizing merchandising with some of their products.

## Challenges:

Trion's main challenge was to develop a flexible and efficient information system to increase customer satisfaction and support their operations.

Early 1999, Trion faced significant challenges, the largest of which was their accounting system. Trion's Accounting Department had been battling with an antiquated, highly customized system, which created additional hurdles, wasting valuable resources to do the simplest of tasks. Furthermore, the majority of production operations relied on semi-automated standalone systems or manual processes that inhibited the ability to track business performance indicators or identify problems in a time-critical manner. The failure of the current systems to provide valuable information and perform necessary tasks created a large amount of miscommunication and resulted in high turnover rate.

*"We wanted to make sure we bought from a financially sound company that was going to be around for a long time"*

*Jim Ellis - Trion IT Director*

With the BizTech team behind the implementation, Trion was able to quickly make the transition. In addition by choosing the Oracle E-Business Suite, Trion was able to plan for the future with a system in place that would now grow with the company.

## Trion: Case Study (cont.)

- ◆ Improved customer service by providing accurate shipping dates
- ◆ Improved manufacturing scheduling and shop floor operations
  - ◆ Increased operational visibility to make and ship rush orders
- ◆ Improved decision-making by providing a global view of the business
- ◆ Reduced inventory shortages by improved shop floor inventory control and by resolving data inconsistencies on a timely basis
- ◆ Created a flexible costing system by having a seamless flow between shop floor labor and material data into the cost accounting system
  - ◆ Reduced month end closing process duration
- ◆ Increased speed and accuracy to generate monthly financial statements

Oracle: General Ledger, Account Payable, Account Receivable, Cash Management, Purchasing, Inventory, Bills of Materials, Discrete Manufacturing, Work in Process, Cost Management, Master Scheduling/MRP, Mobile Supply Chain, Order Management, Advanced Pricing, Shipping Execution, Application Server Discoverer

Supply Chain  
Finance  
CRM

Business Intelligence/ Data Warehousing

### Key Benefits

### IT Solutions Utilized

### Practice Areas

