Automotive/Aerospace and Defense

PARTNER USE CASE | AERO ALLIANCE

AERO ALLIANCE

Aero Alliance, a joint venture between GE Power and Baker Hughes, supports customers through the fulfillment of aero-derivative engines, spare parts, repairs, and maintenance services. The company specializes in turbine repair and maintenance and supports world energy availability by powering pipelines and LNG plants with their products.

Competitors:	**N/A**
ARR:	N/A
Industry:	CMRO
Selling Motion:	N/A
Legacy | Competitive Replacement::	EBS R12.2.9 , Demantra, ASCP, Custom Inventory Planning, Custom Backlog Management
Account Revenue & Employees:	Undisclosed/Undisclosed

Oracle Solutions

- Oracle SCM Cloud (Demand Management, Supply Planning, Replenishment Cloud, Backlog Mgmt

Trinamix

Top Customer Objectives

- Need to enhance demand segmentation to improve parts forecasting accuracy across different business channels.
- Need to consider forecasting by segment to drive more precise parts demand planning and parts inventory allocation.
- Prioritize backlog efficiently to ensure critical parts orders are fulfilled on time.
- Improve critical parts management and allocation to reduce supply chain disruptions.
- Retire the manual pull system and transition to an automated, demand-driven approach.
- Retire custom parts backlog management and adopt industry best practice backlog management and allocation process in cloud.
- Standardize engine arrival event-based parts forecasting process.
- Enable transformation for a first-of-its-kind pureplay Complex Maintenance, Repair, and Overhaul (CMRO) business to adopt core Oracle Planning Cloud applications.

Partner Use Case Summary

- Implementation of a structured approach to manage parts revision/change, and supersession within the forecasting process.
- Implementation of demand segmentation to improve parts forecasting precision across different channels of demand. | Implementation of an External AI/ML model as part of Advanced forecast tuning modeling.
- Adoption of the Hypertuning process to reduce manual interventions needed for forecast tuning. | Deployment of advanced logic for generating lumpy part forecasts to better predict irregular demand patterns.
- Implementation of an event-based forecasting model to capture turbine arrival-driven parts demand for overhaul operations.
- Consolidation of global parts requirements by centralizing demand across engine shop overhaul, partner shop demand, and refurbished unit needs—driving a unified MRP process.
- Implementation of constraint-based supply planning for parts MRP, factoring in substitutions, revisions, and lead times.| Adoption of an industry-best segmentation process that dynamically classifies and reclassifies items into A/B/C categories based on consumption trends.
- Implementation of Backlog Management process to manage parts allocation across four distinct demand channels (e.g., internal shop, partner shop demand, etc.). | Development of a complex integration/extension to align shopfloor parts reservation logic with Backlog Management system decisions.
- Deployment of Event-Driven Forecasting logic to model overhaul-based demand triggers — using factors such as turbine yield and years-in-field to anticipate parts needs. | Enabled demand planning and forecasting through structured Demand Management Review cycles with support from an Events Model.
- Improved material planning in constrained environments by optimizing use of alternates and substitutes. | Supported Pull-based and Min-Max inventory strategies to align with business-driven replenishment goals.
- Streamlined backlog management by eliminating legacy CML-based processes and aligning allocation priorities to business objectives.

Results | Benefit

- Improvement of current Demand management and parts MRP process by eliminating custom steps, and significant customizations and reducing end-to-end process execution time.
- Higher forecast accuracy based on the adoption of segmentation, Advanced AI/ML-based model adoption, and hypertuning.
- Improved forecast accuracy for lumpy parts by adopting an advanced forecast model.
- Improve Inventory turns by adopting a detailed replenishment process by parts segments.
- Depletion of alternate and substitute parts in a structured manner to minimize excess stock.
- Automation of parts allocation, reservation, and pick release processes through backlog. management and reducing Engine overhaul TACT time.
- Automation of fulfillment tasks, including pick releases for sales orders (SO) and work-in-progress (WIP) orders, to reduce manual efforts.
- Greater agility in fulfilling overhaul demand due to precise forecasting tied to real-time backlog decisions.
- Strategic visibility and control over four distinct demand streams — improving alignment with CMRO business priorities.

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PARTNER USE CASE | CUMMINS

Cummins Inc. is an American multinational corporation that designs, manufactures, and distributes engines, filtration, and power generation products. Cummins also services engines and related equipment, including fuel systems, controls, air handling, filtration, emission control, electrical power generation systems, and trucks.

Competitors:	**Kinnaxis**
ARR:	N/A
Industry:	Automotive
Selling Motion:	On-Prem to Cloud
Legacy | Competitive Replacement::	EBS
Account Revenue & Employees:	$5.8 B /20,000+

Oracle Solutions

- Oracle SCM Cloud (Demand Management, Sales & Operations Planning)

Top Customer Objectives

- Collaborative demand management and integrated business planning for multiple regions, locations, ERP sources, and demand channels.
- Need for a solution that effectively aggregates and disaggregates across the Oracle-built hierarchies inside the Oracle Planning Cloud.
- Maintain key visibility of the volume, financial, and other differences between the constrained and unconstrained demand plans.
- Sustained improvement in forecast accuracy, thus improving Master Production Schedule attainment.
- Efficient management of dependent demand for Configure to Order models without the need to generate multiple processes in between or hand off a planning application.
- Need to replace business critical home-grown tool set built on old technology.

Why Oracle?

- Out-of-the-box EBS data extraction reduces the overall time, effort, and budget required to implement solutions across complex ecosystems.
- Comparable or better capabilities of collaborative forecasting, integrated business planning, and supply disaggregation with other competing software.
- Out of the box capabilities to drive Configure to order Attach Rate planning percentages.

Partner Use Case Summary

- Implement a common global demand planning and IBP solution that will be adopted across diverse Cummins First Fit businesses.
- Fully automated Integration with multiple EBS sources to drive Demand Planning and S&OP.
- Deployment of statistical forecasting and demand sensing approaches.
- Establish logic across the forecasting methodologies to determine the optimal forecast for a given segment and/or time frame.
- Generate Organization-wide collaborative forecast, combining inputs from Account Managers, Demand Planners and Demand Managers
- Financialize the committed demand plan (and any other measures and scenarios), including expected revenue, expected gross margin, and expected selling expenses.
- Evaluate Key Resource and Critical component availability to fulfill the unconstrained demand plan.
- Create and evaluate more general upside/downside or other specific scenarios for demand planning "what if" analysis.
- Implementation of processes and tools to support an “unconstrained demand and supply” and “managed demand/constrained supply” set of planning processes.
- Ability to create a yearly “frozen” plan that equates to the annual operating plan, with the potential to align and compare with the IBP plan quarterly.
- Automated creation of planning BOM based on a customer/ configuration and other planning parameters.
- Accumulation of FG forecast into base models for attach rate calculation.
- Generation of attached rate percentage based on history as well as existing planning percentage.
- Publish forecast and Planning Attach Rates back to EBS to drive accurate Supply Planning.

Results | Benefits

- Ability to evaluate the incremental positive and/or negative impacts of each scenario (volumes, revenue, margin, market share, customer segment, regions, etc.).
- Ability to drill up/down through hierarchies to understand demand forecasts at the most meaningful level for the stakeholder.
- Ability to calculate forecast error and bias at forecast lead times.
- Improved visibility and data integration across the end-to-end planning process.

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PARTNER USE CASE | AMERICAN AXLE AND MANUFACTURING

American Axle & Manufacturing is a Tier 1 automotive and mobility supplier headquartered in Detroit with over 80 facilities in 18 countries. AAM designs, engineers, and manufactures driveline and metal-forming technologies to support electric, hybrid, and internal combustion vehicles.

Competitors:	**Informatica, Talend**
ARR:	N/A
Industry:	Automotive
Selling Motion:	On-Prem to Cloud
Legacy | Competitive Replacement::	R12 Oracle e-Business Suite (EBS)
Account Revenue & Employees:	Undisclosed/20,000+

Oracle Solutions

- Oracle PLM Cloud (Product Data Hub)

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Establish standard business processes to exchange data between legacy AAM systems (Team Center, Cost Request System, and EBS) within Driveline BU. • Automate and streamline the current data entry processes through the disciplines of master data management. • Enable business process improvements by utilizing interconnected data and seamless integrations. • Provide analytical data that supports proper governance and discipline. • Allow flexibility to support new feature requests. • Establish Data governance processes and business rules.	• Quick system adoption since Oracle PDH uses the same taxonomy for item attributes, item categorization, item relationships, enterprise and BOM structures, trading partners, and user records as Oracle EBS. • Tighter alignment to AAM's future strategic direction of migrating from Oracle E-Business Suite to Oracle Fusion. • Out-of-the-box features cover AAM's critical business requirements for product master data.	• Implemented Product Data Hub (DH) to be the single source of truth for item master data along with a new integration solution that enables item master data sharing between the current AAM Legacy Systems. • Established business rules and validations that will ensure the establishment of Master Data Governance processes within the Oracle Product Hub solution and increase the data accuracy and, in the process, clean Product Master Data. • Seamless integration between Team Center, Fusion Product Hub and E-Business Suite using Oracle Integration Cloud. • Extensive validation to ensure the accuracy of data for key elements such as Units of Weight, Volume and Weight conversions. • Workflow-based collaboration between key stakeholders for new item creations and product changes.	• Streamlined data entry by limiting redundancy of common fields and automating the current manual process. • Established rule-based and validation-based data governance processes.

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PARTNER USE CASE | DENSO Products and Services Americas, Inc.

DENSO

DENSO Products and Services Americas, Inc. (DPAM) is an automotive components sales and distribution company supplying parts for original equipment service dealers and for independent aftermarket service centers and retailers.

Competitors:	**O9, Anaplan**
ARR:	N/A
Industry:	Automotive
Selling Motion:	Net New
Legacy | Competitive Replacement::	EBS
Account Revenue & Employees:	$500M -$1B /24000+

Oracle Solutions

- Oracle SCM Cloud (Demand Management, Supply Planning)

Trinamix

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Denso's current demand forecasting and inventory management consist of time-consuming and manual tasks performed outside of a centralized system. • Integrate data coming from different sources into a single platform for inventory visibility. • Standardize the demand and inventory planning processes.	• Only Oracle Cloud provided complete integrated and end-to-end process support and standard business practices for parts planning process business across demand planning, inventory planning, and supply planning processes. • Oracle Native Integration with EBS provided a significant advantage of solution delivery in an aggressive project timeline.	• Integration of all functions of the business into one platform to determine demand and purchase needs. • Implementation of a process to accurately plan a unique demand per SKU, per warehouse location, and customer base with the ability to adapt to fluctuating demand based on seasonality, product life cycle, sales promotions, and other external factors. • Automation of manual tasks, allowing planners to work on Kaizen activities.	• Streamlining of the demand forecasting and inventory management process. • Improvement in forecast accuracy, fill rates, and inventory turns. • Improvement in responsiveness to demand volatility.

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PARTNER USE CASE | DIVERGENT

Divergent aims to revolutionize the auto industry through 3D printing. The company has invented a manufacturing solution to address system-level challenges. The Divergent Adaptive Production System (DAPS) is a complete software-hardware solution designed to replace traditional vehicle manufacturing.

Competitors:	**N/A**
ARR:	N/A
Industry:	Automobile
Selling Motion:	NA
Legacy | Competitive Replacement::	Hybrid home grown systems
Account Revenue & Employees:	Undisclosed/Undisclosed

Oracle Solutions

- Oracle Supply Chain Management (Manufacturing, Product Lifecycle Management), OM Enhancements

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Need for more agile and sustainable manufacturing processes • Reduction of capital expenditure and minimization of environmental impact • Streamline inventory and order management • Improve product development and lifecycle tracking and support innovative manufacturing processes	• Scalability: It is crucial to have a system that can handle increased transaction volumes, more complex operations, and a larger customer base without the need for major system overhauls. • Compliance and Financial Reporting: Oracle Fusion provides strong financial controls and reporting capabilities, which are crucial for IPO readiness. • Oracle Fusion's built-in analytics and business intelligence tools provide start-ups with valuable insights into their operations, aiding in strategic decision-making and attracting potential investors.	• Successful integration of Oracle's cloud solutions with PLM and MES • Streamline production and supply chain processes • Enhancement of data analytics and reporting capabilities for better decision-making	• Significant cost savings in production and logistics • Reduction in time-to-market for new vehicle models • Enhancement of sustainability through reduced waste and energy consumption.

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DIVERGENT

Revenue
Undisclosed

Deployment Location
North America

Go Live Date
TBD

Industry
Automotive

Products
Oracle Finance Cloud (Accounts Payable, Accounts Receivables, General Ledger, Cash Management, Fixed Assets, Budgeting), Oracle Procurement Cloud(Supplier Portal, Supplier Qualification Management), Oracle Supply Chain Execution Cloud (Inventory, Manufacturing)

Legacy Platform or Competitive Replace

Summary

Divergent aims to revolutionize the auto industry through 3D printing. The company has invented a manufacturing solution to address system-level challenges. The Divergent Adaptive Production System (DAPS) is a complete software-hardware solution designed to replace traditional vehicle manufacturing. With a set of digital requirements as input, the machine automatically computationally engineers additively manufactures, and assembles any complex structure. The system is able to move seamlessly between manufacturing different vehicle models. Divergent's technology eliminates tooling and drives radical innovation, capital reduction, and sustainability in vehicle manufacturing.

Divergent selected Trinamix for Managed Services, Enhancements, and Advisory on Oracle Applications

Top Customer Objectives and Challenges

- Divergent 3D requires assistance to support its current application system for Financial Management, Procurement, and Supply Chain Execution.
- Need to optimize manufacturing processes, enhance efficiency, and propel growth trajectory.
- Need to leverage advanced technologies and expert services to drive innovation and achieve operational excellence.
- Need for Production Bug Fixes, Quarterly Updates (Regression testing), User Management, and Release Management.

Potential Benefits

- Divergent wanted to align with a partner who could also do the Advisory on Oracle Applications in addition to the Managed Services and Enhancements.
- Root cause analysis (RCA) for all the custom components (such as reports, enhancements, etc.)
- End to End testing of the application including all boundary systems and integrations.
- Issue acknowledgment and resolution by ensuring SLA adherence.
- Enablement of continuous enhancements based on business growth and user maturity.
- Respond to the needs of business users by offering solutions to pain points.
- Analyze existing process flow in Finance, Costing, and Inventory and recommend improvements.
- Collaborate between inter-department functions and provide alternate solutions/ workarounds.
- Assist in efficient month-end closures.

Trinamix

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Results

- Reduced turnaround time for support tickets and enhancements with higher SLA.
- Effective and controlled management of Financial and Procurement Processes.
- Streamlining current processes to drive efficient processes and improve service levels in a rapid growth environment.

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GENTEX CORPORATION

Revenue
$1.92B USD

Deployment Location
North America

Go Live Date
TBD

Industry
Automotive

Products
Oracle Demand Management Cloud

Legacy Platform or Competitive Replace
Excel, ERP: EBS

Summary

Gentex is a technology company, proficient in a wide range of core competencies that yield a unique fusion of technologies. As a Global Tier 1 Automotive and Aerospace Supplier, it currently develops and manufactures custom high-tech electronic products for the automotive, aerospace, and commercial fire protection industries. Some of its popular Products are automatic-dimming rear-view mirrors, camera-based driver assistance systems, and other equipment for the global automotive and Aerospace industries.

Top Customer Objectives and Challenges

- Need better forecasting and Demand Collaboration tool compared to multiple homegrown legacy systems and excel based solutions
- Need a unified process among various Demand Stakeholders to arrive at a reliable forecast to commit to market
- Significant disconnect between Finance, Sales, and Operations teams on achievable business targets, Market needs, and ability to build.
- Current forecasting input data is not reliable and does not tie well with the Forecast output
- Need to improve end-to-end planning cycle time and planning frequency including the capability to run and analyze multiple forecasting scenarios

Potential Benefits

- Ability to capture demand insights from anticipated events and custom calculations to help spot trends, identify forecast variances and respond to other demand stream changes easily and efficiently
- Ability to forecast revenue calculation & projections
- Ability to compare baseline and other forecast inputs to derive a consensus
- Improved ability to have products in the right place at the right time by boosting stock certainty
- Eliminating the need to scrutinize every SKU, accelerating, and completing the overall forecasting process faster

Trinamix

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Results

- Improvement in Forecast Accuracy
- Reduction in Stock Outs
- Improved monitoring of Demand Management metrics
- Established standard forecasting and demand management process
- Consensus forecasting
- Improvement in responsiveness to demand volatility

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HOWMET AEROSPACE

Revenue
$5.25Bn

Deployment Location
North America (Pennsylvania)

Go Live Date
Dec 2021

Industry
Aviation and Aerospace

Products
Oracle Demand Management Cloud
Oracle Supply Chain Planning Cloud

Legacy Platform or Competitive Replace
Oracle Demand Planning
Oracle Advanced Supply Chain Planning (ASCP)

Summary

Howmet Aerospace is a global leader in engineered metal products. Its engines, fasteners and structures for aerospace and defense, as well as its forged wheels, are transforming the aerospace and commercial transportation industries. Howmet selected Trinamix as an implementation partner for Oracle Supply Planning Cloud and Oracle Demand Management Cloud across different locations including the North Atlantic, Europe (Hungary), APAC (Japan and China), and the Rest of the World (Brazil, Australia, and South Africa).

Top Customer Objectives and Challenges

- **Howmet Engine Systems**
  - **Demand Management**: Easily collaborate on-demand from various sources | Manage multiple streams of demand information | Create consensus forecast | Enable Budget vs Plan analysis
  - **Supply Planning**: Forecast capture from demand management in monthly bucket and plan in weekly | Resource, supplier and labor capacity planning | Reprioritize orders based on the latest operational information | Visual exception management and resolution analysis | Support to various manufacturing needs such as Wip accounting class, re-scheduling of work order, etc. | Develop various BIP reports to support daily operation needs | Product family-based search for release of planned orders and other business needs
- **Howmet Wheel Systems**
  - **Supply Planning**: Support single plan with pegged demand & supply to analyze order priority and material movement across regions | Support global capacity constraint-based sourcing decision | Analyze capacity & resource loading at each department | Analyze global transportation requirement
- Planning Systems modernization
- Incorporating industry best practices
- Global context with local visibility
- Need for accurate supply chain data

Potential Benefits

- Global process standardization
- Hybrid Deployment of integrated Global planning systems on Oracle EBS and Non-Oracle ERP system
- Multi Business unit implementation in one Supply Chain cloud out of Multi source ERP systems
- Closed-loop planning and execution process

Trinamix

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Results

- Demand and Supply Planning system will bring visibility to multiple functions, foster collaboration and bring certainty in all Supply Chain Planning processes
- Improved forecast accuracy
- Support growth through a scalable planning process, system and platforms
- Simplification of overall processes
- An optimized system that is aligned with business vision and strategy

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Revenue
$125.34M USD

Deployment Location
North America (Campbell, CA)

Go Live Date
November 2020

Industry
Automotive

Products
Oracle Supply Chain Planning Cloud

Legacy Platform or Competitive Replace
Netsuite

Summary

ChargePoint (formerly Coulomb Technologies) is an electric vehicle infrastructure company based in Campbell, California. ChargePoint operates the largest online network of independently owned EV charging stations operating in 14 countries and makes the technology used in it. Trinamix is engaged with ChargePoint to implement Oracle Supply Chain Planning Cloud.

Top Customer Objectives and Challenges

- Need a more responsive Supply Chain and improvements in overall Supply Chain data accuracy
- Improvements in end-to-end planning cycle time and planning frequency
- Efficient collaboration with CM, sub-assembly factory

Potential Benefits

- Seamless integration of planning cloud modules with Netsuite
- E&O planning with use up
- CM MRP / Simulation
- Global Planning

Trinamix

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Results

- End-to-End Supply Chain visibility improvement
- Robust, integrated supply chain platform to support scalability, efficiency and optimization
- Shortened planning cycle by reduction of manual workflow

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PARTNER USE CASE

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PGW™ Auto Glass

Revenue
$1B USD

Deployment Location
North America
(Pittsburgh, PA)

Go Live Date
March 2020

Industry
Distribution (Automotive)

Products
Demand Management Cloud
Supply Planning Cloud

Legacy Platform or Competitive Replace: Manugistics

Trinamix PaaS Solution
Buyer's & Distribution Workbench

Summary

Pittsburgh Glass Works (PGW) Auto Glass is the leading supplier of auto glass and shop accessories with more than 100 distribution branches throughout the US and Canada. Their distribution network provides small order, same-day or overnight auto glass delivery to more than 27,000 customers. PGW also serves auto and truck manufacturers worldwide and supplies aftermarket windshields. They are also a leading supplier of Sundries including hand tools, power tools, mirrors, moldings, resins and razor blades. Trinamix successfully implemented Oracle Demand Management Cloud and Oracle Supply Planning Cloud along with Trinamix's PaaS solution, Distribution Workbench.

Top Customer Objectives and Challenges

- Using Manugistics for forecasting and replenishment planning processes is heavily customized and has limited scalability to support planning process across 180 distribution centers
- Wanted more predictability in supply chain and enhanced efficiency in replenishment management capability

Potential Benefits

- Established a comprehensive and integrated Demand & Supply Planning process and a streamlined demand driven replenishment process for future growth/scalability
- Demand profiling based on a seasonal/non-seasonal item across the network
- Deployment of business rules-driven buyers & distribution workbench for truckload consolidation and streamlined sourcing across 100+ branches with over 20,000 items (1 million combinations in US and Canada)

Trinamix

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Results

- Improved forecast accuracy
- Logistics cost optimization achieved via container consolidation and optimized sourcing
- Support growth through a scalable planning process, system and platforms
- Seamless integration of Cloud Planning module with inhouse ERP and Data warehouse system
- Complete replacement of legacy Manugistics Planning system

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PARTNER USE CASE

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canoo

Revenue

$2B USD

Deployment Location

North America (Torrance, CA)

Go Live Date

February 2018

Industry

Automotive

Products

Oracle Financials, Oracle Purchasing, Oracle Inventory, Oracle Manufacturing, Oracle Expenses, Oracle EPM (EPBCS), Oracle Integrations (OIC)

Legacy Platform or Competitive Replace

Summary

Canoo is an electric vehicles manufacturing company with an intention of providing the same on subscription basis only. It is based out of Los Angeles, CA. Trinamix implements their End-to-End Oracle ERP Solution.

Top Customer Objectives and Challenges

- Business growth and ability to scale with less maintenance costs
- Needed an out-of-the-box integration with ERP and Budget solution with a single source of truth for financial statements for accurate performance reporting to stakeholders
- Handle expense reimbursements for all employees with high turnover
- Different approval hierarchies for Purchasing, Payables and Expenses
- Integration with their designing system (CATIA) with a view to maintain documentations

Potential Benefits

- Integrated ERP and Budgeting Solution with accurate Variance Analysis
- Boardroom level reporting dashboards for key stakeholders and bank integrations for Payments and Reconciliation
- Ability to handle and process expense reimbursement with tight integration with Payables
- Supporting different approval process flows with dollar threshold limits

Trinamix

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Results

- Ability to process expenses for all the employees with single system
- Improved Operational Efficiency
- Achieved greater automation in tracking variances i.e. Budget Vs. Actuals
- Quality and on demand reporting for stakeholders
- End to End integrated solution with ability to scale for future growth

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GRANDE WEST

Revenue
$100M USD

Deployment Location
Canada (Aldergrove, BC)

Go Live Date
July 2019

Industry
Manufacturing (Automotive)

Products
ERP Cloud, Manufacturing Cloud, SCM Cloud, Procurement, Order Management, Planning Cloud

Legacy Platform or Competitive Replace

Summary

Grande West Transportation Group is a Canadian bus manufacturer headquartered in Aldergrove, British Columbia, Canada. Trinamix implemented Cloud Manufacturing and SCM Cloud at Grande West in order to scale their operations by 40% so they can deliver customer orders at the right place and the right time.

Top Customer Objectives and Challenges

- Complex manufacturing for building a bus with thousands of parts and partners to manage
- Inability to scale operations with significant increases in customer orders
- Significant challenge with inaccurate data for building, operating, procuring and distributing data (in excel and desperate legacy system)
- Complex parts distribution to manage with global operations and delivery
- Increase of parts stock in the supply chain due to lack of centralized monitoring

Potential Benefits

- Improved scalability to take more orders and build more products with less cost/cycle time
- Ability to expand manufacturing capacity to prepare for business growth

Trinamix

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Results

- Centralized source of truth for manufacturing and product configuration
- Improve operational efficiency in procurement, order taking, manufacturing & distribution through the integrated data model
- Improvement in manufacturing cycle time through automation
- Significant improvement of operational data

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Building Materials / Metals

PARTNER USE CASE

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OmniMax International

Revenue
$750 M

Deployment Location
North America

Go Live Date
Phase 1: June 2022
Phase 2: Aug 2023

Industry
Building Materials

Products
Oracle Sales and Operations Planning Cloud

Legacy Platform or Competitive Replace

Summary

OmniMax International LLC is a leading manufacturer of building and transportation products. OmniMax is an international producer of aluminum, steel, copper, and vinyl products for equipment manufacturers, distributors, contractors, and home centers worldwide. Its core products include specialty coated coils, metal wall, and roof systems, metal and vinyl rain carrying systems, soffit and fascia systems, roofing accessories, aluminum and vinyl windows and doors, patio products, aluminum recreational vehicle doors, windows, and sidewalls.

Omnimax International selected Trinamix for rolling out Sales and Operations planning across different business lines in two phases.

Top Customer Objectives and Challenges

- Lack of System-Driven Business Process:
  - To balance between financial budget & revenue targets, sales targets, and manufacturing strategy.
  - To perform long-term strategic planning for adding or removing manufacturing locations or resource planning.
  - To drive accountability in various departments of the organization and drive consensus towards Integrated Business Planning in the organization.
  - To perform long-term procurement decision-making for commodity items and hedge against supply chain risks.
- Need of a platform for process standardization that will seamlessly work not only with the client's back-office applications such as Oracle E-Business Suite but also with financial planning & budgeting applications.
- Need for enablement of Sales & Operations Planning Cloud across all lines of business.

Potential Benefits

- System Driven Sales and Operations Planning Process tightly integrated with Oracle E-Business Suite and Advanced Supply Chain Planning.
- Integration with Oracle E-Business Suite and Oracle Advanced Supply Chain Planning.
- Remediation of strategic and tactical problems associated with the client's existing state of S&OP processes.

Trinamix

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Results

- Streamlined and system-driven sales & operations planning process to start balancing supply constraints with prioritized demands and financial budget.
- Digitization & Automation of business processes.

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DOWELL

Revenue
Undisclosed

Deployment Location
Australia

Go Live Date
September 2022

Industry
Building Materials

Products
Oracle ERP Cloud (Finance): (GL, AP, AR, FA, CM), Oracle Supply Chain Execution Cloud (Inventory Cloud, Manufacturing Cloud, Costing Cloud. Product Data Hub) Oracle Procurement Cloud (Self-Service, Purchasing), Oracle Customer Experience Cloud (Sales, B2B Service, Field Service), Oracle Order Management Cloud, Oracle Planning Cloud (Supply Planning, Production Scheduling), Oracle Transport Management Cloud

Legacy Platform or Competitive Replace

Summary

Dowell Windows has been involved in the fabrication and supply of windows and doors to the Australian residential housing market since 1860 and is now a leading supplier of aluminum windows and doors to the Australian housing market.

Dowell in Australia selected Trinamix for End-to-End ERP-SCM-CX Cloud implementation.

Top Customer Objectives and Challenges

- Paper-based Work Order Tracking with manual production scheduling and limited shop floor visibility
- Manual and time-consuming revenue recognition process
- Limited visibility in the End-to-End Supply Chain
- Inefficient coordination between different plants
- Lack of Order Promising and ability to simulate scenarios
- Limited Reporting Capabilities

Potential Benefits

- Agile Transformation using implementation best practices and methodologies
- A shift from the manual system process involved in the day-to-day transactions
- Transition business to align with Modern Business Practices
- A seamlessly integrated environment that provides real-time information and flexibility to generate ad-hoc reports without manual intervention

Trinamix

www.trinamix.com

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Results

- Improvement in manufacturing cycle time through automation
- Significant improvement of operational data with operational cost reduction
- Improvement in product quality and operational efficiency
- Reduction in production and procurement lead time
- Improvement in inventory visibility and optimization
- Automated purchasing leading to improvement in purchasing cycle time
- Elimination of manual work and faster revenue recognition with accurate reconciliations
- End-to-end Supply Chain visibility with improved forecast accuracy
- A scalable planning process, system, and platforms
- Decrease in Order Promising Cycle time
- Improvement in Sales Cycle Time, Order Visibility, Accuracy, and Customer Satisfaction

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PARTNER USE CASE

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SEKISUI HOUSE

Revenue
2589 .5B JPY

Deployment Location
New South Wales

Go Live Date
TBD

Industry
Construction

Products
Oracle Financials Cloud, Oracle Project Portfolio Management, Oracle Procurement Cloud

Legacy Platform or Competitive Replace
Estate Master, Click Homes, Property Base, Data Build, PCR4

Summary

Sekisui House, Ltd. engages in the construction, sale, purchase, and administration of real estate properties; design, execution, contracting, and supervision of construction projects; real estate brokerage and landscaping. It operates through the following segments: Custom Detached Houses, Rental Housing, Remodeling, Real Estate Management Fees, Houses for Sale, Condominiums, Urban Redevelopment, Overseas Business, and Others.

Sekisui House, in Australia, selected Trinamix for Oracle Financials, Project Portfolio Management, and Procurement Cloud Support

Top Customer Objectives and Challenges

Trinamix is supporting the application and use for Sekisui House of the following objectives:

- Need for allocation of budget
- Need to track Cost
- Need to capitalize and track assets
- Need to monitor project performance as budget vs actuals

Potential Benefits

- Root cause analysis (RCA) for all the custom components (such as reports, enhancements, etc.)
- End to End testing of the application including all boundary systems and integrations.
- Issue acknowledgment and resolution by ensuring SLA adherence

Trinamix

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Results

- Effectively differentiate between Construction projects and Development Projects
- Track the costs effectively for individual projects
- Effectively manage Revenue recognition for Development Projects
- On-time invoicing
- Budget and track the Development projects
- Controlled Procurement process

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PARTNER USE CASE
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PACIFIC STEEL & RECYCLING

Revenue
Undisclosed

Deployment Location
North America

Go Live Date
Aug 2021

Industry
Building Materials

Products
Oracle Demand Management (Demand Planning, Replenishment Planning)
Oracle Supply Planning Cloud

Legacy Platform or Competitive Replace
JDE

Summary

Pacific steel & Recycling operates a number of steel service and distribution centers across the western US & Canada. Headquartered in Great Falls, Montana, Pacific Steel & Recycling has over 46 branch offices in Washington, Nevada, Idaho, Utah, Wyoming, South Dakota, North Dakota, Colorado, Montana, and Alberta, Canada.

Pacific Steel selected Trinamix for implementation of Oracle Demand Management, Replenishment & Supply Planning Cloud along with data integration from JDE. This End-To-End Engagement was successfully implemented all remote with Project Start to Go Live in under 18 Weeks.

Top Customer Objectives and Challenges

- Create a more responsive and robust supply chain that enables efficient collaboration across branch offices, DCs, and direct buy branches thereby improving end-to-end Supply Chain visibility
- Change the buying behavior by being more proactive using Forecasting approach than being reactive
- Optimize existing Manual Coil Planning & Mill Supplier Allocation Process

Potential Benefits

- Deploy Demand Management Solution using Exception Based Forecast Analysis & Maintenance of Shipment History & Forecast for 12 DC & Branch Locations and for Coil Branch
- Deploy Replenishment Planning using Service Level & EOQ based Min & Max Replenishment Policy and Comprehensive Ranking method for Items based on Sales Hit, Sales Volume & Item UOM for 12 DC & Branch Locations
- Replenishment Planning Data loads for another14 Direct Buy/Combo Branch Locations for future rollouts
- Deploy Supply Planning for Coil Line and Modelled Coil Supplier Allocation Process through Rank Based Constrained Plan honoring both Min and Max Contract by Supplier & Product Sourcing restrictions
- Inbound Integration for all key Master & Transactional Data from JDE to Oracle Planning to Support Demand, Supply & Replenishment Planning with different schedules for Daily, Weekly & Monthly levels.
- Deployed Load Report with conditional Formatting to facilitate Load consolidation for DC & Branch Locations and creation of Purchase & Transfer Orders in JDE, and for Coil Line and creation of Purchase Orders by Supplier in JDE.

Trinamix

www.trinamix.com

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Results

- Robust, integrated supply chain platform to support scalability, efficiency and optimization
- Streamlined demand-driven replenishment process for future growth
- Improved forecast accuracy by implementing Multi Point Exception driven Forecast Analysis
- Comprehensive & Automated Coil Planning & Mill Supplier allocation process inc honoring of supplier Contracts/Sourcing Restrictions
- Shortened planning cycle by reduction of manual workflow esp in Order creation in JDE & Coil Planning Processing Times

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PARTNER USE CASE

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Revenue
$18.4M USD

Deployment Location
Asia (Lehbab 2, Dubai)

Go Live Date
[Month/Yr]

Industry
Construction & Engineering

Products
Oracle Sales Cloud

Legacy Platform or Competitive Replace

Summary

COLMEF-Monneli is a multinational company that manufactures high quality chemical construction materials. Colmef UAE's regional headquarters is based in Dubai covering G.C.C. countries, Iraq, and Jordan. Trinamix implemented Oracle Sales Cloud to boost sales productivity, track sales performance and decrease operation costs while maximizing revenue.

Trinamix

www.trinamix.com

Top Customer Objectives and Challenges

- Tracking of consolidated sales activities across the Gulf region
- Automatic assignment of Opportunities
- Customer management
- Sales Incentive Calculations, Visibility of Leads

Potential Benefits

- Convert leads to opportunities with ease of close monitoring
- Accurate assignments of Opportunities using territory management.
- Quota management to set the targets of the sales team
- Incentive compensation to evaluate the Sales rep's incentives payment
- BI reports to have a consolidated view of the Sales Performance.
- Mobile application, Outlook Integration

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Results

- Better insight to their Sales activities
- Capture 360 degree overview and details of their accounts
- Effective lead tracking and opportunity management through the defined sales process
- Key account management by contacting the influential decision makers

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PARTNER USE CASE

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Revenue
$500M USD

Deployment Location
Asia (Dubai, UAE)

Go Live Date
[Month/Yr]

Industry
Construction & Engineering

Products
Oracle Transportation Management, Oracle Transportation Operational Planning, Oracle Freight Payment, Billing & Claims, Oracle Fleet Management

Legacy Platform or Competitive Replace

Summary

Naresco Contracting LLC constructs and commissions multi- storeyed Commercial and Residential buildings, Hi-rise buildings, Villas, Luxury housing complexes, Hotel apartments, Shopping Malls and Mosques. Trinamix implemented OTM to manage all transportation activity throughout their global supply chain to reduce freight costs, optimize service levels, and automate processes so that they can run their logistics operations more efficiently.

Trinamix

www.trinamix.com

Top Customer Objectives and Challenges

- Transportation Planning for construction material, labor, water and Diesel
- On-Time Availability of materials at construction site
- Lack of Visibility on Vehicle availability and utilization
- Manual order processing and planning and driver utilization is less due to improper planning

Potential Benefits

- Order management derived on material, labor, water/diesel movement basis
- Order planning for direct, multi stop movement for construction site
- Schedule based Bus movement for labor transport and reverse logistics settlement process
- Integration with VTS system for real time tracking and internal equipment rental process execution
- Fleet assignment and execution for all movements and payable and receivables with cost allocation and damage claim settlement
- Mobile app based Millstone recorded for each execution activities

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Results

- Vehicle Utilization increased upto 30%
- Automation reduces 40% of manual work
- Planning accuracy upto 80%
- Business is working 50% faster
- Service Delivery performance increased upto 30%
- Business visibility increased upto 70%

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PARTNER USE CASE

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الوحدة الهندسية للمقاولات العامة

Engineering Unit Gen. Contracting

Revenue
$250M USD

Deployment Location
Asia (Abu Dhabi, UAE)

Go Live Date
[Month/Yr]

Industry
Engineering & Construction

Products
Procurement, Inventory, Order Management, Oracle Financials, HCM Cloud, ADP Integration

Legacy Platform or Competitive Replace

Summary

Engineering Unit General contracting was founded in 1981 in Abu Dhabi, and quickly established itself as a major firm in the general contracting industry. With state-of-the-art facilities, plants and equipment, they provide end-to-end services for all construction projects, including electromechanical.

Top Customer Objectives and Challenges

- Improved Human Capital Management processes across different engineering projects
- Consistent Global Planning Process across multiple acquisitions
- System Integration into Enterprise Resource planning

Potential Benefits

- Custom Security across different projects
- Advanced Reports and Analytics
- Enabled the HR department to become a strategic partner in moving the business forward by automating core processes—which freed time for value-add activities—and creating a single source for all HR data across the enterprise with Oracle HCM Cloud
- Systematized Enterprise Planning process
- Elimination of manual processes and customizations

Trinamix

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Results

- Increased task and work allocation across projects and into projects
- Ease of use for Employees, Managers & HR staff
- Enhanced Business Intelligence
- Higher In-Built Data Validations
- Scalable Solution and easy o Roll Out to new countries

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Consumer Packaged Goods (CPG) / Retail / Food & Beverage /Distribution

PARTNER USE CASE | AS BEAUTY

AS Beauty, headquartered in New York, is a global beauty company committed to building and growing innovative brands that resonate with a diverse consumer base. Since its founding in 2019, the company has assembled a portfolio that includes Laura Geller, Cover FX, Bliss, Julep Beauty, and Mally Beauty.

Competitors:	**N/A**
ARR:	N/A
Industry:	Beauty and Personal Care
Selling Motion:	NA
Legacy | Competitive Replacement::	AMT ERP, Seller Central
Account Revenue & Employees:	Undisclosed/Undisclosed

Oracle Solutions

- Oracle SCM (DM, SP)

Top Customer Objectives

- Empowering Business Functions with Modern Planning Tools : Enable end-to-end planning processes through Demand Management (DM) and Supply Planning (SP) Cloud applications to support greater efficiency, visibility, and control across the organization.
- Driving Operational Efficiency and Process Improvement: Implement forecasting and inventory planning modules to streamline operations and enhance planning accuracy across the organization.
- Establishing Best Practices and Performance Metrics: Standardize planning processes across key functions and define core supply chain planning (SCP) metrics to support data-driven decision-making.

Partner Use Case Summary

- **Demand Management:** Enable 24-month demand forecasting by sales channel and SKU, with separate baseline and promotional forecasts.| Allow spreadsheet uploads, editable views, and forecast adjustments directly in Planner Workbench.| Support multiple forecast versions with role-based approvals and adjustments.| Group customers and items by various hierarchies such as customer class, product family, and manufacturing site.| Review and adjust forecasts at multiple levels, with visibility into key metrics and forecast quality.| Dynamically classify items (A/B/C and X/Y/Z) based on historical data for better segmentation.| Configure phase-in/phase-out profiles for product launches and lifecycle management.| Automate collections, data loads, and demand planning through scheduled jobs.| Improve forecast accuracy with reporting metrics (M1–M4, L3–L12) and waterfall reports by channel and SKU.
- **Supply Planning:** Ability to collect open sales orders, purchase orders, work orders, and inventory data from ERP and external sources. | Net demand against on-hand inventory, open orders, and safety stock to generate accurate planned orders. | Generate buy and transfer planned orders based on sourcing rules, lead times, and order modifiers. | Automate planned order creation based on demand forecasts, existing transactions, and inventory levels.| Support simulation of multiple supply plans and generate inventory and COGS reports for better visibility.

Results | Benefits

- Greater Business Agility: Ability to respond quickly to market changes, supply disruptions, and evolving customer demands through a more adaptive planning environment.
- Improvement in Customer Service Levels: Enhance product availability and fulfillment accuracy by aligning supply with demand more effectively, leading to better customer satisfaction.
- Increase in Operational Efficiency: Reduce manual effort and streamline planning processes, freeing up resources to focus on strategic initiatives and value-added activities.
- Stronger Cross-Functional Alignment: Break down silos between sales, supply chain, and finance by enabling shared visibility and collaboration across planning functions.
- Better Risk Management and Compliance: Improve control over planning assumptions and data integrity, while supporting auditability and compliance with internal and external standards.
- Scalability for Growth: Support business expansion and complexity with a scalable cloud-based planning platform that grows with the organization.
- Faster, More Informed Decision-Making: Timely, data-driven insights to make proactive decisions that drive business performance.

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PARTNER USE CASE | AG Barr

AG Barr plc is a leading UK soft drinks company with over 145 years of heritage, known for iconic brands like IRN-BRU, RUBICON, and BARR. Through strategic acquisitions such as Boost, FUNKIN, and MOMA, the company has expanded into high-growth categories including energy drinks, cocktail mixers, and plant-based products.

Competitors:	NA
ARR:	NA
Industry:	Food & Beverage
Selling Motion:	NA
Legacy | Competitive Replacement::	JDE
Account Revenue & Employees:	£420.4M GBP/ 1000

Oracle Solutions

- SCM (SP, DM)
- OIC

Trinamix PaaS

- Trade Promotions Planning (TPP), including Trade Terms
- Production Scheduling

Top Customer Objectives

- Enhance Planning Integration : AG Barr identified the potential to unify planning processes and improve collaboration by moving away from manual tools toward a more connected, digital environment.
- Aligning Demand and Supply with Greater Precision: AG Barr wanted to adopt advanced planning tools to better synchronize supply with demand and support more agile, data-driven decision-making.
- Strengthening Trade Promotion Management: Opportunity to centralize trade promotions and terms, enabling Sales and Finance teams to collaborate more effectively and gain deeper insights.
- Building a Scalable, Future-Ready Platform : AG Barr aims to implement a modern, cloud-based infrastructure that could evolve with business needs and market dynamics.

Why Oracle?

- Oracle provided a unified cloud platform that supports end-to-end business processes with built-in intelligence and scalability.

Partner Use Case Summary

- The business teams at AG Barr are siloed and having a unified platform will allow AG Barr to have more cross-functional teams for planning (demand and Supply) and trade management.
- Implementation of Oracle DM and SP Cloud to create a centralized, intelligent planning environment.
- Enable accurate forecasting, synchronized supply planning, and proactive scenario modeling across all business units.
- Deploy Trinamix PaaS: Trade Promotions Planning (TPP) and Trade Terms to streamline promotional planning.
- Enhance collaboration between sales and finance while improving visibility and control over trade spend.
- Introduction of intelligent production scheduling capabilities to optimize manufacturing operations.
- Balance demand, capacity, and asset utilization dynamically to reduce lead times and improve responsiveness.
- Leverage Oracle integration cloud to connect planning, execution, and financial systems.
- Automation of data flows and reduce manual intervention, ensuring real-time decision-making and operational efficiency
- Build a scalable cloud-based planning solution accessible across geographies and functions.
- Support future growth and transformation initiatives with a flexible, modern architecture.

Results | Benefits

- Improvement in Forecast Accuracy and Inventory Optimization: Enhanced demand planning will reduce stockouts and excess inventory, improving service levels and working capital efficiency.
- Faster, Smarter Decision-Making: Real-time visibility into supply chain data enables dynamic decision support and faster response to market changes.
- Streamlined Trade Promotion Management: Centralization of trade terms and promotions improves financial oversight, reduces revenue leakage, and enhances cross-functional collaboration.
- Reduction of Lead Times and Operational Costs: Optimized production scheduling and integrated planning processes shorten cycle times and reduce manual effort.
- Future-Ready Digital Supply Chain: A scalable, cloud-based platform positions AG BARR for continued innovation and operational excellence.

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PARTNER USE CASE | a2 MILK

The a2 Milk Company is a New Zealand-based dairy nutrition company that specializes in products containing only the A2 beta-casein protein. Founded in 2000, the company offers a range of dairy products, including milk and infant formula, designed for easier digestion. Their products are available in markets such as New Zealand, Australia, China, the United States, and Canada.

Competitors:	**N/A**
ARR:	N/A
Industry:	Food & Beverage
Selling Motion:	NA
Legacy | Competitive Replacement::	NA
Account Revenue & Employees:	$1,675.5M USD /Undisclosed

Oracle Solutions

- Oracle Supply Chain Execution

Trinamix

Top Customer Objectives	Partner Use Case Summary	Results | Benefits
• Automate the process of capturing quality data for the batches, which can later be used to track and trace quality issues. • a2 Milk needs to integrate an external quality management system with Oracle Cloud to drive transactions based on quality results.	• Assessment of quality data captured in external systems and its alignment with Oracle Cloud ERP structure. • Evaluation of configuration changes required in Oracle Cloud ERP to support seamless two-way data integration with the external Quality system. • Identification of integration points across Receiving and Work in Process to enable accurate and timely quality data flow. • Determination of data storage strategy, including evaluation between using Oracle Fusion Quality module vs. Custom Objects. • Management of transactions in the ERP system based on lot status control.	• Improvement in visibility into quality data through seamless integration between Cloud ERP and external quality systems. • Streamlining quality reporting and analytics to support faster and more informed decision-making. • Better alignment between manufacturing, inventory, and quality processes for enhanced operational efficiency. • Reduction in manual effort and errors through automation of quality data flow.

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PARTNER USE CASE | WOLSELEY

WOLSELEY

Wolseley is a leading specialist provider of plumbing, heating, cooling, and utility products to trade customers. Operating through a network of around 650 branches nationwide, along with support centres in Warwick and Ripon, and four distribution centres, Wolseley offers an extensive range of products and services.

Competitors:	Kerridge Commercial Systems
ARR:	NA
Industry:	Distribution
Selling Motion:	NA
Legacy | Competitive Replacement::	EBS
Account Revenue & Employees:	Undisclosed / Undisclosed

Oracle Solutions

- SCM (Planning, Procurement, OM, Inv mgmt.)

Trinamix

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Configure and implement Oracle SCM Cloud modules (Order Management, Inventory Management, Procurement, and Planning) to support end-to-end supply chain processes. • Enable seamless integration with existing systems to ensure real-time data flow and accuracy. • Validate configurations through testing and ensure successful user acceptance and adoption.	• Part of Wolseley's current Oracle Cloud footprint, ensuring consistency across enterprise applications. • In line with Oracle's roadmap to develop solutions to enhance the wholesale distribution industry.	• Sales Order Processing: checkout, basket, barcode scanning, PED/TMS integration, inventory reservation, and product search. • Enhanced features post-release, including credit checks, address lookup, OTIF tracking, product availability checks, and alternative/related product suggestions. • Inventory Management enabled with tracking goods-in at DC/supplier level, internal transfers, and stock adjustment functionalities. • Replenishment tools such as automatic generation of purchase and transfer orders. • Sales Order Admin tools to manage delivery tracking, promise dates, and order details. • Finance and Branch Admin functions such as customer pricing, managing customer details, drop ship invoicing, and deposits. • Additional operational capabilities like variable kits handling, contract support, and end-of-day order processing routines.	• Improvement in order accuracy and fulfillment through integrated sales order processing and real-time inventory visibility. • Reduction in manual errors with the use of barcode readers, scanners, and automated workflows. • Greater operational efficiency in warehouse and branch-level management with centralized data and process controls. • Faster decision-making with consolidated and synchronized information across finance, inventory, and procurement modules. • Scalability and flexibility to support business growth and adapt to changing operational needs without disruption.

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PARTNER USE CASE | ALYASRA FOODS

Operating in the Middle East region since 1988, Alyasra Foods imports meat, poultry, seafood, dairy, frozen produce, beverages and pantry staple featuring major and exclusive brands, from across the world. The company is also a well-established FMCG distributor, handling products in food and other categories

Competitors:	Slimstock, Anaplan
ARR:	N/A
Industry:	Food Services and Retail
Selling Motion:	N/A
Legacy | Competitive Replacement::	Oracle EBS, D365, PTS, Vans Sales, Commerce Platform, WMS
Account Revenue & Employees:	Undisclosed/2000+

Oracle Solutions

- Oracle SCM Cloud (DM,SP)

Trinamix

Top Customer Objectives

- Need to establish a modern, scalable, integrated platform to support business growth via Oracle planning cloud solution.
- Need to implement real-time analytics for better decision-making in planning.
- Need to improve visibility across supply chain to enable better planning.
- Need to define Inventory policies as per the business needs of Alyasra within the framework of Oracle Planning Solution: Safety Stock based on Days of Coverage, Fixed Safety Stock or Based on Demand Variability; Replenishment based on Min-Max, Periodic Replenishment or Forecast Driven Define Assignment Sets to assign Inventory Policies to the Segments of the Product.

Partner Use Case Summary

- Multi-dimensional demand modeling that adapts to Alyasra's business.
- Ability to identify demand patterns and changes via real-time updates.
- Implementation of a superior Bayesian forecasting engine that handles multiple causal factors.
- Implementation of forecast simulations that project the business impact of multiple scenarios.
- Facilitate the transfer of sales history from old customers or items using Oracle's historical data management features, while maintaining forecasting accuracy.
- Facilitate the process of highlighting the impact on the inventory due to New Customer activation or De-Activation within the planning period.
- Enablement of exception-based Supply Planning.
- Ability to generate supply plans that include outsourced manufacturing and upstream suppliers.
- Ability to dynamically prioritize and reschedule demands based on business requirements.
- Ability to automatically evaluate and address material constraints.
- Release the best plan for execution and cancel or reschedule supply orders as needed.

Results | Benefits

- Ability to plan the replenishment of the stocks to the customers based on the Sales orders and forecast.
- Ability to generate a good statistical forecast that can be used as a baseline forecast to drive the Demand Management Process.
- Enhanced forecasting accuracy within Oracle Demand Planning with the implementation of Bayesian Markov analytics.
- Increase in support for growth and scalability with uniform processes.

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PARTNER USE CASE | MILK MAKEUP

Milk Makeup is a fun, eco-conscious, and cool cosmetics brand. They have multifunctional, high-tech formulas built for girls on the go. The brand manufactures easy-to-use makeup that is 100% vegan, cruelty-free, and paraben-free. The beauty brand was born out of Milk Studios, a creative hub in downtown New York City.

Competitors:	N/A
ARR:	N/A
Industry:	CPG & Retail
Selling Motion:	NA
Legacy | Competitive Replacement::	NA
Account Revenue & Employees:	Undisclosed/Undisclosed

Oracle Solutions

- ◯ Oracle Supply Planning Cloud
- ◯ Oracle Demand Management Cloud

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Need to enhance on-time order fulfillment and reduce operational costs while enabling a single source of truth to drive better business decisions. • To adopt modern best practices through a single data model supported by a secure cloud platform. • Need for a capability to detect supply and demand changes immediately. • Lack of visibility across the entire supply chain and need to improve the ability to conduct what-if scenarios during planning. • Standardize the demand and inventory planning processes. • Need for a more responsive supply chain for end users with a good capability to report on metrics.	• Milk Makeup selected Oracle due to the fulfillment of their requirements through the extensive and advanced functionality offered by Oracle Cloud.	• Implementation of a system that enables Milk Makeup to develop, manage, connect, and automate all demand and supply planning processes, leading to a balanced demand and supply. • Implementation of a process to accurately plan a unique demand per SKU, and customer base with the ability to adapt to fluctuating demand based on seasonality, product life cycle, sales promotions, and other external factors. • Integration of all functions of the business into one platform to determine demand and purchase needs. • Automation of manual inventory management processes • Facilitate supply chain visibility and risk management.	• Streamlining of the demand forecasting and inventory management processes. • Improvement in forecast accuracy, fill rates, and inventory turns. • Improvement in supply chain decision-making at a tactical and strategic level based on the latest and most detailed data available in the planning solution. • Enable automation in demand generation, supply creation process. • Enabling faster time to market for new products.

Partner Contact:

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PARTNER USE CASE | AL KHAYYAT INVESTMENTS (AKI)

AKI is a multibillion-dollar diversified business across the Middle East. With a diverse portfolio of businesses and partnerships, delivering specialist products, intelligence, and services that enable people to live healthier and more active lives.

Competitors:	Outperform, Slimstock, Relex, Anaplan
ARR:	N/A
Industry:	Retail, FMCG & Healthcare
Selling Motion:	N/A
Legacy | Competitive Replacement::	EBS, D365, VANS (VAN Sales System)
Account Revenue & Employees:	Undisclosed/Undisclosed

Oracle Solutions
◯ Oracle SCM Cloud (DM,SP, S&OP)
Trinamix Industry-Specific Solution
◯ Containerization

Trinamix

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Need to establish a modern, scalable, integrated platform to support business growth via Oracle planning cloud solution. • Need to implement real-time analytics for better decision-making in planning. • Need to improve visibility across supply chain to enable better planning.	• AKI Investments selected Oracle due to the fulfillment of their requirements through the extensive and advanced functionality offered by Oracle SCM cloud.	• Ability to manage multiple demand streams. • Create precise statistical forecasts, determine causal factors impacts, and measure forecast accuracy. • Optimize new product introductions and synchronize cross-functional demand plans. • Ability to balance demand and supply, optimize inventory, and plan for multiple material and capacity scenarios. • Implementation of a planning process, discrete, project-driven, configure-to-order, and outsourced production, as well as drop-ship and back-to-back fulfillment. • Alignment of business plans and operations across AKI business unit sales, marketing, finance, and supply chain organizations. • Ability to leverage built-in, integrated business planning processes and collaborative tools to drive consensus among stakeholders. • Balance aggregate supply and demand by modeling and comparing alternative constrained planning scenarios.	• Implementation of unified business processes and a common system that leverages industry global best practices. • Improvement in end-to-end supply chain visibility. • Ability to sense, predict, and shape demand. • Ability to monitor and prioritize supply problems and predict and proactively respond to disruptions.

Partner Contact:

Partner:	Web Address:	First & Last Name:	Email:	Go-Live Date:	Last Updated Date:
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PARTNER USE CASE | BIMBO BAKERIES

Bimbo Bakeries USA is part of Grupo Bimbo, the world's largest baking company with operations in 35 countries. It is the largest commercial baking company in the U.S., with bread, bagels, buns, English muffins and other sweet baked goods in their product portfolio.

Competitors:	N/A
ARR:	N/A
Industry:	Food & Beverage
Selling Motion:	N/A
Legacy | Competitive Replacement::	Oracle Cloud ERP
Account Revenue & Employees:	$22.6 B USD /22000+

Oracle Solutions
○ Integration with Oracle Supply Planning, Inventory and Procurement Cloud
Trinamix Industry Solution
○ Distribution Workbench

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Need to implement fully integrated supply-chain processes, the right supply & demand balance, and a structured planning process with Demand Management and Supply Planning that integrates with Oracle ERP. • Consolidating the inbound truck load from suppliers for purchase orders. • Maximizing truck load between warehouses for transfer orders.	• Oracle Cloud solution was able to cater to Bimbo Bakeries' requirements natively.	• Implementation for 15 distribution centers located in North America: subsequently, rolling out in Mexico and Canada. • Implementation of a distribution planning process for efficiency. • Truckload optimization & inventory balancing using Trinamix Distribution Workbench.	• Improvement in supply chain decision-making at a tactical and strategic level based on the latest and most detailed data available in the planning solution. • Reduction in overall supply chain inventory cost and cost of goods sold.

Partner Contact:

Partner:	Web Address:	First & Last Name:	Email:	Go-Live Date:	Last Updated Date:
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PARTNER USE CASE | CHAMPION FOODS

Champion Foods is a leading manufacturer of top-quality food products, focusing on pizza and breadsticks. Their expert bakers and knowledgeable product development teams use their passion for perfection to manufacture superb custom products for some of the nation's leading retailers.

Competitors:	**N/A**
ARR:	N/A
Industry:	Food & Beverage
Selling Motion:	NA
Legacy | Competitive Replacement::	Green Field Implementation for a New Facility with no current ERP in place.
Account Revenue & Employees:	Undisclosed / Undisclosed

Oracle Solutions

- Oracle WMS Cloud
- Oracle Integration Cloud

Trinamix

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Support material replenishment for automated and continuous manufacturing. • Support receiving and shipping material movement—both inbound from suppliers and outbound to customers. • Enhance efficiency and automate the extensive warehouse activities, assuring improved customer sales delivery. • Onboard the warehouse operations to Oracle WMS Cloud for their new upcoming fully automated manufacturing plant. • Support efficient lot and pallet traceability and recall processes. • Support stringent quality hold and release service levels specific to the food industry.	• Champion Foods selected Oracle due to the fulfillment of their requirements through the extensive and advanced functionality offered by Oracle SCM and ERP cloud.	• Automated replenishment of ingredients in WMS to support continuous manufacturing. • WMS and Oracle Quality cloud integration to support the quality hold and release process as per US FDA guidelines for frozen food manufacturing. • Integration of WMS Cloud with Material Handling Equipment: Automated trucks in freezer for put-away and picking processes. • Oracle WMS Cloud was implemented along with a complete suite of ERP and SCM modules, including inventory and quality.	• Achieved significant savings on manpower costs through the automation of warehousing processes. • Streamlined operations to improve order processing time for fast order fulfillment. • Automated material replenishment results in optimizing manpower and improving warehouse productivity. • Improved and automated the legacy quality hold and release process for managing quality holds, root cause analysis, and recall management. • Near real-time inventory visibility and tracking. • Improvement in on time and in full customer order fulfillment. • • Provided flexibility to business in the receiving and put-away process.

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PARTNER USE CASE | CHAMPION FOODS

Champion Foods is a leading manufacturer of top-quality food products, focusing on pizza and breadsticks. Their expert bakers and knowledgeable product development teams use their passion for perfection to manufacture superb custom products for some of the nation's leading retailers.

Competitors:	**N/A**
ARR:	N/A
Industry:	Food & Beverage
Selling Motion:	Net New
Legacy | Competitive Replacement::	Green Field Implementation for a New Facility with no current ERP in place.
Account Revenue & Employees:	Undisclosed / Undisclosed

Oracle Solutions
◯ Oracle ERP (GL, AR, AP, Purchase & Requisitions, Cost Management, Landed Cost Management, Financial Consolidation & Closure)
◯ Oracle SCM (PIM, Quality Mgmt, Order Mgmt, SP, Inv Mgmt, WMS, Manufacturing)
◯ Oracle Integration Cloud

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Shift their business to Oracle Fusion Landscape for their new upcoming facility, following the path of other sister companies in the Ilitch Holdings group of companies. • Enhance efficiency and automate the extensive Warehousing activities, assuring improved customer sales delivery. • Automate the continuous manufacturing process with efficient traceability of material usage, cost, and LOT-LPN traceability. • Efficient LOT tracking for Recalls and quarantine process.	• Champion Foods selected Oracle due to the fulfillment of their requirements through the extensive and advanced functionality offered by Oracle SCM and ERP cloud.	• Implementation of the new solution will have Champion Foods' entire process driven through Oracle Fusion ERP modules and the Oracle Warehouse Management cloud solution. • Inclusion of Champion Foods on a current Oracle Fusion multi-entity instance. • Prepare the solution footprint to bring other facilities from current QAD to Oracle Fusion Cloud ERP solution. • Modernization of ERP platform for future growth by embracing best practices enabled by Oracle Fusion Cloud ERP solution.	• Enhanced and efficient continuous manufacturing process with material traceability and accurate costing. • Improvement in customer delivery, adhering to the demand and fulfillment criteria. • Streamlining reporting through multiple reporting books and automated SLAs. • Automated purchasing to reduce the turnaround time of the P2P cycle.

Partner Contact:

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PARTNER USE CASE | FIJI WATER

FIJI Water was founded in 1996 out of the desire to share the earth's finest water with the world. Today, it is available in leading hotels, fine restaurants, and retail locations, as well as by direct delivery. As a leading export of the Fiji Islands, FIJI Water is now the number one imported bottled water in the United States and is enjoyed in over 60 countries across the globe.

Competitors:	Kinnaxis, Blue Yonder, o9, Board Walk, John Galt
ARR:	N/A
Industry:	Food and Beverage
Selling Motion:	NA
Legacy | Competitive Replacement::	EBS
Account Revenue & Employees:	Undisclosed/Undisclosed

Oracle Solutions

- Oracle SCM ((Supply Planning)

Trinamix

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Fiji Water requires a sophisticated system for optimizing supply chain operations in response to dynamic market conditions. • Need to improve data integration and efficient container planning for various shipment sizes. • Need to implement a comprehensive and user-friendly planning solution is essential for effective demand forecasting and inventory optimization. • Need to enhance container planning capabilities, including features for 20ft and 40ft containers with thermal blankets and max allocations. • Need to automate integrations for inbound and outbound data flows to maintain data integrity and streamline operations.	• Fiji Water selected Oracle due to the fulfillment of their requirements through the extensive and advanced functionality offered by Oracle Cloud.	• Enhance supply chain visibility and forecasting accuracy and ensure material supply. • Streamline shipment planning and execution. • Optimize inventory management across all locations. • Improve production planning responsiveness to demand changes. • Integrate planning solutions with existing Oracle EBS and APEX systems. • Automate data flows for greater efficiency and accuracy. • Reduce operational costs through improved planning and reduced waste. • Deliver a user-friendly container planning workbench. • Ensure system scalability to accommodate future growth.	• Increased Operational Efficiency: Streamlining processes from supply planning to production. • Improved decision-making: Enhanced data analytics for better forecasting and inventory management. • Cost Reduction: Minimized excess inventory and reduced carrying costs. • Enhanced Collaboration: Improved information sharing across departments and with external partners. • Greater Flexibility: Ability to rapidly adjust plans in response to market changes or disruptions. • sSupply Chain Resilience: Strengthened ability to handle supply chain disruptions.

Partner Contact:

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PARTNER USE CASE | UNILEVER PRESTIGE

Unilever Prestige was launched in 2014 as a part of the Beauty and Wellbeing segment of the Unilever Group. It focuses on premium luxury brands in a fast-growing beauty and wellbeing segment. The family of brands includes Tatcha, Dermalogica, Kate Somerville, Garancia, Murad, Paula's Choice, Ren, Hourglass, and Living Proof.

Competitors:	N/A
ARR:	N/A
Industry:	CPG/Retail
Selling Motion:	NA
Legacy | Competitive Replacement::	JDE, NetSuite, EBS
Account Revenue & Employees:	€1.2 B /NA

Oracle Solutions

- Oracle Supply Planning Cloud
- Oracle Demand Management Cloud

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• To improve on-time order fulfillment and lower operational costs while enabling a single source of truth to drive better business decisions. • To adopt modern best practices through a single data model supported by a secure cloud platform. • Need for the capability to detect supply and demand changes immediately. • Limited visibility in the end-to-end supply chain and the ability to perform what-if simulations during the planning process. • Need for a more responsive supply chain for end users with good capability to report on metrics.	• Unilever Prestige selected Oracle due to the fulfillment of their requirements through the extensive and advanced functionality offered by Oracle SCM Cloud	• Implemented a world-class planning tool that can adapt to changing business needs. • Integrated all functions of the business into one platform to determine demand and purchase needs. • Enabled fully integrated supply-chain processes, the right supply and demand balance, and a structured planning process with demand management. • Provided full support for existing users while facilitating a smooth transition of managed services and expanding to all brands in the future. • Delivered comprehensive business processes and functional support to existing users. • Evaluated areas for improvement and consulted on enhancements to optimize their system • Initiated planning for phased rollout to new brands.	• End-to-end supply chain visibility and ability to perform what-if simulations. • Improved forecast accuracy. • Modern capability to monitor metrics in supply chain planning tools. • Enhanced and improved the system to help Unilever Prestige move away from manual tasks. • Provide a deep interface to Oracle Product Management in order to assist with enhancements, issues, and system optimization. • Solution rolled out to the new brands in a phased manner.

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PARTNER USE CASE | NU-PURE

Nu-Pure is a family-owned business, founded in 2005 that manufactures 100% Australian-made beverages. Being experts in spring water, NuPure sources water from specially selected pristine Australian springs and has a natural and nourishing balance of minerals.

Competitors:	**N/A**
ARR:	N/A
Industry:	CPG & Retail
Selling Motion:	NA
Legacy | Competitive Replacement::	Oracle Fusion
Account Revenue & Employees:	Undisclosed /Undisclosed

Oracle Solutions

- Oracle SCM Cloud (DM, SP, Production Scheduling, Replenishment Planning)

Trinamix

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Need to improve customer service. • Need to improve production efficiencies through greater plant utilization & stability. • Better management of inventory to meet demand.	• Improved integration with legacy Oracle Fusion systems. • Ability to perform what-if simulation in Demand & Supply due to integration of all SCM models.	• Statistical forecasting of the product by SKU/customer/org. • Supply Planning for the management of capacity, materials, and order fulfillment by exception using SCM KPIs. • Replenishment Planning for managing excess stocks and minimizing split shipments.	• Replacement of legacy spreadsheets with a more robust Oracle SCM solution. • More effective S&OP process through better visibility of long-term Demand & Supply plans and impacts on the Supply Chain. • More effective management of short-term execution through improved exception management. • Systematic management of appropriate stock levels between sites.

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PARTNER USE CASE | HORIZON HOBBY

Founded in 1985, Horizon Hobby, LLC. is an international developer, distributor, and marketer of radio control (RC) cars, planes, boats, and helicopters; model railroad; plastic and die-cast models; and other general hobby products.

Competitors:	**SAP**
ARR:	N/A
Industry:	CPG & Retail
Selling Motion:	Net New
Legacy | Competitive Replacement::	Alliance, IBM (US), SAP (Europe), Red Prairie (WMS)
Account Revenue & Employees:	Undisclosed /Undisclosed

Oracle Solutions

- Oracle WMS Cloud
- Managed Services : Financials, Order Mgmt, GOP, Supply Chain Execution, PDH, SP, DM, FAW

Trinamix PaaS:

- Distribution Workbench

Top Customer Objectives

- Enhance order orchestration and Oracle to WHM workflows for seamless order progression.
- Streamline bulk order movement to reduce bottlenecks in the process.
- Extremely difficult to track how multiple business units are fulfilling global orders and if an order can be fulfilled on time with accuracy.
- Need fully integrated and automated supply-chain and finance processes by leveraging Oracle Fusion cloud capabilities to automate and streamline their critical business functionalities and business process flows by reducing manual and time-consuming processes.
- Need to analyze the impact of demand changes on supply and vice versa with minimal latency.

Why Oracle?

- Horizon Hobby selected Oracle due to the fulfillment of their requirements through the extensive and advanced functionality offered by Oracle cloud.

Partner Use Case Summary

- Implementation of a system that enables the development, management, connection, and automation of different processes in the SCM and finance areas.
- Real-time ability to judge the demand-supply balance of SKUs through daily plans and simulation.
- Implementation of real-time data synchronization between the Cloud ERP and WMS systems, helping reduce manual errors and improve inventory accuracy.
- Enablement of real-time order tracking, supply allocations, and visibility, along with streamlining of the picking and shipping process.
- SCM modules are implemented as a company-wide platform for all planning business functions, enabling a uniform interface, data model, and reporting.

Results | Benefits

- Improvement in the Order Fulfillment process.
- Increase in support for growth and scalability by efficient and productive warehouse operations processes.
- Timely analytics to drive informed, data-driven business decision-making.
- Scalability through a global rollout and a single platform that will support end-to-end processes.

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PARTNER USE CASE | ALBERTSONS

Albertsons operates as a banner of Albertsons Companies, one of the largest food and drug retailers in the United States. With both a strong local presence and national scale, the company operates stores across 35 states and the District of Columbia under 20 well-known banners.

Competitors:	**N/A**
ARR:	Approx $1M
Industry:	Retail
Selling Motion:	Cross-Product Expansion
Legacy | Competitive Replacement::	Multiple Custom Legacy systems
Account Revenue & Employees:	$78.88 B/290,000

Oracle Solutions

- Oracle SCM (Purchasing, Procurement, Self-Service Procurement , Supply Planning)

Trinamix Industry Solution

- Investment Buy

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Enable a self-service platform for suppliers to perform and view procurement activity in a single place. • Need for a collaboration platform between the supplier network and the procurement team. • Improve visibility and supplier response on the entire PO raise to material receipt cycle for all events from PO drop to PO acknowledgments, ASN, and ASN in-transit tracking. • Ability to make forward-looking purchases to optimize and secure the most favorable pricing for the future with the implementation of Trinamix's industry solution, Investment Buy.	• Albertsons needed a fully integrated platform with the ability to utilize PaaS to coordinate additional functionality. • Oracle solutions offer flexibility through both PaaS and SaaS.	• Collaboration and negotiations on supplier forecasts and supplier commitments for horizons and cycle times • Interoperating with B2B service level suppliers, enabling suppliers to exchange information, such as supplier forecasts. • Creation of simulation plan frameworks to enable modification of item organization attributes for testing purposes • Creation of optimized recommendations and fine-tuning based on Supply Chain Constraints. • Utilization of shelf life of items and providing that as investment buying constraint with the implementation of Trinamix's Industry Solution, Investment Buy	• Improvement in supplier collaboration. • Ability to simulate scenarios and evaluate the impact on other SKUs, PO cancellation, and write-off. • Optimization of the buying platform and automation of the buying process. • Gaining additional truckload efficiency and, thus, enhanced operational effectiveness.

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PARTNER USE CASE | IFFCO BAZAR

IFFCO BAZAR is an online agricultural market and platform that offers a modern retail experience to Indian farmers. The agri e-commerce store offers a wide range of seeds, fertilizers, pesticides, cattle feed, bio-stimulants, sprayers, and other agricultural implements and farm products online with ease.

Competitors:	Filix
ARR:	NA
Industry:	Agriculture/ E-commerce
Selling Motion:	In-Product Expansion
Legacy | Competitive Replacement::	BazarSoft
Account Revenue & Employees:	Rs. 4107 Cr /Undisclosed

Oracle Solutions

- FAW (Fusion Analytics Warehouse)

Trinamix

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Need for an analytics solution to compare the performance of each state and various cost centers on key business metrics to drive effective decision-making and improve financial performance. • Financial statements are based on customized financial categories. • IFFCO Bazar needs a self-serving, business-oriented visualization and reporting tool that provides business users with the ability to create their own analysis, reports, and graphs with the ability to drill down to transactions.	•	• Enablement of 200+ pre-built KPIs, 20 analyses, and 600+ key metrics across modules to provide organizations meaningful insights into their data with an option to customize and create other KPIs relevant to organizational needs. • Creation of 50+ custom GL-related KPIs and financial statements based on custom financial categories • Ability to create a customized analysis using the pre-built data model and bring in data from other sources like Salesforce, Azure, Google Analytics, etc • Provision of Oracle Analytics Cloud and Oracle Autonomous Data Warehouse built-in • Rapid deployment with pre-built data pipelines to Oracle Cloud Apps	• Quick access to critical financial KPIs and metrics in comparison to targets • Gain insight into profitability drivers and analyze historical trends. • Drill directly from KPIs into underlying details • Integration with non-cloud data sources, which provides an opportunity for enterprise-level analytics. • Faster time-to-value with the pre-built architecture and Oracle-managed data pipelines. • A completely extensible platform to bring in additional data elements and customize reports as required

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PARTNER USE CASE

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B&G FOODS, INC.

Revenue
$2.06B USD

Deployment Location
North America

Go Live Date
July 2023

Industry
Food & Beverage

Products
Oracle Demand Management Cloud
Oracle Sales and Operations Planning Cloud

Legacy Platform or Competitive Replace
JDE

Summary

B&G Foods, Inc., and its subsidiaries manufacture, sell and distribute high-quality, branded shelf-stable and frozen foods across the United States, Canada, and Puerto Rico. They have a diverse portfolio of more than 50 brands including B&G, B&M, Back to Nature, Cream of Wheat, Green Giant, Las Palmas, Le Sueur, Mama Mary's, Maple Grove Farms, Mrs. Dash, New York Style, Ortega, Polaner, Spice Islands and Victoria

B&G Foods selected Trinamix for achieving the right supply and demand balance with the implementation of Oracle Demand Management and Sales and Operations Cloud

Top Customer Objectives and Challenges

- Need for a Demand Planning system that is accessible, scalable, brings visibility to multiple functions, fosters collaboration, and brings certainty in all Supply Chain Planning processes
- Current forecasting and demand planning processes are manual and cumbersome
- Lack of integration between ERP and supply chain processes
- B&G was looking for a way to initiate the foundation for a true sales and operations planning process
- B&G thought the implementation was going to take over a year, and Trinamix was able to show a 6-month project timeline

Potential Benefits

- Implementation of a system that enables B&G to develop, manage, connect, and automate all demand planning processes, leading to a balanced Demand and Supply.
- Facilitate identification, tracking, and resolution of issues and risks and take corrective actions with the best possible forecasting accuracy.
- Enable fully integrated supply-chain processes, the right supply & demand balance, and a structured planning process with Demand Management.
- Integration of Demand Management Cloud to JDE ERP system.
- Implementation of a base sales and operations planning process to set the roadmap for the future

Trinamix

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Results

- Drive alignment, consistency, and collaboration across the supply chain
- Improvement in productivity across planning and release processes
- Enable automation in demand generation, supply creation process

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PARTNER USE CASE
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Revenue
€1.2 B

Deployment Location
Global

Go Live Date
TBD

Industry
Consumer Products

Products
Oracle Demand Management Cloud
Oracle Supply Planning Cloud

Legacy Platform or Competitive Replace
JDE, NetSuite, EBS

Summary

Unilever Prestige was launched in 2014 as a part of the Beauty and Wellbeing segment of the Unilever Group. It focuses on premium luxury brands in a fast-growing beauty and wellbeing segment. The family of brands includes Tatcha, Dermalogica, Kate Somerville, Garancia, Murad, Paula's Choice, Ren, Hourglass, and Living Proof. Unilever Prestige selected Trinamix for Oracle Demand Management Cloud and Oracle Supply Planning Cloud Support

Top Customer Objectives and Challenges

- Six of Unilever Prestige brands have implemented supply and demand planning cloud, and they were not satisfied with the level of support provided by their current partner.
- ULP felt that they were not using the applications to their full potential and were still spending too much time on manual tasks.
- ULP has 3 brands that are evaluating implementing Supply and Demand Planning Cloud, and the company wanted to align with a partner who could also do the new roll-outs in addition to the managed services.

Potential Benefits

- Transition managed services from the current vendor, and move into full support mode, eventually providing services for all brands.
- Provide business process and functional support to existing users.
- Look for areas of improvement and enhancements that will help ULP optimize the system and move away from manual tasks.
- Provide a deep interface to Oracle Product Management in order to assist with enhancements, issues, and system optimization.
- Begin planning for the rollout to the new brands in a phased manner.

Trinamix

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Results

- Utilize the planning tools to their full capacity, move away from manual tasks, and allow the brands to become self-sufficient.
- Enhance the relationship between ULP and Oracle Product Management to make future issues and concerns easier to solve.
- Make the supported brands ambassadors of the capabilities of the planning applications in order to convince the new brands to move forward.

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PARTNER USE CASE
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Revenue
$844.2M USD

Deployment Location
North America, Europe

Go Live Date
June 2023

Industry
Consumer Products

Products
Oracle Supply Planning Cloud

Phase A: Supply and Distribution Planning
Phase B: Sales &Operations Planning
Future: Retail and Replenishment Planning

Industry Solution
Trinamix Distribution Workbench

Legacy Platform or Competitive Replace
Oracle EBS

Summary

Newell Manufacturing Company, Inc., was founded as a maker of metal curtain rods in upstate New York. Today, a family of brands, Newell Brands includes Sharpie, Rubbermaid, Graco, Paper Mate, Parker, Waterman, Coleman, Yankee Candle, Mr. Coffee etc. Yankee Candle is a part of the Newell Brands Home fragrance division. It manufactures and retails various scented candles, candleholders, accessories, and home & car fragrance products. Yankee Candle has become the most recognized name in the candle business and is one of the best-selling candle brands in North America.

Top Customer Objectives and Challenges

- To improve on-time order fulfillment and lower operational costs while enabling a single source of truth to drive better business decisions.
- To adopt modern best practices through a single data model supported by a secure cloud platform.
- Need for a capability to detect supply and demand changes immediately.
- Enable the generation of multiple proactive, cost-effective options in which to react, with complete visibility of the impacts of all options.

Potential Benefits (Phase A)

- Integrated EMEA business planning into a common global planning
- Global visualization for a comprehensive view of the business actions required.
- Enabled users to create their own reports and analytics.
- Merged two demand streams in DM to provide a single forecast output from DM to SP.
- Implemented a distribution planning process for efficiency.
- Truckload optimization & inventory balancing using Trinamix Distribution Workbench.
- Replaced on-premise Advanced Supply Chain Planning (MRP, MPS processes)

Trinamix

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Results

- Streamlining of Demand, Supply, and S&OP processes.
- Improvement in supply chain decision-making at a tactical and strategic level based on the latest and most detailed data available in the planning solution.
- Enabling faster time to market for new products.
- Reduction in overall supply chain inventory cost and cost of goods sold.

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PARTNER USE CASE

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Little Caesars

Revenue
Undisclosed

Deployment Location
Detroit, Michigan, USA

Go Live Date
TBD

Industry
Food & Beverages

Products
Oracle Fusion Cloud Financials (AP, AR, GL), Oracle Fusion Cloud Product Development, Oracle Fusion Cloud Order Management, Oracle Fusion Cloud Configurator Modelling, Oracle Fusion Cloud Supplier Portal, Oracle Fusion Cloud Self-Service Procurement, Oracle Fusion Cloud Enterprise Contracts, Oracle Fusion Cloud Sourcing, Oracle Fusion Cloud Procurement, Oracle Fusion Cloud Supplier Qualification Management, Oracle Fusion Cloud Product Hub, Oracle Fusion Cloud Global Order Promising, Oracle Fusion Cloud Inventory Management, Oracle Fusion Cloud Planning Central/Supply Planning, Quality Management

Legacy Platform or Competitive Replace
Retalix Power Warehouse, Ultraship, PeopleNet, Appian

Summary

Little Caesars® is the largest carryout-only pizza chain in the United States (based on net number of stores in 2016). Founded in 1959 as a single, family-owned restaurant, Little Caesars has become the third largest pizza chain in the world (based on net number of stores in 2016) and today has stores in all 50 U.S. states, as well as 27 countries and territories worldwide.

Top Customer Objectives and Challenges

- Little Caesars wants to implement these modules in launch “waves” for eighteen Blue Line Distribution Centers (DC's) Blue Line Distribution is a wholly owned subsidiary of Little Caesars.
- Little Caesars wishes to modernize and transform the way they currently operate to be prepared for digital transformation across the supply chain and finance to drive greater efficiencies.

Potential Benefits

- Adoption of current modern best practices, automation, and native end-end homegrown and outdated technology platforms.
- Enabling increased process efficiencies through IT agility and flexibility with Oracle Cloud implementation.
- Optimizing inventory management and item costing across distribution centers by supporting valued, non-valued, planned, & unplanned inventory at any level of location and considering inter-org pricing rules and landed cost elements for accurate costs.
- Highly simplified Warehouse & Transportation execution with Item and BOM definition, shared via a central data hub across ERP modules.
- Elimination of wasteful manual processes and time-consuming upgrades & customizations. processes by the implementation of Oracle ERP Cloud solution thus retiring numerous

Trinamix

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Results

- Enhanced effectiveness of Warehousing and Distribution operations
- Quick Service Restaurant Model solution
- Omni-channel orders and fulfillment
- Multi-channel touch points with customers
- Farm to fork solution
- Reduced logistics costs
- Increased fleet utilization

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PARTNER USE CASE
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Revenue
JPY 820.3B

Deployment Location
New York, North America

Go Live Date
April 2023

Industry
Trading

Products
Oracle WMS (Shopify Integration)
Oracle Integration Cloud (OIC)

Legacy Platform or Competitive Replace

Summary

ITOCHU is one of the leading five 'Sogo Shosha' (General Trading Company) headquartered in Japan with approximately 100 bases in 62 countries. It is involved in domestic trading, import/export, and overseas trading of various products such as textile, machinery, metals, minerals, energy, chemicals, food, general products, realty, information and communications technology, and finance, as well as business investment in Japan and overseas.

ITOCHU selected Trinamix for Oracle Warehouse Management System Cloud and Ecommerce Platform (Shopify) Integration using Oracle Integration Cloud (OIC)

Top Customer Objectives and Challenges

- Need for an interface between E-Commerce sales platform (Shopify) and Oracle WMS Cloud for the inventory update from WMS Cloud to Shopify
- No automated way of updating correct and accurate inventory into Shopify
- Need for an automated flow to send shipping request from Shopify to WMS Cloud

Potential Benefits

- Enabled Shopify and Retail Stores merchandising ERP (GMD) inventory allocations in Oracle WMS Cloud
- An interface which updates the Shopify with item inventory after Shopify and GMD wave allocations in WMS Cloud
- A modern interface which sends across shipping request pertaining to an order being executed in Shopify
- Implemented out of box Shopify adapter within OIC to quickly create and deploy the integration

Trinamix

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Results

- Inventory out-of-sync issues eliminated with improved planning accuracy and seamless fulfilment
- Simplification and Automation of updating and allocating accurate inventory for Shopify orders

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PARTNER USE CASE
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Revenue
JPY 820.3B

Deployment Location
New York, North America

Go Live Date
TBD

Industry
Trading

Products
Oracle Warehouse Management System Cloud
Oracle Integration Cloud (OIC)

Legacy Platform or Competitive Replace
GMD (Legacy Retail ERP System of MUJI Japan)

Summary

ITOCHU is one of the leading five 'Sogo Shosha' (General Trading Company) headquartered in Japan with approximately 100 bases in 62 countries. It is involved in domestic trading, import/export, and overseas trading of various products such as textiles, machinery, metals, minerals, energy, chemicals, food, general products, realty, information, and communications technology, and finance, as well as business investment in Japan and overseas. ITOCHU is providing 3PL and warehousing services to its client MUJI, a Global Japanese Retailer of household and consumer goods.

Top Customer Objectives and Challenges

- Need to remove a middle system between GMD & Oracle WMS Cloud
- Need to capture real-time warehouse transactions in GMD
- Need to Improve inventory synchronization between GMD & WMS
- Need to improve poor inventory visibility in GMD

Potential Benefits

- Enabling integration between GMD & Oracle WMS Cloud through OIC
- Eliminating redundant system between GMD & Oracle WMS Cloud
- Maximizing Real-time transactions update in GMD
- Enhancing WMS System to support GMD business transactions

Trinamix

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Results

- Improvement in inventory synchronization between GMD & WMS
- Increase in inventory accuracy in GMD System Realtime inventory visibility in GMD System
- Excellent shipment visibility
- Increase in efficiency of order fulfillment

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Daring.

Revenue
Undisclosed

Deployment Location
North America

Go Live Date
TBD

Industry
Food & Beverage

Products
Oracle Demand Management Cloud
Oracle Supply Planning Cloud

Legacy Platform or Competitive Replace

Summary

Founded in 2018, Daring foods manufactures plant-based “chicken” aimed to provide a healthy food alternative. The company’s products include vegan products that are dairy-free and egg-free, creating a more sustainable, delicious, and nutritious plant-based option for a regular meat-consuming audience.

Daring Foods selected Trinamix for the implementation of Oracle Demand Management and Oracle Supply Planning Cloud.

Top Customer Objectives and Challenges

- Legacy excel based systems and business processes are not able to scale to support its business growth
- Move from excel based planning to a cloud-based integrated solution using state of the art Oracle applications
- Need for incorporation of industry best-practices

Potential Benefits

- Demand Management functionality implementation with a best-in-class Process perspective. Implementation of various forecasts and business adoption of Final Shipment Plan
- Supply Planning functionality implementation with a process view on business definitions and data consolidation to support the supply planning process. Enable Safety Stock Planning and Lead Time Modeling

Trinamix

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Results

- Support growth through a scalable planning process, system, and platforms
- Digitization and Automation of business processes

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Revenue
$200M USD

Deployment Location
North America (Illinois)

Go Live Date
TBD

Industry
CPG/Retail

Products
Oracle Demand Management Cloud - Engine Tuning

Legacy Platform or Competitive Replace
Oracle EBS

Summary

NOW produces high-quality natural products at prices that everyone loves. They are respected leaders in the natural products industry, with a mission to provide value in products and services that empower people to lead healthier lives.

NOW Foods selected Trinamix for tuning Oracle Demand Management Cloud to improve forecast accuracy

Top Customer Objectives and Challenges

- Need to review current ODMC configuration, forecast process, and data quality
- Need for statistical accuracy analysis
- Need to analyze forecasting models and model parameters

Potential Benefits

- Generate current accuracy metrics and set a baseline
- Tune DM engine profile to achieve higher forecast accuracy
- Review and revise forecast levels and forecast tree for each profile
- Review and create a Causal Factor definition
- Analyze bias, MAPE, and a bad forecast and evaluate configuration to reduce bias and improve MAPE

Trinamix

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Results

- Improvement in Forecast Accuracy
- Monitoring of DM Metrcs

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PARTNER USE CASE

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Revenue
$200Mn

Deployment Location
North America

Go Live Date
Wave1: Jun 2021
Wave2: Oct 2021

Industry
CPG/Retail

Products
Oracle Demand Management Cloud
Oracle Supply Chain Planning Cloud

Legacy Platform
Oracle EBS

Summary

NOW produces high-quality natural products at prices that everyone loves. They are respected leaders in the natural products industry, with a mission to provide value in products and services that empower people to lead healthier lives.

NOW Foods is replacing on prem supply chain planning applications and deploying Planning Cloud to improve its Demand Planning and Supply Planning processes.

Top Customer Objectives and Challenges

- Limited visibility in the End-to-End Supply Chain and ability to perform what-if simulations during the planning process
- Lack of modern functionalities in the existing Planning systems
- Needed a more responsive Supply Chain for the end users with good capability to report on metrics

Potential Benefits

- End-to-End Supply Chain and ability to perform what-if simulations
- Best-in-class Planning capabilities
- Improved Forecast Accuracy
- Modern capability to monitor metrics in supply chain planning tools

Trinamix

www.trinamix.com

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Results

- Implementing Best in Class supply chain planning processes
- Shorten overall planning cycle
- Improvement of Forecast Accuracy by >20%
- Visibility across the entire supply chain

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PARTNER USE CASE
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WOLSELEY

Revenue
$42B USD

Deployment Location
United Kingdom

Go Live Date
November 2020

Industry
Distribution

Products
Oracle Demand Management Cloud, Oracle Supply Planning Cloud

Legacy Platform or Competitive Replace

Summary

Wolseley is a part of Ferguson PLC, the world's leading specialist distributor of plumbing and heating products. Ferguson has 1 million + customers served by 35,000 associates in 2,280 locations. As a leading plumbing, heating and trade specialist merchant in the UK, Wolseley aims to be the first choice for trade customers across the country. Wolseley UK selects Trinamix for improving their Supply and Demand Planning processes using Oracle Planning Cloud.

Top Customer Objectives and Challenges

- Improve inventory planning processes leveraging Wolseley's existing Oracle Planning Cloud licenses
- Need for improvement in Forecast accuracy
- Need for a reduction in inventory and stock-outs

Potential Benefits

- A shift from monthly to weekly Demand Planning process and improved forecast accuracy at item/org level
- Exception based management, planning process as per product classification
- A shift from offline (extract and upload) to system-based processes
- Process improvement for new product introduction (NPI)
- User-friendly and easy-to-use tasks and reports by leveraging Oracle Demand Management and Supply Planning Cloud best practices

Trinamix

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Results

- Improve forecast accuracy and ensure resiliency during events like COVID-19 by further tuning the system to recognize disruption
- Optimize Inventory to ensure on-time delivery, reduce stock-outs and reduce cost of ownership
- Successful user adoption across the organization leveraging latest features of Planning Cloud

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PARTNER USE CASE
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TaylorMade

Revenue
Undisclosed

Deployment Location
North America (Carlsbad, CA)
United Kingdom

Go Live Date
TBD

Industry
Consumer Packaged Goods
Retail

Products
Oracle Cloud Supply Planning (Constrained), Oracle Cloud Backlog Management

Legacy Platform or Competitive Replace

Summary

TaylorMade Golf Company is an American sports equipment manufacturing company based in Carlsbad, CA. The company focuses on the golf equipment market, producing golf clubs, balls, and clothing. Trinamix implemented Oracle Cloud Supply Planning (Constrained) and Oracle Cloud Backlog Management along with enhancements to existing on-prem modules for TaylorMade.

Top Customer Objectives and Challenges

- Streamline and Improve Lead-time quotations for stock and custom balls.
- Automated workflow for the make-to-order process.
- Streamline and systematic Tracing of Work Orders & Inventory.
- Enhanced costing process for Golf ball products by including mfg.-based cost roll-up & work order valuation.
- Implement constrained Supply Planning for US Distribution Centers, Manufacturing facilities, and Asia-based suppliers.
- Implement Backlog Management for Golf Balls US Distribution center for MTS & MTO product types
- Extend Oracle EBS[Manufacturing, Inventory, Costing, Procurement & Order Management] to Golf Ball Division[6 Distribution centers, 1 Manufacturing Site].
- Establish an MES capability to plan, execute, and trace work orders.

Potential Benefits

- IT-supported mapping of golf ball demand and supply based on sourcing rules in Oracle Supply Planning.
- Automated calculation of supply needs based on demand planning and MRP run.
- Automated rescheduling of orders based on flexible demand priority and allocation rules
- Enhanced ATP quote for stock and make-to-order balls based on finished & semi-finished goods inventory, ASNs, and production orders.
- Automated scheduling of work orders for custom and stock balls, based on MRP and MES.
- Production progress tracking based on work orders linked to sales orders/ replenishment orders.
- Reporting of WIP, scrap, material consumption, inventory based on BOM, work order confirmations, routings, and cost center rates.

Trinamix

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Results

- Ability to support multi-sourcing of finished good products between Asia-based suppliers and TMG Manufacturing facility using cloud supply planning.
- Ability to model supplier capacity in planning and optimize demand fulfillment using multiple sources for constrained finished goods products using cloud supply planning.
- Ability to model detailed bills and route and achieve strategic benefits in cloud supply Planning and EBS Costing & Manufacturing.
- Ability to Reschedule sales orders based on flexible and comprehensive business rules using Cloud Backlog Management.
- Ability to support constrained material allocation between different order types[MTS v/s MTO], Regions & Channels based on Attribute-based planning using Cloud supply planning & Cloud Backlog Management.
- Ability to automatically allocate components to work order prior to release for Execution.
- Ability to track WO costing at a detailed level inc WIP Valuation and support based on detailed supply chain cost roll-up based on bills/resources.

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PARTNER USE CASE
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TaylorMade®

Revenue
$1B USD

Deployment Location
North America (Carlsbad, CA)
United Kingdom

Go Live Date
November 2018

Industry
Consumer Packaged Goods
Retail

Products
Planning Central, Supply Planning, Demand Planning

Legacy Platform or Competitive Replace
EBS 12.1.3.9 using Hybrid Model
JDA Supply Chain Planning

Summary

TaylorMade Golf Company is an American sports equipment manufacturing company based in Carlsbad, CA. The company focuses on the golf equipment market, producing golf clubs, balls, and clothing. Trinamix deployed Oracle Supply Planning Cloud and Planning Central integrated with Oracle EBS to improve On Time and In Full customer orders. The Cloud platform helped reduce supply chain inventory by improving end-to-end visibility.

Top Customer Objectives and Challenges

- Improve end-to-end planning cycle time and planning frequency to quickly address demand variability
- Improve overall supply chain data accuracy and reduce date latency by Integrating Oracle cloud supply chain platform and EBS based ERP
- Reduce order rescheduling instances & Increase promising accuracy based on supply chain inventory situation
- Enable integrated planning platform to share real-time supply chain information

Potential Benefits

- Integrated demand forecasting and supply chain planning
- Realtime ability to judge demand-supply balance of SKUs through daily plans and simulation
- Supply chain plan driven by order inquiry, promising and rescheduling

Trinamix

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Results

- Demonstrated strong understanding of customer business needs and addressed through Oracle supply chain cloud platform
- Presented successful live customer reference
- Trinamix IN- Cloud framework based pre-built EBS to cloud Integration was a major value-add for customer

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Revenue
$200M USD

Deployment Location
North America

Go Live Date
2021

Industry
CPG/Retail

Products
Oracle Demand Management Cloud
Oracle Supply Chain Planning Cloud

Legacy Platform or Competitive Replace
AMAPS

Summary

Santa Cruz Nutritionals (SCN) is the leading contract manufacturer of functional food and nutraceutical markets. With unique food science expertise and proprietary processes, SCN has pioneered gummy category firsts, including children's vitamins, calcium, fiber and more. Now, SCN produces a wide range of products for branded industrial and retail partners. Beyond supplements, SCN also makes certified organic gummy jellybeans with highest quality ingredients.

SCN is deploying Planning Cloud to improve its Demand Planning and Supply Planning processes.

Top Customer Objectives and Challenges

- Limited visibility in the End-to-End Supply Chain and ability to perform what-if simulations during the planning process
- Lack of modern functionalities in the existing Planning systems
- Needed a more responsive Supply Chain for the end users with good capability to report on metrics

Potential Benefits

- End-to-End Supply Chain and ability to perform what-if simulations
- Best-in-class Planning capabilities
- Improved Forecast Accuracy
- Modern capability to monitor metrics in supply chain planning tools

Trinamix

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Results

- Implementing Best in Class supply chain planning processes
- Shorten overall planning cycle
- Visibility across the entire supply chain

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Revenue
$1.5B USD

Deployment Location
North America (Lehi, UT)

Go Live Date
Phase 2: Sep 2021

Industry
Consumer Packaged Goods Retail

Products
Oracle Demand Management Cloud

Legacy Platform or Competitive Replace
JDE

Summary

Young Living is a multi-level marketing and consumer goods company that produces one of the best essential oils in the world. Young Living is committed to providing pure, powerful products for every family and lifestyle, all infused with the life-changing benefits of its essentials oils.

Young Living selected Trinamix for the integration of Oracle Demand Management Cloud with JD Edwards.

Top Customer Objectives and Challenges

- Automate the integration of Planning data collection from JDE to Oracle Demand Management Cloud and to publish the final forecast back to JDE for further down-level MRP.
- Create additional dashboards within Oracle Demand Planning Cloud so planning specific data can be accessed by users based on roles/functions
- Additional training support for System navigation, report creation and maintaining training documents

Potential Benefits

- Implemented multiple integration points
- Automation of Planning Data collection from JDE to Demand Management
- Automation of Oracle Demand Management Plan run
- Publishing forecast back to JDE for MRP
- Upload of key Demand Management measures to data warehouse

Trinamix

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Results

- Efficient and touchless integration between JDE and DM
- Reduction in time taken for weekly planning cycle cadence
- An optimized system that is aligned with business vision and strategy

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GLOBAL SHIPPING & LOGISTICS (L.L.C.)
Driven by you

Revenue
$4.99B USD

Deployment Location
Asia, (Dubai)

Go Live Date
[Month/Yr]

Industry
Shipping & Trading

Products
GOP Cloud R13, Supply Planning Cloud R13, Oracle Transportation Management, Oracle Transportation, Operational Planning, Oracle Freight Payment, Billing & Claims, Oracle Fleet Management, Oracle Fusion Transportation Intelligence

Legacy Platform or Competitive Replace

Summary

Global Shipping and Logistics is a part of Al Shirawi Group of companies, and is a leading onshore 3rd party logistics providers within the UAE. Trinamix implemented Oracle Supply Planning Cloud and Global Order Promising to improve OTD for customer orders and reduce supply chain inventory by building a robust platform to orchestrate their outsource manufacturing supply chain across multiple partners.

Top Customer Objectives and Challenges

- Enable visibility of shipments shipped by GSL globally for all business lines
- Create system visibility for planning and compliance on inventory in transit from DCs to tier 1 customers/suppliers to the companies
- Needed integration with multiple systems/various service providers (WMS) and vendor selection/client management on planning system
- Difficult to handle large order volumes and manual plan ning process not optimized

Potential Benefits

- Order management on multi-channel, last mile delivery, cross border movements and clearing & forwarding - mobile app Millstone records all execution activities
- Automated Planning for Temperature Control, Route Selection & Delivery Window, Vehicle & Route Rules, Contract Based Vehical Selection, Municipal Rule Based Vehicle Selections and Fleet Planning and Execution
- Vendor payment and customer bill consolidation process established with real time data synchronization between the systems

Trinamix

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Results

- Vehicle Utilization increased up to 30%
- Automation reduces 60% of manual work
- Planning accuracy up to 90%
- Business is working 50% faster
- Service Delivery performance increased up to 30%
- Business visibility increased up to 50%

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PARTNER USE CASE
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Ball & Doggett

Revenue
$400M USD

Deployment Location
Australia (Dandenong South, VIC)

Go Live Date
January 2020

Industry
Paper & Forest Products

Products
Oracle Warehouse Management System

Legacy Platform or Competitive Replace
Microsoft Dynamics AX 2009

Summary

K.W.Doggett Fine Paper and BJ Ball joined forces to form Ball & Doggett and is Australia's largest distributor of printable materials and consumables. With offices around Australia in VIC, NSW, QLD, SA, WA, TAS, they also have companies in New Zealand, Singapore and Japan. Ball & Dogget selects Trinamix to consult and enhance their Oracle Warehouse Management Cloud (WMS) solution to improve warehouse processes.

Top Customer Objectives and Challenges

- Needed existing ERP system (Microsoft Dynamics AX 2009) to integrate with Oracle WMS Cloud
- Stability challenges with Oracle WMS Cloud at their Sydney and Melbourne locations
- Resolve system and integration issues with Just Transform integration between Oracle WMS Cloud and Microsoft Dynamics AX 2009

Potential Benefits

- Deep-dive in existing implemented Oracle WMS to troubleshoot system and integration issues
- Identify areas of improvement and make warehouse process effective and efficient

Trinamix

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Results

- Effective and smooth functioning of Ball & Dogget's warehouses

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Revenue
$17M USD

Deployment Location
North America (Boulder, CO)

Go Live Date
November 2018

Industry
Consumer Packaged Goods

Products
ERP Financials, PBCS, Order Management, Purchasing, Manufacturing & Quality, Planning Central, Demand Planning, Supply Planning, Oracle WMS, CRM

Legacy Platform or Competitive Replace

Summary

Nite Ize designs innovative, solution-based products with quality, performance and value at the core, including mobile device accessories and high performance and tactical LED flashlights.

Trinamix

www.trinamix.com

Top Customer Objectives and Challenges

- Disconnected legacy system that managed their financial, supply chain and warehouse management operations
- Inefficient operations, with a lot of manual processes
- Data redundancy, inaccuracy and latency across multiple best of the breed and customized legacy system
- Lack of centralized demand forecasting and supply chain planning resulting in increasing supply chain inventory and low turns

Potential Benefits

- Complete End-to-End solution (Finance, Supply Chain, Warehouse Management) all integrated together in the cloud
- Complete Integration with all EDI customers and suppliers as well as third-party systems
- One of the first Logfire implementations using automated pickers and automated boxing systems
- Streamline manufacturing system that is fully integrated with the ERP system

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Results

- Elimination of a heavy customized legacy ERP system with dozens of integration points
- Improved Supply Chain Inventory Turns
- Better Customer Service due to better visibility of supply chain.
- A solution that can scale for future business growth and acquisitions

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PARTNER USE CASE

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Revenue
$7.55B

Deployment Location
North America (SoCal)

Go Live Date
January 2020

Industry
Food & Beverage

Products
Demand Planning Cloud
Supply Planning Cloud

Legacy Platform or Competitive Replace
Custom

Summary

Often known simply as Chipotle, is an American chain of fast casual restaurants in the United States, United Kingdom, Canada, Germany, and France, specializing in tacos and Mission burritos that are made to order in front of the customer.

Top Customer Objectives and Challenges

- Non-consistent supply chain service levels
- Current Supply Chain Infrastructure will impede growth
- Limited process, execution, and technology excellence across the supply chain
- Limited supply chain illumination, visibility, and holistic accountability across partners.
- Risk Exposure exists across supply chain
- Lack of agility and reactive behavior are common across the supply chain
- Unable to respond to increased demands / promotions causing them to be unsuccessful
- Unable to match financial plan with Supply chain plan and have inconsistent views

Potential Benefits

- Implemented robust demand and supply planning processes to respond to increasing scales
- Created a new store opening process in order to accuracy forecast demand coming from new locations
- Orchestrated demand and supply planning processes to focus on freshness thus reducing the waste due to missing shelf life requirements
- Automated integrated business planning processes having the same number seen across different departments including finance, operations, planners and store operators
- With new system in place, able to respond much better towards coordinated promotion planning process and align the supply chain to fulfill the changes in Demand.

Trinamix

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In Collaboration with Deloitte

Results

- Implemented freshness solution to make sure that all the ingredient are automatically assigned based on freshness criteria minimizing the waste
- Demonstrated strong understanding of customer industry and supply chain process requirements
- Case ratio based Integrated Business Planning Process
- Shared template based agile implementation methodology for a Quick implementation

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Services

PARTNER USE CASE | VANGUARD RENEWABLES

Vanguard Renewables is a national leader in food and beverage waste recycling and develops organic waste-to-renewable energy projects. The Company owns and operates on-farm anaerobic digester facilities. As experts in recyclable materials management, they provide their partners with a complete organics waste solution that addresses current and future needs and short-term urgent challenges.

Competitors:	N/A
ARR:	N/A
Industry:	Environmental Services
Selling Motion:	N/A
Legacy | Competitive Replacement::	NA
Account Revenue & Employees:	Undisclosed/Undisclosed

Oracle Solutions

- Oracle SCE (Inv Mgmt, PIM, Maintenance), Procurement, Intercompany

Trinamix

Top Customer Objectives	Why Oracle	Partner Use Case Summary	Results | Benefits
• Establish end-to-end visibility across supply chain execution, maintenance, and procurement. • Standardize inventory control and asset management processes across plants and warehouses. • Digitize maintenance operations to improve asset reliability and reduce downtime. • Unify item master, BOM, and work definitions to drive operational efficiency. • Enable seamless intercompany collaboration and procurement automation.	• Comprehensive, cloud-based supply chain capabilities that support end-to-end visibility, operational efficiency, and scalability.	• Rolled out the solution across 8 BUs ensuring scalability and enterprise-wide adoption. • Enabled predictive, preventive, and corrective maintenance workflows with safety and warranty tracking. • Migrated and standardized item master data, BOMs, maintenance assets, and work definitions from legacy systems. • Automated parts procurement for work orders, including auto-requisitions, PO generation, and approval flows. • Supported intercompany operations across procurement, inventory, and asset management functions.	• Enhanced asset reliability and reduced unplanned downtime through digitized maintenance processes. • Improved inventory accuracy and leaner operations via automated replenishment and cycle counting. • Consistent and governed master data for products, assets, and work definitions across systems. • Faster work order execution enabled by integrated procurement and real-time parts availability. • Stronger compliance, safety enforcement, and warranty management throughout the asset lifecycle. • Increased agility across supply chain and maintenance functions through unified cloud workflows.

Partner Contact:

Partner:	Web Address:	First & Last Name:	Email:	Go-Live Date:	Last Updated Date:
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PARTNER USE CASE | AIR CONTROL CONCEPTS

AIR Control Concepts unites commercial HVAC representation firms across North America, offering strategic support, resources, and collaboration to fuel growth and innovation. With a presence in 33 states and Canada, the company helps its member firms deliver exceptional service and safety in healthcare, commercial, and residential markets.

Competitors:	**NA**
ARR:	N/A
Industry:	Strategic Management Services
Selling Motion:	N/A
Legacy | Competitive Replacement::	Sage 50, QuickBooks, Microsoft Dynamics 365, Smartsheet, BuildOps
Account Revenue & Employees:	Undisclosed/1750+

Oracle Solutions

- CX (Field Service, Sales Enterprise Cloud, Service Enterprise Cloud, CX Analytics , CPQ Cloud, Incentive Compensation Cloud)
- ERP Cloud (ERP for Self-Service Cloud, Procurement Cloud, Procurement Self-Service Cloud, ERP Analytics, EPM)
- SCM Cloud (SCE, Order Management)

Top Customer Objectives

- Fragmented Processes and Data Across Locations: Use of multiple legacy ERP and CRM systems with inconsistent formats makes it difficult to unify operations, analyze performance, and drive company-wide improvements.
- Gaps in Service and Inventory Visibility: Limited ability to monitor service operations, track project progress, and manage inventories centrally impacts planning accuracy and resource allocation.
- Manual, Siloed Workflows: Extensive manual handling of sales, procurement, and financial processes reduces efficiency and introduces errors, slowing operational cycles and decision-making.
- Inconsistent Procurement and Inventory Policies: Diverse approaches to purchasing, vendor management, and stock replenishment across sites cause inefficiencies and hamper supply chain reliability.
- Absence of Standardized Business Structures: Lack of consistent customer, product, and location hierarchies limits the ability to aggregate, analyze, and forecast at different business levels.
- Limited Support for Modern Analytics and Integration: Existing systems do not enable advanced, real-time analytics or seamless integration with external platforms (e-commerce, payroll), restricting agility and innovation.

Partner Use Case Summary

- Unified Equipment and Service Management: Streamlined sales lifecycle management for both equipment and service operations, covering order processing, invoicing, dispatching, and contract workflows.
- End-to-End Planning and Project Oversight: Integrated planning, execution, and management of projects with established structures, tracking, and profitability analysis.
- Vendor and Inventory Optimization: Consolidation of procurement, inventory tracking, and vendor management processes to support sourcing, purchasing, and stock level accuracy.
- Customer and Financial Data Integration: Centralized handling of customer relationships, lead management, financial reporting, and seamless linkage with external platforms for payroll and e-commerce.
- Data Quality and Migration Enablement: Robust framework for managing data cleansing, migration, and integrity to enable reliable decision-making and analytics across the unified cloud platform.

Results | Benefits

- Consistent Planning and Operations Across All Business Units: Enables standardized sales, service, inventory, and procurement processes for smoother operations company-wide.
- Enhanced Data Reliability for Decision Support: Consolidates and cleanses financial, customer, and operational data from legacy systems, providing a single source of truth for planning and analysis.
- Greater Inventory and Supply Chain Efficiency: Implements unified tracking and replenishment strategies to optimize inventory levels, reduce stockouts, and minimize excess.
- Improved Cross-Functional Visibility and Collaboration: Integrates workflows and information flows across sales, service, project management, and finance—driving better coordination and teamwork.
- Agility in Integrating New Acquisitions: Rapidly onboards new business units to standardized, cloud-based processes, supporting seamless growth and organizational flexibility.
- Faster, Data-Driven Decision-Making: Empowers management and frontline employees with actionable insights and accurate, real-time analytics for proactive business management.

Partner Contact:

Partner:	Web Address:	First & Last Name:	Email:	Go-Live Date:	Last Updated Date:
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PARTNER USE CASE | NCR ATLEOS

NCR Atleos is a leader in expanding self-service financial access, with industry-leading ATM expertise and experience, unrivaled operational scale, including the largest independently owned ATM network, always-on global services, and constant innovation..

Competitors:	NA
ARR:	N/A
Industry:	Banking and Retail
Selling Motion:	N/A
Legacy | Competitive Replacement::	Multiple Instances of Oracle E-Business Suite, Open Edge & Progress Database based homegrown D1 ERP
Account Revenue & Employees:	$4.3B USD /20,000

Oracle Solutions	
○	Record-to-Report (R2R): GL, FA, Expense Management, Cash Management ; Product Data Hub (PDH): PIM
○	Order-to-Cash (O2C): OM, AR, GOP, Fusion Pricing
○	Procure-to-Pay (P2P): AP, Procurement, Purchase Requisitions, Supplier Portal, Inventory Management, Cost Management
○	CX Service Management: Installed Base, Maintenance, Service Logistics, Field Service Cloud, B2B Service, Digital Customer Service, Knowledge Base; Subscription Management: Subscription Billing

Trinamix

Top Customer Objectives

- Post-Acquisition Integration and Standardization: Unified Spark and Altron with NCR Atleos' global model; eliminated fragmented systems and aligned processes.
- System Consolidation and Application Rationalization: Replaced Sage, Astea, and Dynamics 365 with Oracle Cloud ERP; reduced IT complexity, licensing costs, and support overhead.
- Modernization and Elimination of Technical Debt: Migrated to a modern, cloud-native platform; enhanced reliability, scalability, and security.
- End-to-End Process Visibility: Enabled real-time visibility across finance, supply chain, and service; improved control and transparency.
- Enhanced Service and Field Operations: Standardized field service using Oracle CX and Field Service; boosted technician productivity and SLA compliance.
- AI/ML and Automation Enablement: Leveraged Oracle's AI/ML for predictive maintenance, smart scheduling, and workflow automation.
- Regulatory Compliance and Localization: Ensured compliance with South African regulations; supported multi-currency, multi-language, and statutory reporting.
- Scalability for Growth: Established a scalable platform; supported future acquisitions and expansion across Africa and beyond.

Why Oracle?

- Oracle Cloud offers a unified, scalable platform that supports cross-functional business operations and future growth initiatives.
- Built-in AI, automation, and seamless integration across modules enable enhanced process efficiency and real-time decision-making.

Partner Use Case Summary

- Centralized Financial Data Repository: Enables unified financial analysis and reporting through a single data source.
- Field Service and B2B Operations: Enhances scheduling, logistics, and compliance tracking for field and B2B services.
- AI-Driven Customer Support: Delivers personalized, multi-channel support with branded self-service and AI assistance.
- Lifecycle Management: Manages fixed assets, service products, and maintenance across their full lifecycle.
- Flexible Pricing and Billing Structures: Configures adaptable pricing and billing models for complex revenue strategies.
- Advanced Supply Chain Capabilities: Supports real-time order promising, improves inventory visibility, and boosts warehouse efficiency.
- Order-to-Cash Process Enhancements: Improves fulfillment, invoicing, collections, and service for better cash flow and CX.
- Expense and Cash Management Optimization: Enhances control over reimbursements, cash handling, and bank reconciliations.
- Integrated Procurement and Supplier Management: Streamlines requisitions, POs, and invoice automation with end-to-end integration.

Results | Benefits

- Financial Efficiency and Accuracy: Real-time financial consolidation and reporting; improved billing accuracy, revenue recognition, and audit readiness.
- Future-Readiness and Innovation: Continuous innovation through Oracle SaaS updates; foundation for adopting emerging technologies like IoT, digital twins, and generative AI.
- Global Alignment with Local Flexibility: Harmonized global processes with local compliance support; consistent service delivery and financial practices across regions.
- Enhanced Customer Experience: Faster service response times and improved first-time fix rates; integrated view of customer assets, service history, and entitlements.
- Smarter Decision-Making: Real-time dashboards and analytics for finance, service, and inventory; predictive insights for better planning and resource allocation.
- Improved Operational Efficiency: Standardized processes across finance, supply chain, and service; enhanced coordination between departments and faster issue resolution.
- Reduced Operational Costs: Lower IT maintenance and licensing costs through system consolidation; reduced manual effort via automation and streamlined workflows.

Partner Contact:

Partner:	Web Address:	First & Last Name:	Email:	Go-Live Date:	Last Updated Date:
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PARTNER USE CASE | NCR ATLEOS

NCR Atleos is a leader in expanding self-service financial access, with industry-leading ATM expertise and experience, unrivaled operational scale, including the largest independently owned ATM network, always-on global services, and constant innovation..

Competitors:	NA
ARR:	N/A
Industry:	Banking and Retail
Selling Motion:	N/A
Legacy | Competitive Replacement::	Multiple Instances of Oracle E-Business Suite, Open Edge & Progress Database based homegrown D1 ERP
Account Revenue & Employees:	$4.3B USD /20,000

Oracle Solutions	
◯	ERP(AR, AP, GL)
◯	SCM (Procurment, Cost Mgmt, GOP, Service Lgts, Pricing, Inventory Mgmt, Product Data Hub, SP, DM)
◯	CX (Subs Mgmt, Service, FS, Maint Mgmt, Digital Cust Service, Asset Install Base, KM)
◯	Data Intelligence (SCM, CX)

Top Customer Objectives

- Global Standardization: Consolidate regional EBS systems into a single Oracle Cloud platform to enforce consistent finance, supply chain, and service processes globally.
- Real-Time Consolidation: Eliminate separate consolidation tools with built-in, automated financial consolidation—accelerating close cycles and improving accuracy.
- Integrated Service & Support: Centralize service request handling, technician dispatch, and asset tracking using Oracle CX and Field Service to boost SLA compliance and customer satisfaction.
- End-to-End Supply Chain: Connect planning, inventory, and logistics with field operations to ensure timely parts availability and reduce service disruptions.
- Cloud Scalability: Leverage Oracle Cloud's native support for multi-currency, multi-language, and multi-GAAP to scale operations globally without infrastructure overhead.
- Enhanced CX: Deliver proactive service with a unified view of customer assets, history, and AI-driven insights for predictive maintenance.
- Efficiency & Cost Savings: Retire fragmented legacy systems, reduce IT overhead, and streamline operations across regions to cut costs.
- Advanced Analytics & AI: Use embedded analytics for real-time visibility and AI/ML for intelligent dispatching, forecasting, and service optimization.
- Compliance & Risk: Standardize tax and accounting policies globally, improve audit readiness, and reduce compliance risks with built-in controls.
- Future-Ready Innovation: Stay ahead with Oracle's quarterly updates and readiness for emerging tech like IoT, digital twins, and generative AI.

Why Oracle?

- Comprehensive, unified cloud platform across ERP, SCM, EPM, and CX enables end-to-end process standardization, scalability, and integration.
- Continuous innovation and automatic updates through Oracle SaaS ensure reduced technical debt and long-term agility for evolving business needs.

Partner Use Case Summary

- Standardized & Automated Field Service: Implement consistent, automated processes to boost technician productivity, reduce visit duration, and improve SLA compliance.
- Automated Scheduling & Routing: Use intelligent automation to minimize drive time, lower vehicle wear, and cut down on repeat visits.
- Unified Platform Deployment: Roll out a single Oracle platform across regions to streamline service delivery and ensure operational consistency.
- Financial Integration: Connect field service with financial systems to enhance billing accuracy, align contracts, and accelerate revenue recognition.
- Master Data Consolidation: Centralize customer, supplier, product, and asset data for improved visibility and operational efficiency.
- Inventory & Purchasing Visibility: Improve inventory tracking and procurement through a centralized system to support timely service delivery.
- Oracle SaaS Migration: Shift to Oracle SaaS for continuous innovation, simplified architecture, and reduced technical debt—enabling scalable, cost-effective growth.

Results | Benefits

- Improved Financial Performance: Accelerated collections and reduced DSO improve working capital; real-time consolidation shortens close cycles and enhances reporting accuracy.
- Lower Total Cost of Ownership: Retiring multiple EBS instances cuts infrastructure and support costs; standardized cloud processes reduce customization and maintenance overhead.
- Increased Operational Efficiency: Streamlined service and supply chain coordination boost technician productivity and minimize downtime.
- Smarter Decision-Making: Real-time dashboards and predictive analytics enable proactive management and deeper insights into customer behavior, service trends, and financial health.
- Global Agility & Compliance: Rapid response to regulatory changes and market expansion; consistent governance across regions ensures compliance and control.
- Enhanced Customer Satisfaction: Faster response times, higher service quality, and proactive issue resolution strengthen customer relationships and loyalty.

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PARTNER USE CASE | NCR ATLEOS

NCR Atleos is a leader in expanding self-service financial access, with industry-leading ATM expertise and experience, unrivaled operational scale, including the largest independently owned ATM network, always-on global services, and constant innovation..

Competitors:	NA
ARR:	N/A
Industry:	Banking and Retail
Selling Motion:	N/A
Legacy | Competitive Replacement::	Oracle E-Business Suite
Account Revenue & Employees:	$4.3B USD /20,000

Oracle Solutions	
◯	ERP(AR, Advance Collection, Sub Ledger Accounting, Transaction Tax integrated with Thompson Reuters – OneSource)
◯	Inventory Mgmt, Product Data Hub
◯	Oracle Integration Cloud

Trinamix

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Modernization of Legacy Systems: EBS is outdated and heavily customized. Fusion Cloud offers a modern UI, mobile access, and built-in analytics. • Cloud-Native Architecture: Removes on-prem infrastructure, reduces IT overhead, and delivers quarterly updates for continuous innovation. • E2E Process Automation: Automates invoicing, collections, and cash application to reduce errors and speed up order-to-cash. • Real-Time Financial Visibility: Fusion provides built-in dashboards and KPIs, eliminating the need for custom reports. • AI and Predictive Capabilities: Uses AI/ML for payment predictions, risk scoring, and smarter collections prioritization. • Global Scalability and Compliance: Supports multi-currency, multi-entity, and global accounting standards. • Improved Customer Experience: Includes self-service portals, automated reminders, and faster dispute resolution. • Seamless Integration Across Oracle Cloud: Connects natively with Procurement, Projects, SCM, and CX for unified operations.	• NCR Atleos selected Oracle due to the fulfillment of their requirements through the extensive and advanced functionality offered by Oracle Cloud.	• Enhanced Receivables and Collections: Improves payment cycles across 32 countries with automation and intelligent strategies spanning North America, Latin America, Europe, Africa, and Asia Pacific. • Standardized Accounting and Tax Configurations: Unifies accounting and tax setups to ensure financial accuracy and regulatory compliance globally and locally. • Centralized Product Data Management: Harmonizes product data across systems to support accurate reporting and streamlined operations through unified governance. • Seamless Integration of Business Applications: Connects applications to enable automated workflows, reduce manual effort, and scale processes across functions.	• Improved Cash Flow: Faster collections and reduced DSO with better visibility into cash positions for stronger working capital management. • Lower Operational Costs: Reduces manual effort and IT dependency, lowering total cost of ownership versus legacy EBS systems. • Enhanced Decision-Making: Provides real-time insights into receivables and customer behavior to support data-driven credit and collections strategies. • Stronger Governance and Risk Management: Built-in controls and audit trails improve oversight and ensure compliance with financial regulations and internal policies. • Agility and Future-Readiness: Scales with business growth and prepares for future innovations in AI, automation, and digital finance.

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PARTNER USE CASE | NCR ATLEOS

NCR ATLEOS

NCR Atleos is a leader in expanding self-service financial access, with industry-leading ATM expertise and experience, unrivaled operational scale, including the largest independently owned ATM network, always-on global services, and constant innovation..

Competitors:	**SAP**
ARR:	N/A
Industry:	Banking and Retail
Selling Motion:	N/A
Legacy | Competitive Replacement::	Sage, MS Dynamics, Oracle E-Business Suite, Astea
Account Revenue & Employees:	Undisclosed/20,000

Oracle Solutions
ERP(Customer MDM, Tax, AR, IM, RM, Intercompany, Financial Analytics and reporting, OIC)
CX (Field Service, EBS, OIC), Global Des and Discovery (Financials, OM, EPM, SCM, Mfg, CX)
AMS (GL, Fixed Assets, Intercompany, Acc Hub, EPM ARCS, SQM, Procurement, AP, Exp , Project Accounting)

Trinamix

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• One-ERP platform for all NCR Atleos business units: currently, 3 business units run on 3 separate ERPs: Oracle EBS, Sage, and MS Dynamics. • Provide real-time visibility into the end-to-end supply chain and eliminate manual touchpoints across business processes. • Provide a unified customer experience—configuring, quoting, pricing, sales and channel management, parts, and after-sales service. • Improvements in on-time delivery and service SLAs. • System and roadmap to scale future business challenges, acquisitions, operations consolidation, and service operations expansion.	• NCR Atleos selected Oracle due to the fulfillment of their requirements through the extensive and advanced functionality offered by Oracle Cloud.	• The new solution will create a globally integrated sales, service, SCM, and accounting model for NCR Atleos. • Implementation of a unified customer experience: global sales, CPQ tool, and customer-facing documentation. • Improvement in user experience for field service: mobile capabilities, route scheduling, and parts availability for service execution. • Improvements in on-time delivery and SLAs, reductions in shortages, and expedited actions.	**Implementation:** End-to-end supply chain visibility and elimination of manual data entry. • Unified and improved customer and end-user experience. • Mobile capabilities in the field, production facilities, and depots. • Creation of a new platform for all business units globally harmonized business processes, real-time information sharing, and reduced error. • Increased operational efficiency and synchronization across business functions. **AMS:** Reduced turnaround time for support tickets and enhancements with higher SLA. • Effective and controlled management of financial and procurement processes. • Streamlining current processes to drive efficient processes and improve service levels in a rapid growth environment.

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PARTNER USE CASE | LINCOLN PROPERTY COMPANY

Lincoln Property Company (“Lincoln”) is one of the nation’s largest diversified real estate services companies with 35 offices across the globe. Founded in 1965, Lincoln's combined management and leasing portfolio on behalf of institutional clients includes almost 500 million square feet of commercial space.

Competitors:	**SAP, JDE**
ARR:	N/A
Industry:	Real-Estate
Selling Motion:	Net New
Legacy | Competitive Replacement::	JDE
Account Revenue & Employees:	Undisclosed /3200+

Oracle Solutions

- Oracle ERP Cloud (Financials, EPM, Procurement, Order Management, Sales Contract, Project Contract)

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Lincoln requires Oracle Cloud ERP solution to be their comprehensive financial system and to bring in a finance process transformation in parallel with it. • Need to pivot from the current standard of cash accounting to fully compliant US GAAP-based accrual accounting, including aligning all revenue streams to modern billing transactional flows. • LPC currently has 22K+ chart of accounts with no ability to derive product and customer profitability. • Decentralized, manual XLS invoicing of cash basis revenue recognition across multiple resources and decentralized bank reconciliations across 9 resources. • No customer A/R, aging, procurement, and decentralized A/P across multiple resources using manual checks are negatively impacting cash flow.	• Lincoln Property Company selected Oracle due to the fulfillment of their requirements through the extensive and advanced functionality offered by Oracle ERP cloud.	• Implementation of 1-2K simplified, consolidated chart of accounts to enable enhanced reporting of product and customer profitability. • Implementation of centralized automated billing, GAAP-compliant revenue recognition with 1-2 resources, and GAAP accrual basis accounting. • Automation of centralized bank reconciliations using one resource. • Implementation of centralized procurement & A/P with 1-2 resources and automated ACH payments to vendors to improve cash flow. • Implementation of centralized A/R, aging by the customer, collections efficiencies improving cash flow	• Streamlining of accounting processes and improvement of working capital workflows. • Enhancing planning and budgeting processes and supporting tax-related processes for the company and investors both on- and off-balance sheets. • Facilitate the identification, tracking, and resolution of issues and risks and take corrective actions with the best possible accuracy. • Facilitate decision-making based on data and KPIs.

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PARTNER USE CASE | SQUARE

Square

Square helps sellers run and grow their businesses with its integrated ecosystem of commerce solutions, business software, and banking services. Square made credit card payments possible for all by turning a mobile phone into a credit card reader.

Competitors:	N/A
ARR:	N/A
Industry:	Financial Services
Selling Motion:	N/A
Legacy | Competitive Replacement::	Oracle Cloud ERP
Account Revenue & Employees:	$ 4.2B USD/ Undisclosed

Oracle Solutions
○ Oracle SCM Cloud (Global Order Promising Cloud, Backlog Management)

Trinamix

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Need to eliminate complex custom methods of inventory segregation to fulfill demand from various channels. • Need to build a queue of backlog orders. • Need to honor FIFO when fulfilling backlog orders.	• Square selected Oracle due to the fulfillment of their requirements through the extensive and advanced functionality offered by Oracle cloud.	• Implementing high-volume Global Order Promising with multi-level allocation hierarchies. • Implementation of percentage-based allocation rules. • Allocation of supply in a hierarchy. • Ranking of allocation nodes holding the supply. • Stealing protection percentages at allocation nodes. • Rescheduling backlog sales orders through Backlog Management. • Demand priority rule based on order creation date to achieve FIFO when backlog management reprioritizes the sales orders.	• Pre-orders for a newly launched crypto wallet were taken in Oracle for a period of nearly 3 months before shipping them out. • Improvement of supply allocation across supply chain for items that are in high demand. • Setup a hierarchy that gets supply from node's parent first and then from the allocation node. • Use supply from the allocation node's lower-ranked peer. • Reallocate supply at runtime between nodes in the hierarchy. • Manually setting aside supply in a reserve allocation node through FBDI. • Specify how much to allocate according to a percentage on each level. • Protect some quantity at the reserve allocation node so that it remains available only for a higher-ranked peer. • Re-scheduling backlog orders in bulk while maintaining FIFO.

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PARTNER USE CASE
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Square

Revenue
$ 4.2B USD

Deployment Location
North America

Go Live Date
TBD

Industry
Financial Services

Products
Oracle Demand Management Cloud
Oracle Supply Planning Cloud

Legacy Platform or Competitive Replace
Oracle Cloud ERP

Summary

Square helps sellers run and grow their businesses with its integrated ecosystem of commerce solutions, business software, and banking services. When Square started, it was difficult and expensive (or just plain impossible) for some businesses to take credit cards. Square made credit card payments possible for all by turning a mobile phone into a credit card reader. Since then Square has been building an entire business toolkit of both hardware and software products including Square Capital, Square Terminal, Square Payroll, and more.

Top Customer Objectives and Challenges

- Need to analyze the impact of demand changes on supply and vice versa with minimal latency
- Need for a capability to detect supply and demand changes immediately
- To maintain forecast totals from a variety of perspectives and track forecast accuracy with sell-through and sell-in as separate metrics.

Potential Benefits

- Oracle and Trinamix won the implementation of Supply Chain Planning modules at Square against Anaplan
- Implementation of Dynamic Forecasting Process and utilization of benchmark analysis to forecast new launches and existing products to create new product launch forecast
- Ability to pull historical submissions with ease for waterfall and delta comparisons and to balance and analyze multiple planning scenarios at once
- Implementation of Attach Rate Planning and Promotion Planning
- Generation of forecast recommendations using various predictive algorithms/forecasting methodologies
- Ability to update forecast based on supply gaps due to constraints and to create constrained and unconstrained plan
- Ability to segment or ringfence inventory by channel
- Auto calculation of supply plan based on forecast inventory position and target WOS (TWOS) requirements
- Enabling finished goods inventory visibility at and between every single fulfillment node and representation of multi-stage, multi-location manufacturing
- Implementation of inbound inventory tracking from shipment to receipt

Trinamix

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Results

- A comprehensive and integrated Demand & Supply Planning process and a streamlined demand-driven replenishment process for future growth/scalability
- Demand and Supply Planning system will bring visibility to multiple functions, foster collaboration, on and bring certainty in all Supply Chain Planning processes
- Improvement in forecast accuracy
- Support growth through a scalable planning process , system and platforms
- Improvement in supply chain decision-making at a tactical and strategic level based on the latest and most detailed data available in the planning solution
- Simplification of overall processes

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PARTNER USE CASE
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Square

Revenue
$4.2B

Deployment Location
North America

Go Live Date
Nov 2022

Industry
Financial Services

Products
Oracle VBCS
Oracle Integration Cloud

Legacy Platform or Competitive Replace
File based customer billing system
Excel
Complex interfaces

Summary

Square helps sellers run and grow their businesses with its integrated ecosystem of commerce solutions, business software, and banking services. When Square started, it was difficult and expensive (or just plain impossible) for some businesses to take credit cards. Square made credit card payments possible for all by turning a mobile phone into a credit card reader. Since then Square has been building an entire business toolkit of both hardware and software products including Square Capital, Square Terminal, Square Payroll, and more.

Square selected Trinamix for design, development and implementation of multiple applications built on Oracle VBCS and OIC technologies. Square wanted applications that are built on a modern cloud platform, provide state-of-art user experience and connect multiple enterprise systems in real-time to give a uniform and efficient user experience.

Top Customer Objectives and Challenges

- Square runs its core business on Oracle Cloud ERP. There are multiple other systems and partners (Suppliers, customers) that are tightly integrated with the operations.
- Square users need applications that can connect its various enterprise applications, provide a user interface that is collaborative, intuitive and efficient.

Potential Benefits

- A modern User Interface that is easy to use, provides collaboration opportunities and is responsive.
- A uniform technology stack that is scalable, easy to maintain, and cost-effective.
- Real-time integration with cloud as well as on-premise systems – Oracle ERP Cloud, My-SQL database on managed Google Public Cloud, on-premise systems. Rest API-based connections to avoid batch processing.
- A program with achievable sprints and feasibility analyzed for more than 17 applications' backlogs.

Trinamix

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Results

- An application built in just 3 weeks on Oracle VBCS and OIC to analyze and compare Supplier quotations.
- Pulls multi-level BOM structure from Oracle ERP for suppliers to provide quotes at different levels.
- Shows quotes for last 3 quarters – allows users to slice and dice, filters, conditional formatting for ease of analysis
- Collaborative tools to add comments, communicate with internal users, and approval mechanism to freeze quotes and then import in Oracle as requisitions.

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PARTNER USE CASE

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Revenue
PGK 79.1 M

Deployment Location
Australia

Go Live Date
November 2022

Industry
Financial Services

Products
Oracle Financials Cloud
Oracle Procurement Cloud

Legacy Platform or Competitive Replace

Summary

Credit Corporation (PNG) Limited is a Papa New Guinea (PNG) -based Pacific region financial services group. It commenced business in 1978 as a general finance company. The Group is highly diversified through three business divisions – finance, property, and investments, and serves individuals, businesses, and corporate customers. The Company specializes in providing financial products and services like Chattel mortgage and Lease Finance, Tailored financing packages, Insurance premium funding, and Investment facilities. In addition, the Credit Corporation Group also owns and manages a portfolio of quality real estate assets.

Credit Corporation (PNG) Limited partnered with Trinamix for the implementation of Oracle Financials and Procurement Cloud.

Top Customer Objectives and Challenges

- Needed proper expense tracking and appropriate attachments
- Performing allocation of expenses to various departments based on allocation rules defined in the general ledger
- Manual and time-consuming revenue recognition process
- Lack of integrations with Revenue and Expense systems
- Non-availability of proper financial Statements

Potential Benefits

- Design a solution on Oracle Cloud to cater to all the financial management needs of Credit Corporation (PNG) Limited
- Ensure the maximum number of processes and setups are up with Financials and Procurement Cloud
- Help management make quick decisions with the provision of up-to-date financial reports
- Complete integration of the Financial System with Revenue and Expense Systems

Trinamix

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Results

- Improved and smoothened the operational practices
- Robust, integrated platform to support scalability, efficiency, and optimization
- Reduction in manual labor needed to maintain financial systems
- Improved scalability to take more orders with less cost/cycle time
- Enablement of advanced purchasing features to enable better collaboration internally and with suppliers

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PARTNER USE CASE | ATCO

ATCO is a one-stop provider of integrated energy, housing, transportation, and infrastructure solutions. ATCO provides customers with innovative, sustainable solutions in the sectors that are fundamental to global growth and prosperity: housing, real estate, energy, water, transportation, and agriculture.

Competitors:	**N/A**
ARR:	N/A
Industry:	Energy and Utilities
Selling Motion:	Cross-Product Expansion
Legacy | Competitive Replacement::	NA
Account Revenue & Employees:	4.29 B CAD /Undisclosed

Oracle Solutions

- Oracle ERP Cloud (Procurement, Accounts Payable)

Trinamix

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• ATCO's current process is manual, with the use of Oracle reports to query source data and reconciliations that are completed and tracked in Excel and SharePoint.	• Oracle Cloud solution was able to cater to ATCO's requirements natively.	• Implementation of Oracle Accounts Reconciliation System (ARCS) will allow multiple business units to share one chart of accounts and use accounts payable, accounts receivable, advanced collections, project accounting, fixed assets, and the general ledger modules. • Data from general ledger, accounts payable, accounts receivable, project accounting, and fixed assets/other subledgers for reconciliations will be imported in the ARCS tool through an automated interface for the many business units. • Report extract using Oracle BI Publisher reports will be automatically interfaced to Oracle ARCS for reconciliation based on best practices provided by Oracle in the Oracle EPM Cloud solution.	• Automation of large, labor-intensive processes across multiple business units. • Ability to comprehensively address security and risk. • Provision of out of the box reports/dashboards. • Reconciliation process is controlled through workflow.

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PARTNER USE CASE | ATCO

ATCO is a one-stop provider of integrated energy, housing, transportation, and infrastructure solutions. ATCO provides customers with innovative, sustainable solutions in the sectors that are fundamental to global growth and prosperity: housing, real estate, energy, water, transportation, and agriculture.

Competitors:	**N/A**
ARR:	N/A
Industry:	Energy and Utilities
Selling Motion:	N/A
Legacy | Competitive Replacement::	N/A
Account Revenue & Employees:	4.29 B CAD /Undisclosed

Oracle Solutions

- Oracle SCM, HCM & ERP Modules

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• ATCO is a regulated utilities company where data security is key to protecting its customers as well as internal data. • ATCO has embarked on a journey to implement best practices towards enabling segregation of duties and role-based access control within Oracle Fusion Cloud modules.	• Native capabilities provided in Oracle Fusion Cloud solution towards segregation of duties and role-based access control were able to cater to ATCO's requirements.	• Identifying and addressing segregation of duties conflicts helps mitigate the risk of fraud and errors within critical business processes. • Implementing role-based access controls (RBAC) and enforcing least privilege principles contribute to stronger governance frameworks within the organization. • By maintaining an accurate and up-to-date role structure, organizations can adapt quickly to changes in business requirements, personnel, and technology.	• By identifying and remedying excessive or unnecessary access privileges, organizations can reduce the risk of data breaches, unauthorized access, and insider threats. • Ensuring that user roles align with industry regulations and internal policies helps organizations maintain compliance with standards such as GDPR, HIPAA, SOX, and PCI DSS. • Optimizing user roles and permissions can improve user productivity by providing access to only the resources and applications necessary for their roles. efficiency and synchronization across business functions.

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PARTNER USE CASE | ATCO

ATCO is a one-stop provider of integrated energy, housing, transportation, and infrastructure solutions. ATCO provides customers with innovative, sustainable solutions in the sectors that are fundamental to global growth and prosperity: housing, real estate, energy, water, transportation, and agriculture.

Competitors:	**N/A**
ARR:	N/A
Industry:	Energy and Utilities
Selling Motion:	Cross-Product Expansion
Legacy | Competitive Replacement::	Oracle Lease and Financial Management
Account Revenue & Employees:	4.29 B CAD /Undisclosed

Oracle Solutions

- Oracle Subscription Management, Install Base

Trinamix

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• ATCO's current OLFM solution does not provide integrated asset-tracking capabilities. • Need for profit/loss reporting and analysis by asset serial. • Need for the front office and back office to have a seamlessly integrated system flow. • Maintenance of assets is driven offline on spreadsheets. • Lack of a standard global business process.	• Oracle Cloud solution was able to cater to ATCO's requirements natively.	• Ability to support thousands of flexible customer touchpoints, pricing, delivery, and billing models. • Ability to execute subscription changes to guarantee back-office alignment and long-term customer satisfaction. • Orchestrated view of the customer in one comprehensive view to enable better customer satisfaction. • Utilization of existing core functionality and avoid creating niche solutions with duplications and overlaps. • Elimination of point-to-point interfaces to sync assets between inventory, FA, install base, and subscription systems. • Provision of an integrated system to manage asset availability, asset procurement, and stocking.	• Integration of front-end and back-end office operations. • Elimination of non-value-adding manual efforts. • Elimination of errors from unstructured Excel spreadsheet-based maintenance processes. • Provision of a unified customer experience.

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PARTNER USE CASE | ATCO

ATCO is a one-stop provider of integrated energy, housing, transportation, and infrastructure solutions. ATCO provides customers with innovative, sustainable solutions in the sectors that are fundamental to global growth and prosperity: housing, real estate, energy, water, transportation, and agriculture.

Competitors:	**N/A**
ARR:	N/A
Industry:	Energy and Utilities
Selling Motion:	Cross-Product Expansion
Legacy | Competitive Replacement::	NA
Account Revenue & Employees:	4.29 B CAD /Undisclosed

Oracle Solutions

- Oracle ERP Cloud (Procurement, Accounts Payable)

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Need to implement 2-way mapping for purchase orders and AP invoices. • Need to implement complex procurement solutions for purchase orders.	• Fully automated single platform • Lower total cost of ownership.	• Retainage and 2-Way Matching	• The process would free up clerical data entry time for requisitions, independent coding for invoices, corrections and the creation of receipts. • Accurate and timely invoice payments to contractors will decrease the risk of prompt payment legislation. Built-in controls within the application will assist in proactively decreasing data quality issues and errors. • Payments to vendors within the period that the work has been completed. Project costs would be reflected in the month that the work was completed and cost accurately and timely. • Not completing the updates to the system can create risks with Prompt Payment Legislation compliance.

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PARTNER USE CASE | ATCO

ATCO is a one-stop provider of integrated energy, housing, transportation, and infrastructure solutions. ATCO provides customers with innovative, sustainable solutions in the sectors that are fundamental to global growth and prosperity: housing, real estate, energy, water, transportation, and agriculture.

Competitors:	**Inspyrus**
ARR:	N/A
Industry:	Energy and Utilities
Selling Motion:	Cross-Product Expansion
Legacy | Competitive Replacement::	ATCO is currently using Oracle Cloud ERP across Finance and Supply Chain. AP invoice scanning is an additional capability to be enabled.
Account Revenue & Employees:	4.29 B CAD /Undisclosed

Oracle Solutions

- Oracle Cloud - AP Module (Only Invoice Scanning & Approval is in Scope)

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Ability to receive invoices in an automated fashion and enable system-driven AP invoice approval. • Ability to leverage AI/ML capability to reduce the manual work involved in AP invoice processing.	• Fully automated single platform • Excellence in procurement cloud • A strong presence in Gartner's magic quadrant • Lower total cost of ownership.	• Leverage IDR capability along with AI/ML available as a standard feature in Oracle Cloud ERP with respect to invoice scanning.	• Reduction in the overall cycle time for AP invoice processing. • Increase the accuracy of AP invoice processing.

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PARTNER USE CASE | ATCO

ATCO is a one-stop provider of integrated energy, housing, transportation, and infrastructure solutions. ATCO provides customers with innovative, sustainable solutions in the sectors that are fundamental to global growth and prosperity: housing, real estate, energy, water, transportation, and agriculture.

Competitors:	**N/A**
ARR:	N/A
Industry:	Energy and Utilities
Selling Motion:	Cross-Product Expansion
Legacy | Competitive Replacement::	Oracle Fusion Applications (Procurement, Order Management, EPM, GTM, HCM, Finance, and Supply Chain Execution Cloud) Inspyrus, IBM Maximo, Oracle Primavera
Account Revenue & Employees:	4.29 B CAD /Undisclosed

Oracle Solutions

- Oracle SCM Cloud (Supply Planning, Demand management)
- Oracle PLM Cloud (Product Data Hub)

Trinamix

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Need for leveraging a technology solution to help identify, respond to, and mitigate supply chain challenges while simultaneously automating manual processes into a systematic and consistent governance structure for the optimized performance of business processes. • Need for leveraging enhanced product data hub functionalities to fully leverage the potential of planning modules. • Need for a system that can mitigate the risk of increased organizational costs, operational concerns, reputation risk, user satisfaction, and inadequate quality of demand and supply	• Fully automated single platform • A strong presence in Gartner's magic quadrant • Lower total cost of ownership.	• Implementation of reporting benefits and enhancements • Streamlining planning practices to increase efficiency. • Facilitate supply chain visibility and risk management. • Reduction in stock-out situations	• Provision of supply chain insight by leveraging AI • Provision of clean, validated product information data. • Better forecast accuracy • Detection of capacity and material constraints • Maximize potential at vendor-managed inventories. • Enablement of predictive analytics capability • Implementation of Supply chain data governance system • Automation of manual inventory management processes

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PARTNER USE CASE
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Revenue
$4.2B CAD

Deployment Location
Canada (Alberta)

Go Live Date
October 2022

Industry
Energy and Utilities

Products
Oracle Fusion Analytics Warehouse (FAW)

Legacy Platform or Competitive Replace

Summary

Based in Alberta, ATCO is one of Canada's premier corporations. With diverse products and services across many industries, ATCO is a one-stop provider of integrated energy, housing, transportation, and infrastructure solutions. ATCO provides customers with innovative, sustainable solutions in the sectors that are fundamental to global growth and prosperity: housing, real estate, energy, water, transportation, and agriculture.

ATCO selected Trinamix for implementation of Oracle Fusion Analytics Warehouse integrated with the below Oracle ERP Cloud modules: Financial Analytics: AP/AR/GL and Oracle Spend and Procurement cloud

Top Customer Objectives and Challenges

- Need for a single shared data analytics model across all Oracle and third-party applications

Potential Benefits

Supply Chain

- Classification and categorization of ATCO's spend data into a 3-level hierarchy with 13 categories, 150 subcategories, and 800 items
- Segmentation of spends into "Addressable" and "Non-Addressable"
- Build a vendor hierarchy while ensuring data accuracy
- Provisioned ML model for Spend Analytics and used the results to provide meaningful insights into Spend data in FAW.
- Created additional KPI's to identify immediate data quality opportunities
- Enabled 125+ Out of box SCM KPi's

Finance

- Enabling all ERP hierarchy data related to cost centers, departments, etc.
- Modification of key KPIs/Dashboards/Reports with a focus on high-quality data
- Enabled 175+ Out of box Finance KPI's
- Deliver 5 decks with drill-down details and focus on high-quality data
- 25+ Pre-Built Dashboards/Reports allowing easy creation of custom analysis (Profitability & Loss, Receivables, Payables, Procurement, and Balance Sheet) using the pre-built data model

Trinamix

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Results

- Quick access to critical Financial and Supply Chain KPIs and metrics with comparison to targets
- Gain insight into profitability drivers and analyze historical trends. Leaders can get an understanding of all project costs – including inception to date and Year to date comparisons across any project.
- Implementation of out-of-box procurement KPIs and spend analytics KPIs
- Leverage machine learning to drive alerts and discover relationships between metrics.
- Drill directly from KPIs into underlying details
- Integration with non-cloud data sources provides an opportunity for enterprise-level analytics
- Faster time-to-value with everything pre-built and oracle managed

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PARTNER USE CASE
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Revenue
$4.2B CAD

Deployment Location
Canada (Alberta)

Go Live Date
November 2022

Industry
Energy and Utilities

Products
Oracle VBCS
Oracle Integration Cloud

Legacy Platform or Competitive Replace
File-based customer billing system
Excel
Complex interfaces

Summary

Based in Alberta, ATCO is one of Canada's premier corporations. With diverse products and services across many industries, ATCO is a one-stop provider of integrated energy, housing, transportation, and infrastructure solutions. ATCO provides customers with innovative, sustainable solutions in the sectors that are fundamental to global growth and prosperity: housing, real estate, energy, water, transportation, and agriculture.

ATCO selected Trinamix for design, development and implementation of multiple applications built on Oracle VBCS and OIC technologies. ATCO wants to replace its excel or access based offline forms used across business processes such as requesting material for projects, approval requests for scrap, expense submissions etc. ATCO's vision is to develop applications that are built on modern cloud platform, provide state-of-art user experience and connects multiple enterprise systems in real time to give a uniform and efficient user experience.

Top Customer Objectives and Challenges

- ATCO runs its end-to-end business functions on Oracle Cloud ERP.
- ATCO has users that are in the field, need approval-based material movements. Such approvals are not always supported in ERP function.
- It wanted a user experience that will ensure no errors when submitting requests. The existing offline excel or access based forms did not validate data on entry and caused issues later in the execution

Potential Benefits

- A modern user interface that is easy to use, is responsive and has all validations built in to avoid any data entry errors
- Provides inventory availability in real-time so that requestor knows what is available and can request accordingly.
- Provides an approval mechanism and transactions submitted on final approval. As the data is validated in the application through REST APIs, no transactions end up in error.
- An improved user experience – no errors, no offline follow-ups for approvals, a single window to access Oracle ERP and custom-built application forms.

Trinamix

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Results

- An application built in a few weeks on Oracle VBCS and OIC to request material against a GL code with approval mechanism
- Data selected rather than entered – item code, GL code, reason – eliminating data entry errors. Only valid values are displayed for selection. This eliminated all error corrections activities by support teams.
- Multi-level approval. On final approval, the transaction is performed in the system immediately. This eliminates manual redundant activities in the current non-integrated process.

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PARTNER USE CASE
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Revenue
$4.29B CAD

Deployment Location
North America (Canada)

Go Live Date
TBD

Industry
Energy & Utilities

Products
Phase 1:
Demand Management, Replenishment Planning, Supply Planning, Product Hub Cloud

Phase 2:
Landed Cost Management, Vendor Managed Inventory, Supply Chain Collaboration, Inventory Valuation, and Reporting Enhancements

Legacy Platform or Competitive Replace
Oracle Fusion Applications (Procurement, Order Management, EPM, GTM, HCM, Finance, and Supply Chain Execution Cloud), Inspyrus, IBM Maximo, Oracle E-Business Suite OLFM, Oracle Primavera

Summary

Based in Alberta, ATCO is one of Canada's premier corporations. With diverse products and services across many industries, ATCO is a one-stop provider of integrated energy, housing, transportation, and infrastructure solutions. ATCO provides customers with innovative, sustainable solutions in the sectors that are fundamental to global growth and prosperity: housing, real estate, energy, water, transportation, and agriculture.

ATCO selected Trinamix for the implementation of Oracle SCM and PLM Cloud modules to optimize inventory and overall supply chain approach.

Top Customer Objectives and Challenges

- Need for leveraging a technology solution to help identify, respond, and mitigate supply chain challenges while simultaneously automating manual processes into a systematic and consistent governance structure for the optimized performance of business processes.
- Need for an Integrated Supply Chain Management ERP Structure.
- Need for leveraging enhanced Product Data Hub functionalities to leverage full potential out of Planning modules.
- Need for a system that can mitigate the risk of increased organizational costs, operational concerns, reputation risk, user satisfaction and inadequate quality of demand and supply.

Potential Benefits

- Implementation of reporting benefits and enhancements.
- Streamlining planning practices for increasing efficiency.
- Facilitate Supply Chain Visibility and Risk Management.
- Reduction in stock-out situations.
- At first, this project will be rolled out for ATCO Electrical and ATCO Gas.

Trinamix

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Results

- Provision of supply chain insight by leveraging AI.
- Provision of clean, validated product information data.
- Better forecast accuracy.
- Detection of capacity and material constraints.
- Maximize potential at vendor-managed inventories.
- Enablement of predictive analytics capability.
- Implementation of Supply chain data governance system.
- Automation of manual inventory management processes.

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PARTNER USE CASE

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Revenue
$4.2B CAD

Deployment Location
Canada (Alberta)

Go Live Date
December 2021

Industry
Energy & Utilities

Products
Oracle Supplier Portal Cloud

Legacy Platform or Competitive Replace

Summary

Based in Alberta, ATCO is one of Canada's premier corporations. With diverse products and services across many industries, ATCO is a one-stop provider of integrated energy, housing, transportation, and infrastructure solutions. ATCO provides customers with innovative, sustainable solutions in the sectors that are fundamental to global growth and prosperity: housing, real estate, energy, water, transportation, and agriculture.

ATCO selected Trinamix as an implementation partner for its supplier portal enablement initiative.

Top Customer Objectives and Challenges

- Several teams at ATCO including Global Sourcing and Supplier Enablement, Procurement, and Accounts Payable were working towards developing a new and improved collaboration structure with their suppliers.
- ATCO wanted to empower a broader range of suppliers to engage electronically with ATCO.
- Intending to increase the consistency of workflows, processes and reduce manual efforts, and take advantage of advanced capabilities within Oracle Cloud, ATCO decided to implement Oracle Supplier Portal Cloud.

Potential Benefits

- Direct interaction with suppliers for New Agreements, Supplier Collaboration, Purchase Orders, Invoicing, and Seamless Communication
- Seamless Procurement Contracts management and deliverables tracking with Supplier visibility in real-time
- Replacement of current manual processes

Trinamix

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Results

- Improved communications with suppliers
- Best-in-class supplier collaboration
- Enablement of a modern and system-driven experience for ATCO team members processing Invoices, issuing Purchase Orders, receiving confirmations from Suppliers, etc.
- Reduced errors and inquiries
- Faster issue resolution

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PARTNER USE CASE
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City of Moonee Valley

Revenue
$200.59 M AUD

Deployment Location
Moonee Ponds, Victoria

Go Live Date
June 2023

Industry
Government Administration

Products
Oracle Financials Cloud, Oracle Procurement Cloud

Legacy Platform or Competitive Replace

Summary

Moonee Valley City Council is a local government within the northwest metropolitan area of Melbourne, Victoria, Australia, providing a range of services to some 118,000 residents and over 10,000 businesses. The council is committed to continuously pushing the boundaries to provide responsive, citizen-focused services, and is after staff who embrace our values and are ready to rise to the challenges of the 21st century

Moonee Valley City Council commenced a journey to refresh the suite of applications supporting its core business. The council chose Trinamix as the Systems Integrator (SI) to implement an Oracle SaaS-based Finance and Procurement Management solution (F&P).

Top Customer Objectives and Challenges

- The current suite of applications has been assembled over a long period of time, reflecting a “best of breed” approach with little interaction between business units and systems.
- The segregated application suite has created an environment lacking end-to-end workflows that have led to the creation of manual workarounds and process inefficiencies.
- Need to move to cloud base technology.
- Need to improve operational efficiency.

Potential Benefits

- Out-of-box Oracle platform integration with other Oracle SaaS applications
- Implementation of F&P to manage end-to-end process workflows with the ability to include various external systems within the same workflow.
- Implementation of a self-service portal and F&P forms enabling suppliers to interact with the council and MVCC workforce to access information anywhere and anytime on mobile devices.
- Enabling a self-serve for suppliers to perform and view procurement activity in a single place.
- Enabling a collaboration platform between the supplier network and procurement team

Trinamix

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Results

- Customer Empowerment – Enable customers, both internal and external to interact with the council wherever they are, using whichever device is most appropriate to reach the desired outcome.
- Service Led Council – Technologies to support cross-department business processes to enable the council to be service led.
- Enhanced Decision Making – Provide quality data to enable the council to make data-driven decisions.
- Supportive Information Services – An ICT Capability that provides leading-edge services to the council and community through a sustainable operating model that drives collaboration and efficiencies, positioning the council to be a point of reference to its peers.
- Improvement in operational efficiency
- Minimization of manual processes, including a higher percentage of “hands-free” processing
- Single source of data

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stripe

Revenue
Undisclosed

Deployment Location
North America

Go Live Date
May 2023

Industry
Financial Services

Products
Oracle SCM Cloud: Oracle Inventory Management
Oracle Direct Procurement
Oracle Cost Management

Legacy Platform or Competitive Replace
Stripe's Legacy Systems for Order and Inventory Management

Summary

Stripe is a technology company that builds economic infrastructure for the internet. Businesses of every size, from new startups to public companies use Stripe's software to accept payments and manage their businesses online.

Top Customer Objectives and Challenges

- Need for inventory optimization across the supply chain
- Need for Integrated business application architecture
- Lack of ability to track inventory across the supply chain
- Lack of Financial visibility due to the absence of Subledger Accounting
- Time-consuming Period Close Procedures
- Disconnected Supply Chain Operations and related Accounting

Potential Benefits

- Simplified Integrations with THOR and 3PL System Warehouses
- Standard and revamped Business process with the introduction of Supply Chain Modules
- Simplified Subledger Accounting
- Elimination of manual effort required by business and IT teams to perform Period Close processes
- Identification of Pain Areas around various business processes and mitigating them through industry best practices
- Full Business Process Lifecycles deployed in Oracle making Cloud Apps the primary source of truth for Stripe

Trinamix

www.trinamix.com

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Results

- Improvement in centralized inventory visibility
- Reduction in costs, inventory levels, and cycle times
- Elimination of offline and outdated Inventory Management techniques like On Hand management in Excel Sheets
- Ability to manage inventory allocation across different channels
- Optimization of inventory levels and efficient planning for inventory
- Streamlining and automation of integrations with THOR (Order Management) and 3PL vendors
- Ease in Accounting by introducing Subledger Accounting methods

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PARTNER USE CASE
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Honan insurancegroup

Revenue
$200M USD

Deployment Location
Australia (Melbourne)

Go Live Date
April 2018

Industry
Insurance
Financial Services

Products
Oracle Financials Cloud

Legacy Platform or Competitive Replace

Summary

Honan Insurance Group is an international insurance and financial services group based in Australia with a global presence Singapore, New Zealand, and the US. Trinamix implemented Oracle Financials Cloud.

Trinamix

www.trinamix.com

Top Customer Objectives and Challenges

- Lack of Integrations with Revenue and Expense systems
- Non-availability of proper financial Statements
- Requirement of the end to end bank integrations for payments
- Bank Reconciliation was performed manually
- Consolidation process was performed manually
- Manual preparation of Variance Analysis Reports

Potential Benefits

- Elimination of Manual Operations
- Up To Date Financial Reports for Management Reporting
- Complete Integrations of the Financial system with Revenue and Expense Systems
- Automatic Bank Reconciliation
- Budget Vs. Actual Reports were extracted as an when required

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Results

- Increase Productivity
- Key Boardroom Reports
- End to End Integration
- Up to date Variance Analysis
- Bank Reconciliation

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PARTNER USE CASE
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JCDecaux

Revenue
$237.5M Euros

Deployment Location
Australia (Sydney, New South Wales)
New Zealand (Parnell, Auckland)

Go Live Date
June 2020

Industry
Advertising

Products
Oracle Project Financials Cloud (Costing)

Legacy Platform or Competitive Replace

Summary

JCDecaux is the largest outdoor advertising company worldwide for street furniture, transport advertising and billboard advertising. Trinamix implemented Oracle Project Financials (Costing) Cloud to deliver decisive insights into the company's financial position and profitability and to help fulfill their finance team's and company's goals.

Top Customer Objectives and Challenges

- Tracked costs across two different finance systems and multiple spreadsheets, wanted one finance system and close existing ABM finance system
- Costs for Assets, General and IT projects managed through Oracle General Ledger
- Improve reporting and control over capital expenditure, data entry process for labor capitalization and access to sensitive information in current excels

Potential Benefits

- Project financials track costs from Procurement and Payables for project expenses
- Bulk upload of project costs from external sources using spreadsheet capabilities
- Workflow based approvals for both project creation and budget creation
- Collaborative planning to support project management activities
- Customization of SLA to suffice accounting and reporting requirements and custom dashboards for advanced boardroom reporting

Trinamix

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Results

- Seamless integration between procurement, payables, assets and general ledger
- Real time insight actual vs budget costs
- Deeper insights on assets and general ledger to project costs
- Smooth financial planning and administration for capital/non-capital projects
- Scalable solution to support future implementations of self-service procurement and inventory
- Automatic generation of customized reports to track project details and variances

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PARTNER USE CASE

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wellcom worldwide

Revenue
[~$B]

Deployment Location
Australia (Port Melbourne, VIC)

Go Live Date
[Month/Yr]

Industry
Marketing & Advertising

Products
EPBCS, Financials

Legacy Platform or Competitive Replace

Summary

Wellcom is a global creative production agency including digital, print, photography, and video across Australasia, Asia, Europe and the US. Trinamix implemented Oracle EPBCS and Oracle ERP Cloud to help with overall improvement around planning the financial year and making right decisions related to investment and profit optimization.

Top Customer Objectives and Challenges

- Support Business growth and ability to scale
- Bill to receive cycle was high impacting cash flow
- Limited capability of financial planning and budgeting
- Increasing operations costs due to errors
- Legacy financial system without tight integration to vendor payment and customer invoices

Potential Benefits

- Redesign of their Chart of Accounts to accommodate future growth and potential acquisitions
- Automated expense system for their employees and contractors
- Automated planning and budgeting solution

Trinamix

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Results

- Reduced bill to receive cycle
- Ability to handle high order volumes and accounting
- Drastically reduced invoicing errors
- Significant reduction in monthly close cycle

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Communications, Media & Entertainment

PARTNER USE CASE | COMCAST

Comcast Cable is a global media and technology company with three primary businesses: Comcast Cable, NBCUniversal, and Sky. They are one of the United States' largest video, high-speed internet, and phone providers under the Xfinity brand.

Competitors:	NA
ARR:	N/A
Industry:	Telecommunications
Selling Motion:	NA
Legacy | Competitive Replacement::	EBS
Account Revenue & Employees:	$121B USD/Undisclosed

Oracle Solutions

- Oracle PDH, OTBI
- OIC

Trinamix

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Centralized Master Data Repository acting as a single source of truth for all item master data. • Simple and robust item creation process using native PDH capabilities. • Automate item publishing to downstream systems, so all lines of business have the most updated item attributes. • Support and monitor change management and auditing processes. • Accurate master data to ensure high-quality data input to ERP (CIFA) and legacy applications (EIS, PTDB) supporting key business processes. • Retro-fitment of PDH and MDM processes as per the upcoming cloud rollout.	• Product Data Hub was able to provide the solution required by Comcast to streamline its new item creation process and overall objective of master data governance. • With cloud migration on the horizon, PDH would offer a native and comprehensive solution for master data maintenance and input to other modules like financials and SCM.	• Accurately classify Comcast products as per their lines of business and product families. • Replace the complex and time-consuming new item creation process with a simple and robust new product introduction (NPI) process. • Introduction of a native change management process for product updates. • Standardization of product master data nomenclature. Enabling governance through validation checks and approvals to manage the creation of redundant data. • Streamlining the item organization and assignment process, enabling items for 626 retail stores, 18 warehouses, and 892 sites. • Introduced Comcast Business standard description generation process for ISCO, PTDB, and EIS groups. • Item Completeness Process Implementation for ISCO, PTDB, and EIS groups. • Developed data-cleaning dashboards for new item requests, change orders, completeness, and item descriptions for ISCO, PTDB, and EIS groups.	• Significantly reduce the new item creation process. • Achieve a streamlined and effective supply chain process powered by clean and governed master data. • Reduce the new item approval time and enrichment process. • Achieve and maintain master data sanity by tracking changes and access control governance. • Ensure all business processes are in sync by having PDH as a single source of truth and repository of all Product Master Data.

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PARTNER USE CASE | ROGERS

ROGERS

Rogers is Canada's leading communications and entertainment company. Rogers provides a wide range of services, including wireless communications, cable television, internet, and home phone services. They serve 11.7 million mobile subscribers through the country's largest and most reliable 5G network

Competitors:	**N/A**
ARR:	N/A
Industry:	Telecommunications
Selling Motion:	N/A
Legacy | Competitive Replacement::	Oracle Fusion Supply Chain Cloud, Ivalua, ADM, Manual Excel based forecasting and MRP process
Account Revenue & Employees:	$19.3 B CAD/25000+

Oracle Solutions

- Oracle SCM (Supply Planning, Demand Management)

Trinamix

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Need for a unified platform for supply chain planning processes for Rogers East for the Network Portfolio (for Access, Core, R4B, and Maintenance Business Units). • Lack of visibility across the entire supply chain and need to improve the ability to conduct what-if scenarios during planning. • Need for a capability to detect supply and demand changes immediately. • Standardize the demand and inventory planning processes. • Need for a more responsive supply chain for end users with a good capability to report on metrics.	• Roger Communications selected Oracle due to the fulfillment of their requirements through the extensive and advanced functionality offered by Oracle Cloud.	• Implementation of a system that enables the development, management, connection, and automation of all demand and supply planning processes, leading to a balanced demand and supply. • Integration of all functions of the business into one platform to determine demand and purchase needs. • Automatic recommendations for movement of material across the supply chain. • Prediction of material demand for forward logistics via statistical modeling and driving consensus along with project demands. • Ability to respond to short-term demand fluctuations more quickly through real-time demand sensing. • Automated supply planning will automate plan generation, considering constraints like capacity, lead times, and inventory levels. • Implementation of constraint-based optimization, through which resources will be prioritized effectively, balancing supply and demand under real-world constraints. • Dynamic Replanning will allow adjustments to plan in real-time to address changes in demand or supply disruptions.	• Smarter forecasting & accuracy with the implementation of advanced algorithms and machine learning. • Collaborative demand planning and centralized inputs will improve collaboration across teams and ensure demand plans align with business objectives. • Improvement in supply chain decision-making at a tactical and strategic level based on the latest and most detailed data available in the planning solution. • Improvement in project and statistical demand visibility, forecast accuracy, exception management, fill rates, efficient utilization of excess inventory, automated alternate decision-making, projected spend analysis, and inventory turns. • Improvement in service levels to meet customer demand. • Standardization of supply chain planning processes across multiple business units. • Elimination of manual excel-based processes.

Partner Contact:

Partner:	Web Address:	First & Last Name:	Email:	Go-Live Date:	Last Updated Date:
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PARTNER USE CASE | JENNE INC

JENNE
Cloud Services Brokerage
Value-Added Distributor

Jenne, Inc. is a leading U.S.-based value-added technology solutions distributor and a Cloud Master agent. Jenne has been committed to providing value-added resellers, integrators, and service providers with a broad product selection, competitive pricing, on-time, accurate delivery, outstanding technical support, and ongoing sales and technical training.

Competitors:	**SAP**
ARR:	N/A
Industry:	Telecommunications
Selling Motion:	Net New
Legacy | Competitive Replacement::	EPICOR ERP & SCM
Account Revenue & Employees:	Undisclosed/Undisclosed

Oracle Solutions

- ERP & EPM (GL, Fixed Assets, CM, Adv collections, Credit Mgmt, Expenses, OM, AR, GOP, PIM, Channel Rev Mgmt, AP, Procurement, Acc reconciliation, Enterprise Planning & Budgeting, Financial consolidation & Close)
- CX (Salesforce automation, subscription mgmt, CPQ, Incentive compensation)
- SCM (SP, DM, Inv Mgmt, Cost Mgmt, WMS)

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Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Need a modern integrated platform to automate workflows and improve overall operational efficiency and productivity. • Cost reduction through the elimination of wasteful manual processes, time-consuming upgrades, and customizations. • Heavily customized EPICOR and a lack of access to the latest features/upgrades limit the agility to adapt to new business processes quickly. • Applications are not inherited with the best business functionality, resulting in the need to manage multiple business requirements in Excel and outside the system.	• Oracle Cloud solution was able to cater to Jenne Inc.'s requirements natively. • Ability to extend Oracle solutions provides Jenne Inc., the flexibility it needs to scale its business.	• End-to-end Implementation: Order to Cash, Procure to Pay, Lead to Order, including CPQ and Sales Cloud. • Mapped complex supplier incentive programs for one-time and recurring orders. • Complex supply chain partner commission plans. • Dynamic pricing and cost requirements. • Out-of-the-box functionality with best practices & reduced overhead to improve: Business Efficiency, Scalability to support Business Growth	• Improvement in security control and risk management. • Better relationships with suppliers and customers • Reduction in risks, operating costs, and ability to predict and plan to meet the needs of market changes with end-to-end supply chain visibility. • Reduction in labor and material costs by removing waste in the process. • Technology modernization and improved supportability. • Ability to adapt to the new market requirements. • Flexibility and automation to steer the competition away. • Ability to incorporate leading-edge technologies such as artificial intelligence into business processes.

~~Partner Contact:~~

Partner:	Web Address:	First & Last Name:	Email:	Go-Live Date:	Last Updated Date:
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PARTNER USE CASE | VECIMA

Vecima Networks Inc. is a global leader focused on developing integrated hardware and scalable software solutions for broadband access, content delivery, and telematics.

Competitors:	**N/A**
ARR:	N/A
Industry:	Telecom
Selling Motion:	N/A
Legacy | Competitive Replacement::	Netsuite, Microsoft Great Plains
Account Revenue & Employees:	$96.4 M/Undisclosed

Oracle Solutions
○ Oracle Financials Cloud (GL, AP, AR, Fixed Assets, Cash Mgmt, Tax, RM)
○ Oracle SCM (Mfg, Inv, Quality, Cost Mgmt, Product Mgmt, Procurement, SP, OM)
○ OIC

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Witnessed significant growth through acquisitions and currently operates on multiple ERP platforms. • Custom applications to support its business operations and bridge gaps in existing business processes. • Multiple ERPs and custom applications are leading to significant overheads and inefficiencies in business processes. • Legacy ERP systems and business processes are not able to scale to support business growth. • Vecima chose Oracle Cloud ERP as its platform of choice to bring all its business units onto a single ERP platform and enable standardized business processes across multiple business units.	• Fully automated single platform • Vecima selected Oracle due to the fulfillment of their requirements through the extensive and advanced functionality offered by Oracle ERP and SCM modules.	• Decommissioning of 20+ existing apps and incorporating Oracle solutions. • Integration with 6+ legacy systems, including Canadian Banks, Avalara, Salesforce, Arena/Product Tree, Planful, etc. • Integration of Oracle Cloud with Vecima's Barcode database. • Collaboration with RF-SMART for scanning during manufacturing outbound shipments and label printing.	• An optimized system that is aligned with business vision and strategy. • State-of-the-art centralized system to manage end-to-end business functions. • Robust, integrated platform to support scalability, efficiency, and optimization.

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Partner:	Web Address:	First & Last Name:	Email:	Go-Live Date:	Last Updated Date:
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PARTNER USE CASE
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Revenue
$3.63 B USD

Deployment Location
North America

Go Live Date
April 2023

Industry
Telecommunications

Products
Oracle Backlog Management

Legacy Platform or Competitive Replace
EBS

Summary

Ciena is a global leader in optical and routing systems, services, and automation software. The company builds adaptive networks to address ever-increasing digital demands for richer, more connected experiences for all users. Trinamix implemented Oracle Backlog Management along with enhancements to EBS Order Management to support Cloud GOP/BM for Ciena

Top Customer Objectives and Challenges

- Quickly recognize supply changes and reduce the number of orders being touched for SSD stability.
- Improved Customer Service and Increased Revenue
- Revenue Assurance
- Automated outputs and reporting that are system based

Potential Benefits

- Implemented a comprehensive sourcing strategy to support Multi Sourced products & Product/Customer/Region/Country Based Restrictions
- Automated stock allocation process using a rule-based allocation engine
- Incorporated advanced scenarios including SIF Orders, Japan/RoHS compliance orders, etc.
- Implemented comprehensive demand priority rules based on multiple order attributes like Demand Class, Customer, Order Revenue, etc.
- Implemented a process to Analyze, Simulate & Over-ride order allocation results before applying changes
- Implemented product family extension to allocate supplies to demands at the family level along with conditional rules
- Implemented attribute-based allocation of supplies to demands based on a varied list of conditions including demand type, demand origination, channel, supply attributes, supply types, etc

Trinamix

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Results

- Ability to source from the best fulfillment location with the best date possible with an initial promise
- Ensure priority customers get supplies based on allocations automatically
- Moving away from product header defaulting rules that do not keep up with our business strategies (multi-sourcing, ISO reduction, etc)
- Fulfillment based on Supply Availability in DCs. Improve promising and delivery performance.
- Ability to give the customer promise dates aligned with expectations
- Minimized impact on commitments with rules-based analysis output. The fulfillment focus can shift from producing the answer to resolving the issues.
- Ability to re-shuffle and reallocate supplies based on the latest demand and availability for improved delivery performance.
- Ability to bring forward orders when supply increases and ship early to increase revenue within the period. Optimize source/ destination allocation.
- Elimination of manual file creations to create schedule views (S&D / macros / Allocation Files).

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PARTNER USE CASE
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Shaw

Revenue
$5.5B CAD

Deployment Location
North America

Go Live Date
TBD

Industry
Telecommunications

Products
OCI Security Services, OCI PaaS services, OCI Infrastructure Services

Legacy Platform or Competitive Replace

Summary

Shaw Communications Inc. is a Canadian telecommunications company that provides telephone, Internet, television, and mobile services. Headquartered in Calgary, Alberta, Shaw provides home telecommunications services primarily in Alberta and British Columbia and satellite television nationally. It also operates smaller cable television systems in Saskatchewan, Manitoba, and Northern Ontario.

Shaw Communications selected Trinamix for the implementation of OCI Security Services, OCI PaaS services and OCI Infrastructure Services.

Top Customer Objectives and Challenges

- As a premier player in the telecom industry, Shaw Communications positions security at the core of its operational strategy. This aspect becomes even more critical in the wake of mergers and acquisitions. In order to fortify this security landscape, there is a pressing need for a comprehensive service provider, adept at harnessing a gamut of Oracle Cloud Infrastructure (OCI) Security Services. Such a provider will play an instrumental role in bolstering the security support for Shaw's existing workloads on the Oracle Cloud Infrastructure, ensuring the resilience and robustness of their operational framework.

Potential Benefits

- Managing OCI workloads – Database, Applications, SOA
- Security & Vulnerability Patching to make sure Applications and VM’s are compliant as per the required security standards.
- Setting up new environments as per need with company security standards compliant.
- Implementing new OCI services as a POC and then move that to PROD as per the instance strategy.
- Automation of Infrastructure using Terraform.

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Results

- Ensuring the safety of applications and databases is of utmost importance, by maintaining their security and aligning them with strict company standards. The focus lies on reducing exceptions in system vulnerabilities and promoting proactive monitoring of security standards. The use of Oracle Cloud Infrastructure (OCI) Security Services is key in these efforts. With its strong suite of features, OCI forms a solid line of defense, allowing for better vigilance, strength, and compliance in your security setup. By actively monitoring, OCI predicts and reduces potential security risks, strengthening the safety of your business applications and databases.

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PARTNER USE CASE
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Shaw

Revenue
$5.2B CAD

Deployment Location
Canada – 56 warehouses across Western and Central Canada

Go Live Date
June 2022

Industry
Communications

Products
Oracle VBCS
Oracle Integration Cloud

Legacy Platform or Competitive Replace
File-based customer billing system
Excel
Complex interfaces

Summary

Shaw Communications Inc. is a Canadian telecommunications company that provides telephone, Internet, television, and mobile services. Headquartered in Calgary, Alberta, Shaw provides home telecommunications services primarily in Alberta and British Columbia and satellite television nationally. It also operates smaller cable television systems in Saskatchewan, Manitoba, and Northern Ontario.

Shaw selected Trinamix for design, development and implementation of One Scan Tool built on Oracle VBCS and OIC technologies. One scan tool is a Mobile Inventory Management solution built on modern cloud platform, provides state-of-art user experience and connects multiple enterprise systems in real time.

Top Customer Objectives and Challenges

- Shaw Telecommunications warehouses handle fast-moving telecom equipment such as Modems, DVRs, and mobile phones. More than 50 warehouses spread across Western Canada cover urban, semi-urban, and extremely remote areas.
- Field technicians pick up hardware from the warehouse. Customers return the hardware to the warehouse by techs and by Canada posts.
- Shaw Telecommunication was relying on a billing system to primarily manage deployment and return of hardware – the billing system is running on obsolete technology with no product support. Lack of real-time integration between systems, lack of an error-proof user interface, ERP, WMS, Billing, and Provisioning systems were constantly out of sync.
- This was causing inefficiencies in warehouse operations, dissatisfied internal users and external customers, constant review and corrections to bring inventory in sync, and an overall unreliable system experience.

Potential Benefits

- A modern User Interface that is easy to use, ensures error-free operations. The application can run on computers, tablets, and mobile phones.
- A single platform to perform deployment, kitting, and return of hardware.
- Ease of training – most of the warehouse staff is temporary with high turnover. It is easy to train new staff on the new tool as it is intuitive and requires almost no training.
- All systems – Oracle Inventory Cloud, Oracle WMS Cloud, Customer Billing System, and Customer Provisioning Systems are kept in sync in real-time.
- Transactions initiate in One Scan Tool – other systems such as Billing and Provisioning can be plugged on and off.

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Results

- Inventory out-of-sync issues drastically reduced – improved planning accuracy, accurate asset valuation, and reduced support cost to resolve out-of-sync issues.
- Warehouse operations efficiency improved significantly due to scanning capability, error proofing, and mobility offered by tablets and mobile devices.
- Temporary worker training period reduced from a few weeks to one day.
- No more reliant on obsolete technology products.
- Improved customer satisfaction – customers do not receive hardware that is not provisional.

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PARTNER USE CASE
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Shaw

Revenue
$5.2B CAD

Deployment Location
Canada (Calgary, Alberta)

Go Live Date

Industry
Communications

Products
Oracle Demand Management Cloud
Oracle Supply Planning Cloud
Oracle Replenishment Planning Cloud
Oracle Global Order Promising Cloud

Legacy Platform or Competitive Replace

Summary

Shaw Communications Inc. is a Canadian telecommunications company that provides telephone, Internet, television, and mobile services. Shaw provides home telecommunications services primarily in Alberta and British Columbia and satellite television nationally. Shaw provides mobile services through its subsidiary Freedom Mobile, under both the Freedom and Shaw Mobile brands, in areas of Alberta, British Columbia, and Southern Ontario.

Top Customer Objectives and Challenges

- Create a single supply chain planning platform and implement standard supply chain planning processes across multiple lines of business
- Enable a central supply chain planning team that manages flow inventory through the entire supply chain network
- Create optimization in the supply chain processes by maximizing the utilization of refurbished parts and minimize spend on new purchases
- Have a customer-first approach and create a supply chain that minimizes stock outages for customers while minimizing inventory and spending

Potential Benefits

- Automated recommendations for movement of material across the supply chain
- Automated recommendations for utilizing refurbished equipment prior to buying new equipment
- Prediction of material demand for forward logistics via statistical modeling and driving consensus with marketing for consumer demand
- Prediction of material Supply from reverse logistics via statistical modeling and driving consensus for refurbished supply to be incorporated in the supply planning process as a viable source of supply

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Results

- Significant inventory reduction across the supply chain
- Improved service levels to meet customer demand
- Standardized process of supply chain planning process across multiple lines of business.

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PARTNER USE CASE
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VECIMA

Revenue
$96.4 M

Deployment Location
Canada

Go Live Date
May 2023

Industry
Telecom

Products
Oracle Cloud Enterprise Performance Management (Financial Planning and Budgeting Narrative Reporting)

Legacy Platform or Competitive Replace
Planful

Summary

Vecima Networks Inc. is a global leader focused on developing integrated hardware and scalable software solutions for broadband access, content delivery, and telematics.

Top Customer Objectives and Challenges

- Implement World Class Planning and Budgeting system, integrated with ERP
- **Diversified planning models across different Accounts**
- **Need for rolling forecast for continuous analysis and reporting**
- **Lack of robust end-to-end Actual to Plan by Assets for Capex, By Vendors for Financials), By Projects, By Employee-Job for Workforce.**

Potential Benefits

- **Product, Service Revenue and COGS based Modelling from SFDC by Opportunity and Customer level**
- **Driver and Condition-based Budgeting for Financials.**
- **Multi Year Planning for Existing and New Employees 38+ Salary elements dynamic and automatic calculation**
- **Automated Integrations with ERP GL and sub-modules, with SFDC for Revenue and COGS Planning, and with UKG for Workforce Planning.**
- **End-to-end Financial Planning for multiple Years including Balance Sheet Forecast.**
- **Standardized Capex and Projects Planning assisted by automated integrations with ERP-FA and ERP-PPM respectively.**
- **Employee and Position level Workforce planning using automated integrations with UKG.**
- **More accurate forecast results by switching from quarterly to monthly cycle capability.**
- **What-If analysis.**
- **Reports for Decision Making and** Narrative reports for External Financial Reporting

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Results

- Creative workarounds implemented by the team to achieve integration and business reporting requirements in a short span of time
- Development of reusable components will help future process development and greatly reduce timelines
- The confidence of key users through robust training and testing helped create a smooth transition during major changes
- Reduction in several crucial Business process times
- Minimum customization approach required the project team to provide out-of-the-box solutions that met business requirements

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PARTNER USE CASE

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Freedom mobile

Revenue
CAD 382 M

Deployment Location
Canada (Toronto)

Go Live Date
TBD

Industry
Telecom

Products
Oracle Global Order Promising Cloud
Oracle Order Management (E-business Suite)
Oracle Inventory Management (E-business Suite)

Legacy Platform or Competitive Replace

Summary

Freedom Mobile Inc. is a Canadian wireless telecommunications provider owned by Shaw Communications. It has 6% market share of Canada, mostly in urban areas of Ontario, British Columbia and Alberta. Freedom Mobile is the fourth-largest wireless carrier in Canada, with 2,004,840 subscribers as of February 28, 2021.

Freedom Mobile selected Trinamix for Real Time Inventory Availability and Order Promising.

Top Customer Objectives and Challenges

Freedom Mobile wanted to serve its telecom customers in the same way as Amazon serves its customers. They wished to give the experience of real time inventory availability and shipment promise deliveries for mobile handsets. They wanted to serve their internal customers; Dealership networks, retail stores, online sales channels in a way that they feel respected, loved, and well served.

Freedom Mobile wasn't able to:

- Allocate scarce pool of mobile handset inventory to different sales channels in real time: Problem in timely fulfillment of the customer order and managing same pool of inventory across different sales channels
- Manage events like pre-launch order bookings, planning inventory for promotional events: Difficulty in allocating and promising inventory during new product launches; and manual intervention and co-ordination to manage promotional events

Potential Benefits

- Implementation of Sales Order Functionality in Oracle E-Business Suite for Direct Fulfillment Customers
- Implementation of Global Order Promising Cloud to enable: Real Time Inventory availability check for online sales channels, Manage Product Availability for Orders across various sales channels, Allocate Mobile handset inventory across competing Sales Channels based on business rules
- Streamline Inventory management processed for events like pre-launch order booking and promotional events
- Better control and overall reporting of Inventory

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Results

- Ability to meet IFRS15 requirements by furnishing details about inventory transactions
- Ability to successfully promise and fulfill direct customer orders
- Ability to manage inventory allocation across different sales channels
- Reduction in manual intervention in managing supply chain processes
- More efficient and agile supply chain system

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PARTNER USE CASE
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AT&T

Revenue
$181.2B USD

Deployment Location
North America (Dallas, TX)

Go Live Date
October 2019

Industry
Communications

Products
Oracle Demand Planning Cloud, Oracle Supply Planning Cloud

Legacy Platform or Competitive Replace
Demantra, EBS

Summary

AT&T Inc. is an American multinational conglomerate holding company and is the world's largest telecommunications company, the largest provider of mobile telephone services and the largest provider of fixed telephone services in the United States through AT&T Communications.

Top Customer Objectives and Challenges

- On-premise Oracle solution needed an upgrade to maximize the capacity of demand and Supply management tool

Potential Benefits

- Modeling and streamlining of Demand Planning processes in Oracle Supply Chain Planning Cloud
- Transition from existing Demantra solution to Demand Planning Cloud
- Integration with core ERP (EBS) to have seamless flow of planning data and planning suggestions
- Like-for-like functionality as per the existing Demantra system

Trinamix

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Results

- A Supply Chain Planning foundation solution that can be easily scaled up globally
- Simplification of overall processes

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PRECOA

Revenue
$100M USD

Deployment Location
North America (Portland, OR)

Go Live Date
July 2019

Industry
Marketing & Advertising

Products
ERP Financials, PBCS, Expenses

Legacy Platform or Competitive Replace

Summary

Precoa is a national leader in preneed sales and marketing, partnering with the country's top funeral homes to help families heal from one of the most challenging events they'll face — the death of a loved one. Trinamix implemented Financials and PBCS to

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Top Customer Objectives and Challenges

- QuickBooks is their current accounting software and budgeting/tracking is completed in excel
- Their home-grown software is SQL CRM that has most of their commission information manually extracted and accounted in QuickBooks
- Budget tracking iis manual and creates data redundancy and multiple working versions

Potential Benefits

- Redesign of their Chart of Accounts to accommodate future growth and potential acquisitions
- Automated expense system for their employees and contractors
- Automated planning and budgeting solution

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Results

- Elimination of manual spreadsheets to manage complex commissions
- Robust, an integrated financial solution that supports scalability and is ready for other functional capabilities (HCM for example)
- Reduction in labor needed to maintain financial systems
- Ability to sale with ease when adding additional new products, customers, and salespeople

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PARTNER USE CASE
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Revenue
$223M USD

Deployment Location
North America (San Francisco, CA)

Go Live Date
April 2017

Industry
High Tech
Media & Entertainment

Products
Oracle Financials

Legacy Platform or Competitive Replace

Summary

Glu Mobile Inc. is an American developer and publisher of mobile games for smartphone and tablet devices. Trinamix implement procurement and financials in addition to some features that supported the upgrade to R12. This helped Glu's management make correct decisions and close financial periods on time with the appropriate reports without any additional efforts.

Top Customer Objectives and Challenges

- Needed an end-to-end integration between both procurement and financials
- Needed a proper expense tracking and appropriate attachments
- Performing allocation of expenses to various departments based on allocation rules defined in General Ledger
- Extraction of Statutory and Management Reports using Fusion Reporting Capabilities

Potential Benefits

- Complete Integrated system for both financials and procurement
- Helped management make quick decisions using excellent reporting capabilities with on-time closing financial periods
- Submission of financial reports to appropriate authorities

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Results

- Tight Integration
- Accurate Expense Tracking
- Appropriate Financial Reports
- On – Time Period Closure
- Satisfied Management

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Energy/Utilities

PARTNER USE CASE | FORM ENERGY

Form Energy is an American energy storage technology and manufacturing company that is developing and commercializing a pioneering iron-air battery capable of storing electricity for 100 hours at system costs competitive with legacy power plants.

Competitors:	NA
ARR:	N/A
Industry:	Energy & Utilities
Selling Motion:	N/A
Legacy | Competitive Replacement::	NA
Account Revenue & Employees:	Undisclosed/Undisclosed

Oracle Solutions

- Oracle SCM Cloud (Mfg, SP, Procurement, Inv Mgmt,)
- Oracle WMS Cloud
- Oracle ERP (GL/FA/AP), Cost Mgmt

Trinamix

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Need to manage supply chain operations using enterprise application tools as the business expands its footprint from the product development stage to manufacturing goods for commercial use. • Need to enhance efficiency and automate the extensive warehousing activities, assuring improved customer sales delivery. • Standardization the manufacturing process. • Deployment of Oracle Cloud Applications to support product management, direct procurement, inventory management, warehouse operations and supply planning.	• Form Energy selected Oracle due to the fulfillment of their requirements through the extensive and advanced functionality offered by Oracle ERP and SCM modules.	• Implementation of a system to manage, connect, and automate all demand and supply planning processes, leading to a balanced demand and supply. • Implement business processes to support product development & commercial production. • Effective use of revision control feature to manage the manufacturing process. • Enhance automation by using mass upload features to support purchase order acknowledgement & item attribute management.	• End-to-end supply chain visibility and the elimination of manual data entry. • Unified and improved customer and end-user experience. • Increase in operational efficiency and synchronization across business functions.

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PARTNER USE CASE
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CANACOL ENERGY LTD.

Revenue
$79.16M USD

Deployment Location
Canada

Go Live Date
June 2023

Industry
Oil & Gas

Products
Oracle Fusion Analytics Warehouse (FAW)

Legacy Platform or Competitive Replace

Multiple Stand-alone Systems

Summary

Canacol is the largest independent onshore conventional natural gas exploration and production company in Colombia, supplying approximately 20%2 of the country's gas needs. Canacol supplies clean, cost-effective, reliable, and abundant energy and is committed to supplying the growing demand for energy while reducing CO2 emissions, improving air quality, and catalyzing economic growth and development in the areas where they operate.

Top Customer Objectives and Challenges

- Canacol Energy had 45 reports that they were generating from legacy systems that needed to be replicated post Fusion implementation
- Need for an analytics solution to support business needs
- Need for a tool that provides the business users ability to create their custom reports and graphs
- Need for a reporting tool that did not require managing external connections and ease of data refresh

Potential Benefits

- 250+ Pre-built KPIs, 35 analyses, and 685 metrics across modules to provide the organization with meaningful insights into their data with an option to customize and create other KPIs relevant to organizational needs
- 6 Pre-built decks and KPIs for Profitability & Loss, Receivables, Payables, Procurement, and Balance Sheet, and the option to create additional 20 customizable decks using the out of box KPIs
- 45 reports using out-of-box subject areas and data augmentation
- Ability to create a customized analysis using the pre-built data model
- Built-in/Included: Oracle Analytics Cloud and Oracle Autonomous data warehouse
- Ability to bring in data from other sources like Salesforce, Azure, Google Analytics, and many more
- Rapid deployment with pre-built data pipelines to Oracle Cloud Apps
- Integrated Security Framework

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Results

- Quick access to critical financial KPIs and metrics with comparison to targets
- Gain insight into profitability drivers and analyze historical trends
- Leverage machine learning to drive alerts and discover relationships between metrics
- Drill directly from KPIs into underlying details
- Integration with non-cloud data sources provides an opportunity for enterprise-level analytics
- Faster time-to-value with everything pre-built and oracle managed
- Completely extensible platform to bring in data from other sources and customizable to create reports as required

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PARTNER USE CASE
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Revenue
Undisclosed

Deployment Location
North America (Rockville)

Go Live Date
July'2022

Industry
Energy/Utilities

Products
Oracle Fusion Analytics Warehouse

Legacy Platform or Competitive Replace

Summary

Standard Solar has been known as one of the most trusted names in solar since 2004. Standard Solar is a national commercial and community solar company offering development, technical expertise, funding, and long-term asset ownership. Standard Solar has developed, delivered, funded, acquired, and currently operates more than 200 commercial and community solar and solar + storage projects.

Standard Solar selected Trinamix for implementation of Oracle Fusion Analytics Warehouse integrated with the below Oracle ERP Cloud modules: Financial Analytics: AP/AR/GL/Assets/Employee expense/GL Budget Analysis | Procurement Analytics: Procurement Spend, Purchase agreement, PO, Purchase Receipt, and Requisition | Project Analytics: Project commitment and Project costing

Top Customer Objectives and Challenges

- Customer's financial category mapping requirements for Management reporting were different than what was available in Fusion and in addition their financial category mapping for P&L-related accounts was different than Balance sheet accounts causing the customer to do all their Management, Fund, and project reporting in Excel.
- Standard Solar had custom Fact's – so they could not use OTB Finance related KPIs and Reports in FAW
- Need for a single shared data analytics model across all Oracle applications

Potential Benefits

- Created a solution whereby custom financial categories for one set of Natural accounts (for e.g.- P&L related) were uploaded using the upload financial category assignments in FAW and for Balance sheet related accounts- Account number and the related financial categories table were uploaded in ADW and using the semantic model extensions within FAW- it was made available in the required subject areas.
- Using semantic model extension- we created custom Facts and built KPIs for use in Management reporting.
- Created Financial statements to align with Management reporting parameters.
- Created Fund and Project profitability reports.
- Enabled opportunity for enterprise-level analytics by integration with non-cloud data sources

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Results

- Avoid the risk related to managing critical reporting in Excel.
- Ability to track all their Fund and Project profitability since inception.
- Gain insight into profitability drivers and analyze historical trends. Leaders can get an understanding of all project costs – including inception to date and Year to date comparisons across any project.
- Ability to track future project commitments across organizations, projects, tasks, resources, and periods
- Improve project cost reporting efficiency with pre-built metrics
- Faster time-to-value with everything pre-built and oracle managed

PARTNER USE CASE
For Internal Use Only

Revenue
Undisclosed

Deployment Location
North America (Rockville)

Go Live Date
April 2022

Industry
Energy/Utilities

Products
AI-powered Test Automation

Legacy Platform or Competitive Replace

Summary

Standard Solar has been known as one of the most trusted names in solar since 2004. Standard Solar is a national commercial and community solar company offering development, technical expertise, funding, and long-term asset ownership. Standard Solar has developed, delivered, funded, acquired, and currently operates more than 200 commercial and community solar and solar + storage projects.

Standard Solar selected Trinamix for implementing an AI-powered Test automation platform providing ability to test end-to-end processes across various platforms including Oracle Cloud ERP, Salesforce, Workday, and many more.

Top Customer Objectives and Challenges

- Need for a robust process and faster turnaround during quarterly patching
- Need for elimination of manual effort required by the IT staff to perform quarterly patch testing
- Need to leverage a certified and comprehensive testing process to avoid application issues, process failures, and process changes being introduced to the Oracle Cloud ERP production environment
- Need for automation and integration of the testing process across applications

Potential Benefits

- Identified and created 350+ test cases across various Finance, SCM, and Project modules
- Identified gaps in the current testing suite and suggested test cases to fill those gaps
- Provided detailed analysis of changes across all Oracle modules due to Quarterly patches and automatically adjust the test scripts to incorporate these changes
- Provided summary as well as detailed results to stakeholders with screenshots to fulfill the audit requirements
- Identification and notification to users if addition/deletion of fields on specific screens as part of quarterly update
- Automatic test data generation and maintenance
- Permission-based access to defined user groups
- Ease of deployment

Trinamix

www.trinamix.com

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Vinod Dudeja
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Results

- Zero code-based test scripting platform
- Repository of 1600+ test cases for Oracle Cloud ERP modules developed by Trinamix
- Ability to map business process as-is and create test cases automatically using a repository of 2000+ test scripts
- Reduced testing cycle time from 2.5 weeks to 4 days
- Comprehensive test suite vs. testing critical operations manually
- Reduction in errors caused due to testing fatigue

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PARTNER USE CASE

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Revenue
Undisclosed

Deployment Location
North America (Rockville)

Go Live Date
October 2021

Industry
Energy/Utilities

Products
Oracle Financial Cloud
Oracle Procurement Cloud
Oracle Inventory Management Cloud
Oracle Projects

Legacy Platform or Competitive Replace

Summary

Standard Solar has been known as one of the most trusted names in solar since 2004. Standard Solar is a national commercial and community solar company offering development, technical expertise, funding, and long-term asset ownership. Standard Solar has developed, delivered, funded, acquired, and currently operates more than 200 commercial and community solar and solar + storage projects.

Top Customer Objectives and Challenges

- Unable to manage the project-based business process in Oracle Cloud ERP across finance and supply chain leading to:
  - Lack of ability to segregate Inventory, material costs, asset deployments, and commitments by Projects
  - Lack of ability to track expenses and revenue by project thus creating a lack of ability to calculate profitability analysis by the project.
- Unable to use out-of-box Oracle Sub-Ledger Accounting functionalities, features, and reporting capabilities thus leading to:
  - Extended Month-End Close Cycle
  - Complex Month-End Reconciliations
  - Manual Effort and time-consuming process to reconcile sub-ledger Balances with General Ledger
  - Manual Journal Entries posted to the control accounts
  - Inability to leverage standard Financial Reports & dashboards

Potential Benefits

- Implementation of Project Driven Supply Chain to support end-to-end project lifecycle
- Better control and reporting of Project budgets and profitability
- Implementation of Oracle's best practices for Sub-Ledger Configurations and Month-End Reconciliations
- Streamlining of Month-End Close with the implementation of efficient closing processes and reconciliation reports

Trinamix

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Results

- Ability to perform Profitability analysis by Project, thus leading to better financial control over project-driven supply chains
- Ability to Control project risks through end-to-end planning, execution, and visibility
- Segregation of Project Inventory with Oracle Project Driven Supply Chain
- Reduction in month-end closing cycle and reconciliation cycle with detailed sub-ledger reports
- Ease of analysis and better visibility into Sub-Ledger and General Ledger Variances

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High Tech

PARTNER USE CASE | TDK SensEI

TDK SensEI is a global organization headquartered in Singapore. With a significant capital infusion from TDK, it is accelerating transformation for a sustainable future. TDK SensEI addresses the growing market of the intersection of artificial intelligence (AI) and sensor fusion at the edge. The organization focuses on Industry 4.0 solutions as the segment expands further into machine and production health.

Competitors:	**N/A**
ARR:	N/A
Industry:	High Tech
Selling Motion:	NA
Legacy | Competitive Replacement::	Multiple excel sheets
Account Revenue & Employees:	Undisclosed/Undisclosed

Oracle Solutions

- Oracle Financials (General Ledger, Cash Management, Accounts Payable, Accounts Receivable, Fixed Assets)
- Oracle SCM (Product Information Management, Order Management, Procurement, Inventory Management)

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Establish a foundational ERP system to enable integrated operations across all business functions. • Support TDK SensEI's growth by implementing scalable and industry-standard Oracle Fusion modules. • Enable accurate and timely decision-making through financial and operational visibility. • Lay the groundwork for future expansion by aligning processes with global best practices.	• TDK SensEI selected Oracle due to the fulfillment of their requirements through the extensive and advanced functionality offered by Oracle ERP and SCM Cloud.	• Implementation of a centralized ERP platform to unify operations across departments. • Integration of business analytics to enable real-time visibility into financial and operational data. • Deployment of a collaboration-ready system architecture to support multi-entity operations. • Configuration of financial processes to ensure consistent and audit-ready reporting capabilities.	• Streamlined data flow and system-driven processes across business entities. • Scalable ERP foundation aligned with evolving business needs and growth strategy. • Consistent and timely financial reporting to support executive decision-making. • Greater operational control and governance through centralized ERP capabilities.

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PARTNER USE CASE | QTS

QTS Realty Trust, LLC. is a leading provider of data center solutions across a diverse footprint spanning more than 9 million square feet of owned mega-scale data center space throughout North America

Competitors:	**N/A**
ARR:	N/A
Industry:	Information Technology
Selling Motion:	N/A
Legacy | Competitive Replacement::	Workday, Smartsheet
Account Revenue & Employees:	Undisclosed /Undisclosed

Oracle Solutions

- Oracle ERP Cloud
- Oracle SCM Cloud (Procurement, PLM, Inventory, Projects)

Top Customer Objectives

- Need to establish supply chain capabilities to manage LLE inventory, which has enabled QTS to grow quickly by reducing lead times to better align with customer needs.
- Lack of enterprise systems capabilities to manage inventory and supply chain, in general, aren't well supported with the existing tech stack.
- Need to configure and deploy Oracle Cloud Applications to support product management, direct procurement, inventory management, warehouse operations, supply planning, and demand management.
- Inventory is tracked in spreadsheets, resulting in manual reporting, reconciliation, and an overall lack of visibility.

Why Oracle?

- QTS selected Oracle due to the fulfillment of their requirements through the extensive and advanced functionality offered by Oracle Cloud.

Partner Use Case Summary

- Integration of Oracle Cloud Applications with current Workday Applications (financials, fixed assets, and indirect procurement) to support scalability as QTS grows and evolves.
- End-to-end visibility of inventory from PO placement through end-of-life decommissioning.
- Deploy systems to support end-to-end inventory management and movement.
- Build an inventory framework that provides proper financial controls that enable scale.
- Ability to track inventory at the actual purchase price and allocate by serial numbers.
- Enablement of advanced kitting functionality in procurement to enable receiving, inventory tracking, movements managed at the component level, and supplier payment at the kit assembly level
- Implementation of mass update capability for purchase orders to improve operational productivity and interfacing planning/project allocation results from Palantir planning to procurement cloud.
- Implementation of mass update capability for inventory on hand to improve operational productivity and interfacing planning/project allocation results from Palantir planning to inventory cloud.
- Enablement of mass update capability to cascade project allocation changes from parent item to child inventory item for kits.[Data center solution]

Results | Benefits

- Implementation of systems that can easily scale with the organization's growth, facilitate expansion into new geographies and accommodate enhanced business services.
- Implementation of a single, centralized source of accurate and reliable inventory data will enhance data integrity and eliminate discrepancies for informed decision-making.
- Improve supplier interactions by providing data transparency and enhanced collaboration.
- Align QTS's procurement operations with industry-standard systems and integrations.
- Accurate reporting and cost savings due to integrated application for Procurement, Inventory Management & Financials; Currently they are in different systems involving manual reconciliation and errors.

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PARTNER USE CASE | INTEL ALTERA

Altera, an Intel Company, provides leadership programmable solutions that are easy to use and deploy in applications from the cloud to the edge, offering limitless AI possibilities. The company provides the flexibility to accelerate innovation with an end-to-end broad portfolio of products including FPGAs, CPLDs, Intellectual Property, development tools, system-on Modules, SmartNICs, and IPUs.

Competitors:	**SAP**
ARR:	N/A
Industry:	Semiconductor Manufacturing
Selling Motion:	N/A
Legacy | Competitive Replacement::	SAP
Account Revenue & Employees:	Undisclosed/Undisclosed

Oracle Solutions	
○	Oracle SCM Cloud (OM, Mfg, Inv Mgmt, Product Mgmt, Purchasing)
○	Oracle ERP Cloud (Costing, Finance & Accounting,)

Top Customer Objectives

- Create an entirely new ERP-based infrastructure and solution to become independent of Intel Infrastructure
- Modernize technology infrastructure by replacing complex, multitude of Intel legacy systems with a scalable and flexible cloud-based solution.
- Enhance real-time visibility of material, work in process, and inventory data across global manufacturing locations.
- Create a global standard process framework of onboarding and offboarding Manufacturing partners
- Track accurate production cost and ensure financial reporting integrity by improving standard cost accuracy and aligning cost structures for better margin and variance management.
- Improve the accuracy of inventory valuation through timely updates, better yield management, and enhanced BOM pricing.

Partner Use Case Summary

- Integration of Intel Altera's business with 30 outsourced manufacturing partners using Trinamix FabConnect Semicon Application, enabling end-to-end visibility of manufacturing and inventory while ensuring error-free service invoice payments.
- Creation of a globally integrated supply chain management (SCM) and accounting model to enhance inventory visibility and drive accurate costing.
- Generation of end-to-end lot genealogy and traceability through FabConnect and Oracle Manufacturing Cloud.
- Optimization of material allocation, production tracking, and scrap minimization to enable accurate product costing, margin analysis, and revenue forecasting.
- Elimination of manual adjustments and inefficiencies in standard cost updates, improving flexibility for new BOM levels and manufacturing processes.

Results | Benefits

- Better end-to-end visibility across manufacturing, inventory, and financial processes for better decision-making.
- Reduction in manual interventions and streamlined standard cost updates, improving operational flexibility and scalability.
- Stronger supply chain integration with real-time data flow between outsourced manufacturing partners and enterprise systems.

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PARTNER USE CASE | CENNOX

Cennox is a multi-skilled business, working across diverse industries, including financial services, hotels, restaurants, retail, transport & airports. They support the world's leading brands, delivering products and solutions across multiple service channels.

Competitors:	Microsoft Dynamics, Infor
ARR:	NA
Industry:	Information Technology
Selling Motion:	NA
Legacy | Competitive Replacement::	Great Plains, Navision, Infor
Account Revenue & Employees:	Undisclosed/Undisclosed

Oracle Solutions

- ERP (Financials, EPM, PIM, Project Mgmt,)
- SCM (SP, Inv Mgmt, Procurement, Cost Mgmt, Mfg, Order Mgmt)
- CX (Service, Subs Mgmt, Field Service, Sales)
- HCM (Foundation)

Trinamix

Top Customer Objectives

- Automate and streamline the current data entry processes through the disciplines of master data management.
- Enable business process improvements by utilizing interconnected data and seamless integrations.
- Need to optimize Supply Chain-Services integrated processes, enhance efficiency, and propel growth trajectory.
- Need to leverage advanced technologies and expert services to drive innovation and achieve operational excellence.
- Complex Services parts planning and distribution to manage with Field Services operations and delivery
- Increase of parts stock in the supply chain due to lack of centralized monitoring and On-Time Availability of materials at Field / Repair site
- Need to track Cost, capitalize and track assets and manage inventory to improve customer service.
- To improve on-time order fulfillment and lower operational costs while enabling a single source of truth to drive better business decisions.
- To adopt modern best practices through a single data model supported by a secure cloud platform.
- System and roadmap to scale future business challenges, acquisitions, operations consolidation, and service operations expansion
- Need for Centralized contract management to Install base process to Improve on-time delivery and service SLAs.

Why Oracle?

- Oracle Cloud ERP offers a comprehensive SaaS-based solution ideally suited for service-focused organizations.
- Broad capabilities across Sales, Service, Field Service, Supply Chain, Financials, Project Costing & Billing, and Enterprise Performance Management positioned Oracle as the preferred software vendor.
- The platform's scalability to support rollouts across multiple acquisitions in the USA and Europe was a significant factor in Cennox's decision to select Oracle.

Partner Use Case Summary

- Implementation of 30+ Oracle modules and capabilities cutting across – services, sales, finance, and supply chain.
- Replacement of three legacy ERP systems and solutions and consolidating into single integrated SaaS platform/solution.
- Implemented 100+ technical objects, including integrations, reports, and extensions, leveraging best-of-breed technology solutions.
- Legacy master, transactional data extraction, cleansing, mapping, and transformation from three legacy ERP for finance, supply chain and services into single core SaaS/cloud platform solution.

Results | Benefits

- Modernization and standardization of end-to-end service to repair, subscription to installation, order to cash processes established in the Oracle cloud.
- Better field technician planning, scheduling, and routing optimization for field Services operations.
- Field technician inventory process optimization and information latency reduced and eliminated to improve month-end reporting accuracy.
- Streamlined data entry by limiting redundancy of common fields and automating the current manual processes.
- Consolidation of finance, services and supply chain processes and data from three legacy ERP applications into a single cloud platform and solution.
- Accurate assignments of opportunities using territory management and quota management in the sales process.
- Improved scalability to take more orders and perform field services/ repair operations with less cost/cycle time.
- Creation of a new platform for all business units harmonized business processes, real-time information sharing, and reduced error.
- Increased operational efficiency and synchronization across business functions.

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PARTNER USE CASE | Tektronix CSO

Tektronix designs and manufactures test and measurement solutions to break through the walls of complexity and accelerate global innovation. CSO is a division of Tektronix providing high-performance, high-reliability components for various applications. CSO is the microelectronics partner that Semiconductor OEMs rely on for next-generation product development, testing, and delivery.

Competitors:	**NA**
ARR:	N/A
Industry:	High Tech
Selling Motion:	NA
Legacy | Competitive Replacement::	Oracle Cloud
Account Revenue & Employees:	Undisclosed/3000+

Oracle Solutions

- Oracle Government Cloud (Oracle Supply Planning Cloud, Oracle Order Management Cloud, Oracle Procurement Cloud, Oracle Manufacturing/Inventory Cloud, Oracle Integration Cloud)

Top Customer Objectives	Partner Use Case Summary	Results | Benefits
• Tektronix CSO collaborates with a defense contractor who handles US Department of Defense (DoD) orders. To comply with DoD flowdown requirements, these orders must be prioritized and managed with urgency across all stages: order-taking, supply planning, procurement, manufacturing, and shipping. • DoD Contractual T&C Clause associated with the Order should flowdown and reflect in the supplier purchase order when component orders are raised with suppliers. • Both internal and external stakeholders (including suppliers) need full visibility into DoD orders, including their urgency and quality requirements. This visibility is a compliance mandate by Tektronix CSO's clients as part of the broader flowdown requirements in the Aerospace & Defense (A&D) industry. • Currently, meeting flowdown requirements involves a manual, error-prone process lacking end-to-end order tracking with Defense Priorities and Allocations System (DPAS) tags. • With Tektronix CSO's business with DoD contractors growing significantly each year, establishing a streamlined, system-driven process to meet these flowdown requirements is essential for scaling their operations effectively.	• Enabled a comprehensive framework to capture flowdown /DPAS attributes in various parts of the supply chain operation. • Enabled attribute-based supply chain planning to establish a linkage between flowdown demand, flowdown orders, and execution steps to build and fulfill the order across purchasing, manufacturing, and shipping. • Enabled process for end-to-end tracking and tracing of orders with flowdown requirements and DPAS tags. • Enabled flowdown attribute print and communication to suppliers and shopfloor.	• Improvement in DoD process compliance to ensure seamless regulatory and contractual adherence. • Elimination of penalties and charges for non-compliance in the order fulfillment process. • Better management of critical customer contract clauses to enhance fulfillment accuracy and reliability. • Enhanced visibility in manufacturing operations for better monitoring and decision-making. • Ease of prioritization of critical customer orders, ensuring timely fulfillment. • Streamlined communication of order priority with suppliers, leading to better responsiveness. • Greater flexibility to implement different fulfillment processes for flowdowns and Non-flowdowns, optimizing operational efficiency.

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PARTNER USE CASE | ZEBRA TECHNOLOGIES

Zebra helps organizations monitor, anticipate, and accelerate workflows with their wide-ranging portfolio that spans from software to innovations in robotics, machine vision, automation, and digital decisions, all backed by a +50-year legacy in scanning, track-and-trace, and mobile computing solutions.

Competitors:	**NA**
ARR:	N/A
Industry:	High Tech
Selling Motion:	NA
Legacy | Competitive Replacement::	NA
Account Revenue & Employees:	$4.58B /9,750

Oracle Solutions

- Oracle Demand Management Cloud: Segmentation and Forecast Tuning

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits

• Need to implement forecast tuning for multiple hardware product lines: printers, supplies, and aftermarket hardware.
• Need to simplify demand management and improve demand segmentation.
• Need to create a product hierarchy (Super SKU) for select hardware products.
• Aggregation of non-key customers while keeping key customer data intact.
• Streamline customer and product hierarchies for better performance.
• Improvement of UI performance for a seamless user experience.
	• .	• Ability to shape demand with customized causal factors: tailored settings for local trends, seasonality, split constants, and NRB.
		• Ability to refine engine models and parameters for maximum precision.
		• Ability to focus on quarterly volumes, leveraging customer insights.
		• Segmentation approach of data by demand behavior for tailored configurations and enhanced demand insights.
		• Ability to analyze bias and MAPE by business unit, identifying areas where performance does not meet expectations.
		• Capability to evaluate bad forecasts and determine methods to resolve issues.
		• Iterative process to evaluate configuration, reduce bias, and improve MAPE.
			• Improved forecast accuracy across multiple product lines for the Hardware Division:
			  • Aftermarket: 47% improvement
			  • Printers: 45% improvement
			  • Supplies: 32% improvement
			• Created a new model for demand segmentation.
			• Improvement in planner's work process efficiency by simplifying demand data management granularity.
			• Performance improvement through streamlined customer and product hierarchies.

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PARTNER USE CASE | F5

F5 is a multi-cloud application services and security company committed to bringing a better digital world to life. F5 partners with the world's largest, most advanced organizations to optimize and secure every app and API anywhere, including on-premises, in the cloud, or at the edge. F5 enables organizations to provide exceptional, secure digital experiences for their customers and continuously stay ahead of threats.

Competitors:	**O9, Kinaxis**
ARR:	N/A
Industry:	IT Services and IT Consulting
Selling Motion:	N/A
Legacy | Competitive Replacement::	EBS, Salesforce
Account Revenue & Employees:	$2.82 B USD /10000+

Oracle Solutions

- Oracle SCM (Supply Planning, Demand Management, Sales &Operations Planning, Supply Chain Collaboration)

Trinamix

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Need for a unified platform for supply chain planning processes for f5's manufacturing locations, fulfillment centers, and headquarters. • Lack of visibility across the entire supply chain and need to improve the ability to conduct what-if scenarios during planning. • Need for a capability to detect supply and demand changes immediately. • Standardize the demand and inventory planning processes. • Need for a more responsive supply chain for end users with a good capability to report on metrics.	• F5 selected Oracle due to the fulfillment of their requirements through the extensive and advanced functionality offered by Oracle Cloud.	• Implementation of a system that enables the development, management, connection, and automation of all demand and supply planning processes, leading to a balanced demand and supply. • Integration of all functions of the business into one platform to determine demand and purchase needs. • Automatic recommendations for movement of material across the supply chain. • Prediction of material demand for forward logistics via statistical modeling and driving consensus along with project demands. • Implementation of a planning process, discrete, project-driven, configure-to-order, and outsourced production, as well as drop-ship and back-to-back fulfillment.	• Improvement in supply chain decision-making at a tactical and strategic level based on the latest and most detailed data available in the planning solution. • Improvement in project and statistical demand visibility, forecast accuracy, exception management, fill rates, efficient utilization of excess inventory, automated alternate decision-making, projected spend analysis, and inventory turns. • Improvement in service levels to meet customer demand. • Standardization of supply chain planning processes across multiple business units. • Elimination of manual Excel-based processes.

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PARTNER USE CASE | QTS

QTS Realty Trust, LLC. is a leading provider of data center solutions across a diverse footprint spanning more than 9 million square feet of owned mega-scale data center space throughout North America

Competitors:	**N/A**
ARR:	N/A
Industry:	Information Technology
Selling Motion:	N/A
Legacy | Competitive Replacement::	Workday
Account Revenue & Employees:	Undisclosed /Undisclosed

Oracle Solutions

- Oracle ERP Cloud
- Oracle SCM Cloud (Procurement, PLM, Inventory, Projects, DM, SP, S&OP,)

Trinamix

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Need to establish supply chain capabilities to manage LLE inventory, which has enabled QTS to grow quickly by reducing lead times to better align with customer needs. • Lack of enterprise systems capabilities to manage inventory and supply chain, in general, aren't well supported with the existing tech stack. • Need to configure and deploy Oracle Cloud Applications to support product management, direct procurement, inventory management, warehouse operations, supply planning, and demand management. • Inventory is tracked in spreadsheets, resulting in manual reporting, reconciliation, and an overall lack of visibility.	• QTS selected Oracle due to the fulfillment of their requirements through the extensive and advanced functionality offered by Oracle Cloud.	• Integration of Oracle Cloud Applications with current Workday Applications (financials, fixed assets, and indirect procurement) to support scalability as QTS grows and evolves. • End-to-end visibility of inventory from PO placement through end-of-life decommissioning. • Deploy systems to support end-to-end inventory management and movement. • Build an inventory framework that provides proper financial controls that enable scale. • Ability to track inventory at the actual purchase price and allocate by serial numbers. • Apply advanced technology to support lead time reductions and ensure material supply. • Enablement of advanced kitting functionality in procurement to enable receiving, inventory tracking, movements managed at the component level, and supplier payment at the kit assembly level	• Implementation of systems that can easily scale with the organization's growth, facilitate expansion into new geographies and accommodate enhanced business services. • Implementation of a single, centralized source of accurate and reliable inventory data will enhance data integrity and eliminate discrepancies for informed decision-making. • Improve supplier interactions by providing data transparency and enhanced collaboration. • Align QTS's procurement operations with industry-standard systems and integrations.

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PARTNER USE CASE | CALAMP

CalAmp, a technology solutions pioneer provides flexible solutions to help organizations worldwide monitor, track and protect their vital assets. It enables transportation and logistics, government, industrial and vehicle manufacturers to improve efficiency, safety, visibility, and compliance using best-in-class SaaS solutions tailored to their business.

Competitors:	**N/A**
ARR:	N/A
Industry:	High Tech
Selling Motion:	N/A
Legacy | Competitive Replacement::	Oracle Fusion Cloud, Excel-based Budgets
Account Revenue & Employees:	Undisclosed / Undisclosed

Oracle Solutions

- Oracle Enterprise Performance Management (Enterprise Planning and Budgeting Cloud Service, Reporting Web Studio)

Trinamix

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Need to automate and streamline reporting processes to reduce manual effort and enhance efficiency in financial reporting. • Need to enhance financial planning and budgeting capabilities, for informed decisions with more comprehensive insights and analysis.	• CalAmp selected Oracle due to the fulfillment of their requirements through the extensive and advanced functionality offered by Oracle Cloud.	• Expedite reporting processes by automating the generation of actual, budget, and variance reports, allowing the finance team timely insights. • Implementation of real-time/near-real-time variance reporting, aligning with the frequency of sub-ledger and general ledger refreshes for dynamic analysis. • Seamless integration of actual and budget data from Fusion Cloud to EPM, ensuring accuracy and reliability in financial planning and analysis.	• Elimination of manual activities. • Seamless automated data loading, enhancing data accuracy and reliability for informed decision-making. • Versatile dashboards with various graphical representations, providing actionable insights.

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PARTNER USE CASE | CISCO COMPONENT BUSINESS

Cisco Component Business Group is a recent strategic semiconductor company initiative through multiple technology acquisitions to extend Cisco's supply chain capability.

Competitors:	**N/A**
ARR:	N/A
Industry:	High-Tech
Selling Motion:	N/A
Legacy | Competitive Replacement::	Manual excel-based operations
Account Revenue & Employees:	Undisclosed /Undisclosed

Oracle Solutions

- Oracle SCM Cloud (Demand Management)

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Need to enable a consensus demand plan and establish internal & external demand streams. • Alignment of demand planning processes and planning calendar across tenants. • Establish hierarchies and dimensions • Enable new product categories and attributes in PDH to support operational views • Create 24-month planning horizons across components BU • Improve forecast allocations across CM's with disaggregation of global demand to the organization level.	• Cisco selected Oracle due to the fulfillment of their requirements through the extensive and advanced functionality offered by Oracle Demand Management.	• Creation of a 24-month view by item and demand class and organization of data with aggregation or disaggregation using a hierarchy structure. • Ability to view external and internal forecasts and have full visibility into shipments and backlog. • Incorporation of consensus plan forecasts to increase responsiveness, improve availability, and reduce monthly lags.	• Improvement in demand accuracy. • Reduction in Stock Outs. • Standardizing demand management metrics and proactive monitoring. • Establishment of standard forecasting and demand management process. • Improvement in responsiveness to demand volatility. • Significant reductions in manual forecasting and error-prone processes.

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PARTNER USE CASE | TDK HEADWAY

Headway Technologies, Inc., is a group company of TDK Corporation and was established in Milpitas, California in 1994. Headway Technologies has strategically positioned itself to play a key role in the storage industry of the future. Using their broad and fundamental understanding of recording head technology, they develop products that provide customers with significant performance advantages.

Competitors:	**N/A**
ARR:	N/A
Industry:	High Tech
Selling Motion:	NA
Legacy | Competitive Replacement::	PeopleSoft, Excel
Account Revenue & Employees:	Undisclosed/Undisclosed

Oracle Solutions

- Oracle ERP (General Ledger, Fixed Assets, Cash Management, Accounts Payable, Advanced Pricing, Accounts Receivable)
- Oracle SCM (Product Information Management, Order Management, Procurement, Purchase Requisitions, Supplier Portal, Inventory Management, Cost Management, Manufacturing, Maintenance, Quality)
- PaaS Solution for Target & Part request management

Trinamix

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Replacement of Peoplesoft ERP with Oracle Cloud ERP • Need fully integrated and automated supply-chain and finance processes by leveraging Oracle Fusion cloud capabilities to automate and streamline their critical business functionalities and business process flows by reducing manual and time-consuming processes.	• Headway selected Oracle due to the fulfillment of their requirements through the extensive and advanced functionality offered by Oracle ERP and SCM Cloud.	• Implemented a system that enables the development, management, connection, and automation of different processes in the SCM and finance areas. • Improved efficiency via automation of customers' current manual procure-to-pay process by leveraging Fusion Cloud capabilities • Streamlining the current order-to-cash process through automation and optimization by leveraging Fusion Cloud capabilities • Improve cost management by leveraging Fusion cloud capabilities	• Improvement in productivity across planning and release processes • Improvement in support for growth and scalability • Improvement in transactional and financial accuracy • Streamlining of business processes and improvement in operational efficiency • Reduction in redundant data entry leading to improvement in service levels

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PARTNER USE CASE
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CORSAIR®

Revenue
$398.7M USD

Deployment Location
North America

Go Live Date
May 2023

Industry
High-Tech

Products
Oracle Supply Planning Cloud

Legacy Platform or Competitive Replace

Summary

CORSAIR is a leading global developer and manufacturer of high-performance gear and technology for gamers, content creators, and PC enthusiasts. From award-winning PC components and peripherals to premium streaming equipment, smart ambient lighting, and esports coaching services, CORSAIR delivers a full ecosystem of products that work together to enable everyone, from casual gamers to committed professionals, to perform at their very best.

Corsair selected Trinamix for the implementation of Oracle Supply Planning Cloud.

Top Customer Objectives and Challenges

- Need for reliable MRP functionality.
- Need for Action Plan Suggestions and Visibility.
- Enable initiation of actions.
- Ability to manage supply alignment to demand signals (orders, channel allocation, region).

Potential Benefits

- Implemented collaborative inventory planning (Visibility to upstream activity).
- Ability to plan order demand against supply, promise, and control order commitments and exception management.
- Implemented MRP Functionality to drive day-to-day/weekly/monthly business processes.
- Implemented purchase requisition processes.
- Implemented safety stock planning/modeling capability with options for algorithm.

Trinamix

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Results

- Improvement in supply chain decision-making at a tactical and strategic level based on the latest and most detailed data available in the planning solution.
- Visibility across the entire supply chain.
- Improved forecast accuracy.

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PARTNER USE CASE
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CHRISTIE

Revenue
Undisclosed

Deployment Location
North America (California)

Go Live Date
Rollout 1 : May 2023

Industry
Audio-Visual Technology

Products
Oracle ERP Cloud (Financials, Project Management, Risk Mgmt., ERP Analytics)
Oracle EPM Cloud (Tax Reporting, Enterprise Data Management), Oracle SCM Cloud (Inventory Mgmt., Order Mgmt., Procurement, Demand Planning, Supply Planning, Sales &Operations Planning, Supply Chain Collaboration) Oracle FAW, Oracle PLM Cloud, Oracle CX Cloud (Incentive compensation, digital customer service)

Legacy Platform or Competitive Replace
JDE

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Summary

Christie Digital is a global audiovisual, content management, and image-processing technologies company founded in 1929. The company creates a complete range of high-quality AV and far-UVC technology solutions for business, education, entertainment, and other industries. Christie Digital selected Trinamix for one of the largest end-to-end JDE to Oracle Cloud Migration with the implementation of Oracle ERP | EPM | SCM | FAW | CX | PLM

Top Customer Objectives and Challenges

- Standardize Business Processes across 4 lines of Business for Finance & Supply Chain to create a scalable solution supported by a modern Analytics and AI-enabled Oracle Cloud platform across Sales, Finance & Supply Chain
- Implement standard box functions and features by aligning Business Processes to Processes enabled by the Oracle Cloud platform
- Enable system-driven Integrated Business Planning process across the whole organization
- Enable an automated and scalable Incentive compensation solution for the sales organization

Potential Benefits

- **Rollout 1 :** Enterprise Performance Management – Financial Consolidation & Close, Enterprise Planning & Budgeting | CX - Incentive Compensation
- Adoption of current modern best practices, automation, and native end-end processes by the implementation of Oracle ERP Cloud solution thus retiring numerous JDE customizations.
- Enabling monetization of new services and products through IT agility and flexibility with Oracle Cloud implementation.
- Implementation of Oracle ERP financials streamlined processes with the introduction of a Fully global, multi-currency, multi-ledger platform; Single global tax engine; multi-dimensional Trading Community Architecture, and a naming convention allowing a Virtually unlimited number of organizations to be defined.
- Elimination of cumbersome Solution Sales & Sales Commission processes with the implementation of a Full Project Accounting and Execution System, Subscription Contract Management, & Sales Performance Management for commission calculation and a Robust Revenue Management module.
- Optimizing inventory management and item costing across branches by supporting valued, non-valued, planned, & unplanned inventory at any level of location and considering inter-org pricing rules and landed cost elements for accurate costs.
- Highly simplified MFG execution with Item and BOM definition, shared via a central data hub across PLM and ERP modules.
- Elimination of wasteful manual processes and time-consuming upgrades & customizations.
- Provision of Dashboard analytics and user-friendly report builder eliminating IT project backlog.

Trinamix

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Results

- Overall Cost Reduction due to elimination of manual processes
- Improved support for growth and scalability
- Improved transactional and financial accuracy
- Streamlined Business Processes and improved operational efficiency
- State of the Art Centralized system to manage end-to-end business functions

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PARTNER USE CASE
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Tektronix®

Revenue
Undisclosed

Deployment Location
North America (Beaverton)

Go Live Date
April 2023

Industry
High Tech-Semiconductor

Products
Oracle Government Cloud Purchasing Cloud, Oracle Order Management Cloud, Oracle Product Data Hub (PDH) Cloud, Oracle Demand Management & Supply Planning Cloud, Oracle Supply Chain Execution Cloud (Manufacturing, Quality, Inventory, Costing), Oracle ERP Cloud (Accounts Receivables, Accounts Payable, General Ledger, Projects), PaaS

Legacy Platform or Competitive Replace
Oracle EBS 11i

Summary

Tektronix designs and manufactures test and measurement solutions to break through the walls of complexity and accelerate global innovation. CSO is a division of Tektronix providing high-performance, high-reliability components for a variety of applications. CSO is the microelectronics partner that Semiconductor OEMs rely on for next-generation product development, testing, and delivery. Tektronix selected Trinamix for the implementation of Oracle Government Cloud based on its industry-leading semiconductor process implementation capabilities.

Top Customer Objectives and Challenges

- Ability to manage High Mix/ Low volumes and have fewer Excel spreadsheets and workarounds
- Need to have all the supply chain velocity KPIs to see improvement
- Need to be nimbler. Single information source as much as possible instead of different data sources to gather information
- Lack of data, intuitive reporting, and offline work limits insights and quick decision making
- Need for Government Compliance, Forecasting integrating into the production plan, Integrated Business Planning tool, Scenario Planning, dashboarding, drill down, and risk reduction from the old 11i version

Potential Benefits

- Improvement in itar Compliance throughout the supply chain and accounting process
- More efficiency in managing a High Mix/ Low volume product supply chain.
- Manage a project-based and Non-Project based operation out of a single ERP.
- Provide CSO's clients deep visibility into CSO's supply chain.
- Lot traceability and Improvement in production quality through enhanced quality plans and quality alerts across material-receiving manufacturing and storage processes.
- Enabling product level and Project level costing, more control on production cost.
- Better and speedy access to data, better reporting for taking business decisions, and control over cost and spending.
- Manufacturing visibility and consistency in the quality of material to customers with accurate product costing.
- Formalized customer order process

Trinamix

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Results

- CSO's clients will be deeply embedded into CSO's supply chain
- Flexibility to analyze and select alternatives across the supply chain to keep speed and customer delivery
- Project-based supply chain and accounting & management providing better control on cost and profitability
- Better Velocity and Visibility – Reduction in the time spent on hunting for data, seamless data, drill down. Provision of feedback to customers

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PARTNER USE CASE
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ACRELEC

Revenue
Undisclosed

Deployment Location
Europe (France), USA

Go Live Date
Feb 2023

Industry
High Tech

Products
Oracle ERP Cloud, Oracle Procurement Cloud, Oracle Order Management Cloud, Oracle Supply Chain Execution Cloud, Oracle ERP for Self Service Cloud, Oracle Procurement for Self Service Cloud, Oracle Subscription Management for ERP Cloud, Oracle Field Service Enterprise Cloud, Oracle Fusion Sales and Service Standard Cloud, Oracle CPQ Enterprise Edition Cloud, Oracle Integration Cloud, Oracle Manufacturing Cloud, Oracle PIM

Legacy Platform or Competitive Replace

Summary

Acrelec (acquired by Glory Global) is a global technology company focused on reinventing the customer experience for restaurant and retail brands. Acrelec focuses on developing people-centered experiences through self-service kiosks, digital signage as well as mobile ordering and collection solutions.

Trinamix was the chosen SI for its Supply Chain, Customer Experience and ERP adoption of Oracle Cloud. The first go-live on Feb 8, 2023 happened for the US entity. This will be followed by roll outs in multiple countries including Norway, Finland Denmark, UK, France, and Sweden.

Top Customer Objectives and Challenges

- A modern single global platform for all business functions including finance, procurement, warehousing, sales, service, and manufacturing
- A single process across BUs and countries for Order-to-Cash, Record-to-Report, Procure-to-Pay, and Install-to-Service
- A need for better analytics, reporting, and governance
- An alignment of common business processes between Acrelec and Glory Global using the Oracle CX platform

Potential Benefits

- Harmonize processes across geographies (US and Nordics in Phase 1, and other European countries including UK, DACH, Spain, France, Benelux in Phase 2) by global design
- Set a foundation for future roll-outs in other parts of the world
- Integrate end-to-end business processes on a common data model and platform
- Adapt business processes to leverage Oracle standard product offerings and minimize system customizations
- Implement best-of-breed models within the solution offering
- Cater to country-specific localization for Financials
- Optimize the use of standard product offerings with only must-have customizations to reduce system maintenance costs

Trinamix

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Results

- Better customer satisfaction through an integrated platform including CX, Field Service, CPQ, Supply Chain, and Finance
- Improved support for growth and scalability
- System alignment with business vision and strategy
- State of the Art Centralized system to manage end to end business functions

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Cennox

Revenue
Undisclosed

Deployment Location
North America

Go Live Date
TBD

Industry
Information Technology

Products
Record to Report (General Ledger, Fixed Assets, Cash Management, Time & Labour for Projects, Project Financial Management, Expense Management)Enterprise Performance Management(Financial Consolidation and Close, Enterprise Planning and Budgeting),Concept to Product(Product Information Management)Credit to Cash(Order Management, Account Receivables, Revenue Management)
Customer Experience(Sales Cloud,B2B Service Cloud, Subscription Management, Field Service)
Procure to Pay(Accounts Payable, Procurement, Purchase Requisitions)Plan to Manufacture(Supply Planning, Inventory Management, Cost Management, Manufacturing) Oracle Integration Cloud, Analytics for Financials & Procurement, Web Centre

Legacy Platform or Competitive Replace
Microsoft Great Plains, Navision, Infor AS400

Summary

Cennox is a multi-skilled business, working across diverse industries, including financial services, hotels, restaurants, retail, transport & airports. They support the world's leading brands, delivering products and solutions across multiple service channels. With offices and representation in 13 Countries and customers exceeding 100, Cennox is a leading brand for ATM Related Services.

Cennox selected Oracle and Trinamix to consolidate multiple ERPs across US, UK and Europe for Financials, Supply Chain, EPM, Sales and Service Business Functions Globally.

Top Customer Objectives and Challenges

- Need a platform to bring all Business Units onto a single ERP platform and enable standardized business processes across multiple business units.
- Enable system driven Integrated Business Planning process across the whole organization
- Eliminate manual financial consolidation process.

Potential Benefits

- Adoption of current modern best practices, automation, and native end-end processes by the implementation of Oracle ERP Cloud solution
- Integrate end-to-end business processes on a common data model and platform
- A shift from the manual system process involved in the day-to-day transactions
- Standard Integrations between Oracle Fusion Cloud and up to 9 External Applications (UKG, Geotab, Avalara etc.)
- Provision of 35 BI Publisher and OTBI reports or corresponding FAW reports

Trinamix

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Results

- Elimination of manual work and faster revenue recognition with accurate reconciliations
- Improvement in transactional and financial accuracy
- Streamline Business Processes and improvement in operational efficiency

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PARTNER USE CASE | DIEBOLD NIXDORF

Diebold Nixdorf was founded in 1859 and is the world leader in connected commerce, with proven expertise and comprehensive portfolios in cutting-edge product technology, multi-vendor software, and service excellence for both financial and retail customers.

Competitors:	**N/A**
ARR:	N/A
Industry:	High-Tech
Selling Motion:	N/A
Legacy | Competitive Replacement::	SAP (Germany), EBS R12 (US), TOTVS (Brazil)
Account Revenue & Employees:	Undisclosed /Undisclosed

Oracle Solutions

- Oracle SCM Cloud (Supplier Portal, Procurement(Purchasing, RFI/RFQ), PDH, Purchasing cloud – Supplier definitions, Supply chain collaboration portal, OIC for SAP and EBS

Trinamix

Top Customer Objectives

- Lack of consistent supplier response DN's PO.
- Lack of a standard, best-in-class next-generation application for facilitating smarter supplier relationships.
- Lower obstacles to communication between Diebold Nixdorf & suppliers.
- Lack of suppliers' access to an integrated, secure work area that delivers closed-loop collaboration, full transaction visibility, and electronic invoicing.
- Lack of understanding of DN transactions that require supplier attention.
- Improve buyer's productivity. Eliminate time needed by buyer's to scan emails for supplier response and update information in the ERP system.

Why Oracle?

- Diebold Nixdorf selected Oracle due to the fulfillment of their requirements through the extensive and advanced functionality offered by Oracle SCM cloud.

Partner Use Case Summary

- 70+ suppliers have been onboarded in the supplier portal for collaboration with buyers.
- Suppliers and buyers are collaborating on PO, PO updates, and ASN information for suppliers onboarded in the supplier portal.
- RPA-based integration for PO updates and ASN information from the email server to the cloud supplier portal for suppliers still communicating via email.
- Integration with ERP systems for 3 key manufacturing operations for enabling receiving, PO matching, and inventory reconciliation.
- Global Standard RFI and RFQ process establishment for new supplier recruitment and bidding.
- Suppliers change order management and enable supplier profile self-management.
- Advance Shipment Notice (ASN), leading to better visibility of inbound shipments.

Results | Benefits

- Complete visibility for the buyers on PO status through its lifecycle.
- Reduction in buyers' time spent on manually scanning supplier feedback on POs coming via mail and updating in respective ERP systems.
- Streaming of the PO reconciliation process.
- Greater PO status visibility for suppliers and improved collaboration with DN.
- Effective management of PO change management by providing timely responses on the 'Promise Date' / 'Commit Date' based on changes in the 'Request Date'.
- Advance Shipment Notification (ASN) provides visibility to buyers and planners, rendering better planning of shop floor operations.

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PARTNER USE CASE

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Revenue
$3.9B USD

Deployment Location
North America

Go Live Date
Phase 1: April 2023

Industry
Banking and Retail

Products
Oracle Demand Planning Cloud, Oracle Supply Planning Cloud Oracle S&OP Cloud, Oracle Supplier Portal, Oracle Product Data Hub, Oracle Procurement Cloud, Oracle Purchasing Cloud, Oracle Supply Chain Collaboration Portal, Oracle Integration Cloud (OIC)

Trinamix PaaS :
Trinamix Distribution Workbench

Legacy Platform or Competitive Replace
SAP (Germany)
EBS R12 (US)
TotsV (Brazil)

Summary

Diebold Nixdorf was founded in 1859 and is the world leader in connected commerce, with proven expertise and comprehensive portfolios in cutting-edge product technology, multi-vendor software, and service excellence for both financial and retail customers. The organization's portfolio includes financial and retail self-service solutions, services, security solutions, software, cash management, branch and store transformation.

Top Customer Objectives and Challenges

- Need to replace manual forecasting methods on excel with statistical forecasting methods.
- Need to be able to simulate the impact on demand plan in response to market conditions and customer requirements.
- Need to be able to foresee the impact on operational and financial objectives, monitor the forecast accuracy, and detect chronic issues
- Unable to generate Demand & Supply balancing, pegging, and run rapid what-if simulations and set Demand based safety stock calculations.
- Need for capabilities to automate the source of supply, perform constraint planning, item lead time management
- Need for visibility in horizontal plan to get the project on hand inventory availability.
- Need for Backlog management, prioritizing the inventory allocations to Tier1 customers
- Need to reduce manual PO collaboration for all events from PO drop, PO Acknowledgments, ASN, ASN in transit Tracking

Potential Benefits

- Ability to build multiple statistical forecast models and ability to pick the best fit based on data behavior.
- Ability to respond to changing customer requirements and market conditions by simulating the forecasts and improving forecast accuracy by identification of chronic issues
- Generation of Demand & Supply balancing, pegging, running rapid what-if simulations, and set Demand based safety stock calculations.
- Ability to automate the source of supply, perform constraint planning, item lead time management
- Ability to manage the backlog management, and prioritize the inventory allocations to Tier1 customers
- Enabling a self-serve for suppliers to perform and view procurement activity in a single place
- Enablement of a collaboration platform between the supplier network and procurement team
- Enabling PO collaboration for all events from PO drop, PO Acknowledgments, ASN, and ASN Tracking which improves customer commitments

Trinamix

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Results

- Reduction in manual engagement with Suppliers from Supplier onboarding, RFQ, and other activities
- Automation and digitization of Sourcing rules, Supplier ranking, and Purchasing agreements
- Improvement in visibility for horizontal plan to get the project on hand inventory availability.
- Improvement in Supplier Collaboration
- Improvement in forecast accuracy
- Ability to efficiently build a final monthly demand plan

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PARTNER USE CASE

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Revenue
$3.9B USD

Deployment Location
North America

Go Live Date
Phase 1: April 2023

Industry
Banking and Retail

Products
Oracle Supplier Portal, Oracle Product Data Hub, Oracle Procurement Cloud, and Oracle Integration Cloud (OIC) (to Integrate PO into the cloud from 3 On Premise ERP system)

Legacy Platform or Competitive Replace
SAP (Germany)
EBS R12 (US)
TotsV (Brazil)

Summary

Diebold Nixdorf was founded in 1859 and is the world leader in connected commerce, with proven expertise and comprehensive portfolios in cutting-edge product technology, multi-vendor software, and service excellence for both financial and retail customers. The organization's portfolio includes financial and retail self-service solutions, services, security solutions, software, cash management, branch and store transformation.

Trinamix has helped Diebold Nixdorf modernize its Global Supplier Collaboration Process Via Oracle Cloud Supplier Portal

Top Customer Objectives and Challenges

- Improved understanding of supplier response on PO dates to align downstream manufacturing and customer delivery process
- Reduce manual PO collaboration Via phone and emails which were error prone
- Need accurate visibility and supplier response on the entire PO raise to material receipt cycle for all events from PO drop, PO acknowledgments, ASN, and ASN in-transit tracking.
- Establish a global unified process across 3 Dispersed ERP systems across EBS, SAP, and Legacy ERP and enable Common global supplier Suppliers serving different DN regions (US, Germany, Brazil) to interact with Diebold through a common interface.

Potential Benefits

- Enabled a self-serve for suppliers to perform and view procurement activity in a single place.
- Enabled a collaboration platform between the supplier network and the procurement team.
- Enabled PO collaboration for all events from PO drop, PO Acknowledgments, ASN, and ASN Tracking which improves customer commitments.

Trinamix

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Results

- Improved Factory loading
- Improved end-product fulfillment KPIs
- Improvement in the Supplier Collaboration process
- Consolidation of PO data from 3 different ERPs (EBS, SAP & TOTVS) in Oracle Cloud.
- Single Source of truth for Suppliers via Oracle Cloud Supplier Portal from where POs from 3 different ERPs (EBS, SAP & TOTVS) can be acknowledged, and ASN can be communicated.
- By consolidating PO data from multiple ERP systems, Oracle Cloud can act as a single Data source from where Planning engines pick up transactional data for Demand forecasting, Supply forecasting.
- Significant reduction in buyers' workload by reducing the time taken to update supplier confirmations received via Email.
- Enabled PO lifecycle visibility Suppliers.

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PARTNER USE CASE | META REALITY LABS

Meta Reality Labs is a business and research unit of Meta Platforms (formerly Facebook Inc.) that produces virtual reality (VR) and augmented reality (AR) hardware and software, including virtual reality headsets such as Quest.

Competitors:	E2open
ARR:	Undisclosed
Industry:	High-Tech
Selling Motion:	Cross-Product Expansion
Legacy | Competitive Replacement::	Oracle Fusion Cloud
Account Revenue & Employees:	Undisclosed / Undisclosed

Oracle Solutions

- Oracle Transportation Management Cloud (OTM) (Outbound)

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Need for freight cost optimization. • Improve logistics operational efficiency. • Automate manual processes while interacting with Carriers and 3PL. • Need for management of complex rates by Logistics Service Providers • Improve visibility of shipments • Appointment Scheduling for LSP with 3PL for pickup and customers for delivery	• Meta selected Oracle due to the fulfillment of their requirements through the extensive and advanced functionality offered by Oracle OTM	• Automated Transportation Planning for B2B outbound sales orders to big retailers like Walmart, Amazon, Target • Implementation of tendering and booking functionality. • Enablement of integration of multiple systems with OTM: ERP – Oracle Fusion Cloud, Carriers • Implementation of Contract Rate Management. • Assigning mode of transportation and service level depending on the value of shipments and distance traveled. • Updating actual shipments based on input from 3PL. • Track and Trace based on carrier milestones.	• Optimization in freight cost by consolidation of multiple orders into one shipment. • Ease of Carrier rate maintenance. • Operational efficiency due to reduction in manual processes. • Adoption of best practices for outbound logistics. • Excellent Shipment Visibility - Control Tower.

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PARTNER USE CASE
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Meta

Revenue
$117.9B USD

Deployment Location
North America

Go Live Date
April 2023

Industry
Technology

Products
Oracle Transportation Management Cloud (Inbound)

Legacy Platform or Competitive Replace
Oracle Fusion Cloud

Summary

Meta Reality Labs is a business and research unit of Meta Platforms (formerly Facebook Inc.) that produce virtual reality (VR) and augmented reality (AR) hardware and software, including virtual reality headsets such as Quest. Trinamix has been selected to implement Oracle Transportation Management (OTM) for Meta Reality Labs.

Top Customer Objectives and Challenges

- Freight Cost Optimization across all modes and service levels within Ocean, Air, Truck Load, and Less than Truck Load
- Automate manual processes of shipment planning, freight booking, and load tendering to Carriers
- Need to automate shipping workflow with contract manufacturers
- Need for management of complex shipping rates by Logistics Service Providers
- Improve Visibility of shipments and manage by exceptions
- Appointment Scheduling for Carrier with Manufacturers and 3PL
- Honor Carrier commitments in terms of load promised per lane
- Real-time transactional reports to track my order and shipments

Potential Benefits

- Streamlined the workflow process to secure container space for inbound shipments
- Implemented Bulk planning to automatically plan inbound purchase orders to create shipments while optimizing cost and honoring additional constraints for Carrier preference
- Enabled integration of multiple systems with OTM to automate load tendering and tracking
  - Contract Manufacturers
  - Freight forwarders
  - ERP
  - Carriers
  - Other External Systems
- Milestone-based track and trace with delay reason codes
- Carrier commitments to support carrier contracts having minimum load on a lane
- Constructed mixed pallets to optimize equipment space

Trinamix

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Results

- Improved the availability of container space
- Optimized Logistics Freight Costs by consolidating loads and choosing the right mode and service levels
- Selected the right Carrier for the load based on Carrier performance or preference
- Enabled Excellent Shipment Visibility across all modes - Control Tower
- Reduced manual intervention in processes related to interaction with a contract manufacturer and Carrier(Tendering via Integrations)
- Reduced time and resources required by the Logistics team to manage complex Carrier rates

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PARTNER USE CASE | KYOCERA DOCUMENT SOLUTIONS

Kyocera Document Solutions traces its origins to a business founded in 1934. The company manufactured and sold diazo printing machines (blue-line printing machines) and later moved into commercial-use copiers all over the world. In 2000, the company joined the KYOCERA Group.

Competitors:	SAP, Anaplan
ARR:	N/A
Industry:	High-Tech/Electronics
Selling Motion:	Net New
Legacy | Competitive Replacement::	Oracle EBS (Americas), SAP (Japan)
Account Revenue & Employees:	366.6 B JPY /Undisclosed

Oracle Solutions

- SCM (Supply Planning, Demand Management)

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Need for replacement of the current Planning System, KIPSS, due to risk of a system crash. • Need for a common global process and standard for planning • Regions and Japan headquarters struggle to communicate sales plan and purchase plans with each other. Too much or too little inventory in regional operations • Need to adopt a global single platform for the demand-supply balance (PSI) process to implement company-wide best practice • Need to improve PSI planning at sales entity, regional HQ, and centralized fulfillment center at HQ level	• Oracle Cloud Demand Management allows KYOCERA Business to view the global forecast across Sales companies. • Oracle Cloud Demand Management has real-time visibility into data, enabling them to access the most up-to-date information which was not possible till now. • Oracle Cloud Supply Planning gives a global view of the Supply Demand across Sales companies. • Oracle Cloud Supply Planning allows KYOCERA to control Inventory at all Supply Chain Nodes	• Implementation of global projects spanning America, Canada, Europe, Asia Pacific, Australia, China, and Japan. • Multiple ERP integrations using Trinamix In-Cloud RPA-based Integration Platform • Attach rate planning using the demand planning cloud to forecast accurately at the actual SKU level. • Implementation of Oracle Supply and Demand Planning as a company-wide platform for all planning business functions, enabling a uniform interface, data model, and reporting	• Enablement of uniform planning process across the company • Reduction in inventory by better visibility of demand and inventory at all supply chain nodes • Improvement in service level by replenishment of inventory in a timely manner • Improvement in forecast accuracy based on historical data and causal factors for forecasting

Partner Contact:

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PARTNER USE CASE | CALIX

Calix is the leading global provider of the cloud and software platforms, systems, and services required to deliver the unified access network and smart premises of tomorrow.

Competitors:	**N/A**
ARR:	N/A
Industry:	Software Development
Selling Motion:	NA
Legacy | Competitive Replacement::	NA
Account Revenue & Employees:	$867M USD / Undisclosed

Oracle Solutions

- Oracle SCM (PIM, Order Mgmt, Inv Mgmt, Procurement)

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Need to integrate the Oracle Cloud SCM business processes with 3PL WMS warehouse system (Blue Yonder) and drive improvements in the efficiency of warehouse operations processes.	• Calix selected Oracle due to the fulfillment of their requirements through the extensive and advanced functionality offered by Oracle SCM and ERP cloud.	• Streamlining the warehouse process by improving efficiency • Implementation of real-time data synchronization between the cloud ERP and WMS systems, helping reduce manual errors and improve inventory accuracy. • Real-time visibility of inventory levels, order fulfillment progress, and shipping status. • Calix Oracle Cloud to 3PL WMS Blue Yonder Outbound and Inbound Integrations.	• Improvement in the order fulfillment process. • Increase in support for growth and scalability through efficient and productive warehouse operations processes through 3PL-based warehouse operations.

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PARTNER USE CASE
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Calix

Revenue
$867M USD

Deployment Location
North America (San Jose, CA)

Go Live Date
March 2023

Industry
Software Development

Products
Oracle Supplier Registration Workflow
Oracle Supplier Qualification Management Cloud
Oracle Supplier Negotiation Cloud

Legacy Platform or Competitive Replace
Oracle Fusion Cloud

Summary

Calix is the leading global provider of the cloud and software platforms, systems, and services required to deliver the unified access network and smart premises of tomorrow. Their platforms and services help customers build next-generation networks by embracing a DevOps operating model, optimizing the subscriber experience by leveraging big data analytics, and turning the complexity of the smart home and business into new revenue streams.

Top Customer Objectives and Challenges

- Need for effective and improved supplier management
- Need to configure a separate approval process for Direct and Indirect (by supplier Type) for supplier onboarding
- Need to implement a solution that easily analyses performance metrics for OTD (on-time delivery), historical and forecasted spending, etc.

Potential Benefits

- Implementation of a supplier registration/on-boarding process for direct and indirect suppliers with all the necessary information that is required for managing effective supplier management.
- Enablement of collection & retention of documents related to categories such as supplier business continuity plan, suppliers' insurance certifications, W9, conflict mineral report, Quarterly business report
- Ability to interact with suppliers through supplier portal such that suppliers can create and maintain most of the information related to supplier master data management, qualifications, and negotiations.
- Ability to create/maintain registration questionnaires based on supplier type (e.g. hardware suppliers vs. software or services suppliers)
- Implementation of RFX Standard Template (with use of variables) for direct suppliers (with a mix of new suppliers and existing suppliers) & indirect suppliers
- Development of supplier performance dashboard with cost and delivery elements that can report by the supplier, by commodity category, and with flexible time periods (qtr., month, etc.)
- Setup and train scoring methods (price only and multi-attribute based) to help evaluate various responses

Trinamix

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Results

- Ability to source more competitively and give preference to preferred suppliers
- Ability to identify suppliers with certain qualifications or capabilities
- Assess the supplier across many different criteria for a more complete picture
- Reduction in risk by making sure suppliers comply with the code of conduct

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PARTNER USE CASE
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Revenue
$49.3B USD (in 2020)

Deployment Location
North America (San Jose, CA)

Go Live Date
March 2021 (Phase 1)

Industry
High Tech

Products
Oracle Order Management Cloud
Oracle Manufacturing Cloud
Oracle Inventory and Costing Cloud
Oracle WMS cloud
Oracle WMS and Oracle SCM cloud integration adaptor
Oracle Procurement Cloud
Oracle Financial Cloud
Oracle Demand Management Cloud
Oracle Supply Planning Cloud
Oracle PaaS & Oracle Integration Cloud services

Legacy Platform or Competitive Replace
Netsuite and other homegrown solutions

Trinamix Solutions
FabConnect, a Semiconductor App
RPA for process and regression test automations

Summary

Cisco develops, manufactures and sells networking hardware, software, telecommunications equipment and other high-tech services and products. Cisco Component business group is a recent strategic semiconductor company initiative through multiple technology acquisition to extend Cisco's supply chain capability.

Trinamix and Oracle Consulting helped Cisco Bring Semiconductor Component Business to Scale with Oracle ERP Financials and Supply Chain Management Cloud solutions.

Top Customer Objectives and Challenges

- Cisco had made a series of strategic semiconductor acquisitions that were running on disparate ERP platforms
- Cisco forecasted this semiconductor business to become one of their fastest growing divisions with expectations to grow beyond a billion dollars by the end of 2022. It was essential to consolidate these acquisitions on to one platform to enable the forecasted growth and scale.

Potential Benefits

- Created and integrated SCM infrastructure for Cisco component business that will help them to scale significantly over next 3 years
- Integrated Cisco component business with 7 outsourced manufacturing partners, using Trinamix FabConnect Semicon Application for complete end to end visibility of manufacturing and inventory and error-free service invoice payments to partners
- Optimized production starts driven by Demand forecast, material allocation, scrap minimization, utilizing cloud planning tools and FabConnect to improve manufacturing and material management accuracy.
- Significant reduction of manual and error-prone order entry, manufacturing planning and fulfillment process improving OTIF metrics

Trinamix

www.trinamix.com

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Results

- Improve Supply chain visibility
- Improve Inventory & Fulfilment accuracy
- Integrate Processes into Cisco Enterprise Systems
- Scale the Business

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JUNIPER NETWORKS

Revenue
$4.6B

Deployment Location
North America (Sunnyvale, CA)

Go Live Date
December 2017

Industry
High Tech

Products
Demand Planning R13, S&OP R13, GOP Cloud R13, Backlog Management R13, Supply Planning Cloud R13, Oracle Analytics

Legacy Platform or Competitive Replace
SAP ECC

Summary

Juniper Networks is deploying Oracle cloud Supply planning and Global Order promising solutions to improve OTD for customer orders and reduce supply chain inventory by building a robust platform to orchestrate its outsource manufacturing supply chain across multiple partners.

Top Customer Objectives and Challenges

- Improve end-to-end planning cycle time and planning frequency to quickly address demand variability
- Incorporate accurate partner response in planning processes and improve overall supply chain data accuracy
- Reduce order rescheduling instances and plan to execution cycle times to achieve higher On Time Delivery
- Enable integrated planning platform to share real-time supply chain information and constraints with planning users

Potential Benefits

- Real-time ability to judge demand-supply balance of SKUs through daily plans and simulation
- Real-time Order inquiry and Order rescheduling
- Impact analysis and strategic procurement for discontinued parts an liability impact analysis for excess stocks at the manufacturing location

Trinamix

www.trinamix.com

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Results

- Decreased order promising cycle time
- Accurate order shipment date and improved On Time Delivery
- Improved Lead Time Attainment (LTA-T) – Hit 72-75% LTA at new measure of performance
- Inventory cost savings of $12-18M at current business levels
- Improvement in Supply chain operation cost with reduced liability
- Robust, integrated supply chain platform to support scalability, efficiency, and optimization

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HITACHI
Inspire the Next

Revenue
$87.2B USD

Deployment Location
North America (Tarrytown, NY)

Go Live Date
November 2019

Industry
High Tech

Products
Oracle Unconstrained Supply Planning Cloud

Legacy Platform or Competitive Replace

Summary

Hitachi America, Ltd. was established in 1959 as a regional subsidiary of Hitachi. Headquartered in Tarrytown, New York, Hitachi provides sophisticated business and consumer solutions that transform business processes. With operations throughout the Americas, Hitachi offers a broad range of consumer and business products, including industrial equipment and services, automotive products and consumer electronics. Trinamix successfully implemented Oracle Unconstrained Supply Planning Cloud and plans to use constraint planning and project manufacturing on their future roadmap.

Top Customer Objectives and Challenges

- Longer Plan runs
- Inefficient Exception Management
- Pegging Analysis Difficulties
- Limited Reporting Capabilities

Potential Benefits

- Channel Level Supply and Demand Pegging using a modified Oracle back to back capability
- Effective End of Life Planning
- Efficient Safety Stock postponement
- Plan Simulations
- Material Plan using Product Hierarchy

Trinamix

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Results

- Import of Demand from the external system
- Running Standard MRP with core planning considerations like lead time, BOM explosion
- Ability to generate planning reports to view exceptions, pegging and assist the creation of orders
- Ability to run the simulation to generate and compare multiple planning scenarios
- Faster turnaround for demand to produce

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Revenue
$2.38B USD

Deployment Location
North America (Liberty Lake, WA)

Go Live Date
PDH - August 2020
Planning - April 2021

Industry
High Tech
Utilities

Products
Supply Planning Cloud Service, Global Order Promising Cloud Service, Supply Chain Collaboration Cloud Service, Product Data Hub Cloud Service

Legacy Platform or Competitive Replace
EBS
On-Premise Value Chain Planning
Agile PLM

Summary

Itron is a leading technology provider and critical source of knowledge to the global energy and water industries. Itron is the world's leading provider of metering, data collection and software solutions with nearly 8,000 utilities worldwide relying on technology to optimize the delivery and use of energy and water. Itron selects Trinamix for implementation of Oracle Supply Planning, GOP, Supply Chain Collaboration and PDH.

Top Customer Objectives and Challenges

- Limited visibility in the End-to-End Supply Chain and ability to perform what-if simulations during the planning process
- Ability to collaborate with Contract Manufacturers and suppliers via seamless exchange of information
- Ability to commit and fulfill backlog aggressively, based on available in-house and external capacity and ability to uniformly visualize and manage product data across the enterprise

Potential Benefits

- Global rollout of MDM/PDH will be used by 500+ users in more than 100 countries with multi-language support and application security with user access based on geography - MDM system which supports item classifications, governance and synchronization of master data across ERP
- Near real-time integration using Rest APIs / FBDIs and batch processing using import maps and use of productivity and accuracy features such as predefined templates, item validation rules and mass updates

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Results

- End to end Supply Chain visibility improvement
- Flexible, uniform and efficient supply planning process
- Extensive what-if scenario planning to prioritize hot orders and pre-committed forecast
- Accurate order promising based on supply chain constraints within hours opposed to days
- Harmonized product data across facilities, providing a foundation for data collaboration with trading partners

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Revenue
Undisclosed

Deployment Location
North America (San Francisco, CA)

Go Live Date
April 2019

Industry
High Tech

Products
Product Data Hub Cloud, Supply Planning, Demand Planning, Procurement, Financials

Legacy Platform or Competitive Replace
Microsoft Great Plains

Summary

Cisco Meraki is a cloud-managed IT company and was acquired by Cisco Systems in December 2012. Trinamix deployed Oracle Procurement, Financials, Supply Planning, Demand Planning and PDH Cloud to manage item master and holding strategic pricing to apply real time discounts based on pricing policy decisions and automatic propagation to partners.

Top Customer Objectives and Challenges

- Create single source of truth for all the product data used by engineering and supply chain organization
- To perform project based budget and finance management, invoice management and automating accounting for PO related invoices
- Payment control to pay the suppliers when the invoices are due and manage project budgeting and spending effectively

Potential Benefits

- Advanced Demand Planning including generation of statistical forecast by capturing 6 different historical streams along with support for New product modeling and future price forecasting
- Automated supply generation, purchase period end accruals and PO creation process based on strategic business collaboration with suppliers
- Advanced invoice processing and project based budget and financial tracing - invoice approvals for unmatched invoices/PO's and payment approvals to suppliers

Trinamix

www.trinamix.com

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Results

- State of the art item master management and pricing capabilities
- Better and centralized management of demand and supply
- Optimized pricing based on strategic and global policy
- Enablement of advanced purchasing features to enable better collaboration internally and with suppliers

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facebook

Revenue

$70B USD

Deployment Location

North America (Menlo Park, CA)

Go Live Date

December 2019

Industry

High Tech
Social Media Advertising

Products

Oracle Demand Planning Cloud, Oracle Supply Planning Cloud, Oracle S&OP Cloud, GOP Cloud

Legacy Platform or Competitive Replace

Oracle EBS

Summary

Facebook is the social media giant and global supplier of virtual reality console. Facebook is deploying Oracle Supply Planning, Demand Planning Cloud solutions to manage there Demand and Supply Chain Planning for their consumer hardware business.

Trinamix

www.trinamix.com

Top Customer Objectives and Challenges

- Needed a more responsive Supply Chain with collaborative and synchronized extended supply chain including contract manufacturers and component suppliers
- Accurate customer Order Promising and Demand and Supply Planning analysis
- To create state of the art end to end planning solution for data center operations including network gear
- Work closely with suppliers to track supply status and make smart decisions
- Replace Demantra (used for DC Planning) with a more advanced and common supply and demand planning system

Potential Benefits

- Advanced Demand Planning including generation of statistical forecast by capturing different historical streams
- Automated supply generation and PO creation process based on strategic business collaboration along with CMs

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Results

- Agility to respond to demand upside
- Improved demand fill rate and tracking analytics for data center deployment
- Reduce promising lead time and improve accuracy based on latest supply data
- Visibility across the entire supply chain
- Extended automation between Facebook and suppliers

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AsahiKASEI

Revenue
$400M USD

Deployment Location
Japan (Chiyoda City, Tokyo)

Go Live Date
June 2018

Industry
High Tech
Semiconductor

Products
S&OP Cloud, Supply Planning Cloud

Legacy Platform or Competitive Replace
SAP-Fin, Legacy SCM, Legacy Manufacturing

Summary

Asahi Kasei Corporation is a multinational Japanese chemical company. Trinamix is working with Asahi Kasei Microdevice (AKM) in Japan to institute cloud-based supply planning and Sales & Operation planning platform to establish end-to-end supply chain visibility, improve supply chain agility and speed for making critical business decisions.

Top Customer Objectives and Challenges

- Significant worldwide growth but no enterprise planning operations and platform support
- Supply chain inventory investments fails to meet customer demands because products are not made on time and stored in the right place
- Manual and disconnected process at every aspect of planning is an impediment to scalability and accurate decision making
- Significant time to onboard outsourced partners on the planning process

Potential Benefits

- Ability to judge demand-supply balance of SKUs through daily plans and simulation
- Demand variability driven accurate safety stock calculation to the stock right product to address changes
- Ability to judge production capacity and key parts requirements well in advance through S&OP operations

Trinamix

www.trinamix.com

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Results

- Establish best in class Supply Planning & S&OP processes
- Improved supply chain visibility for accurate decision making
- Improved supply chain inventory turns
- Improvement in supply chain operation cost
- Robust, integrated supply chain platform to support scalability, efficiency and optimization

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TAMRON

Revenue
$61.8B Yen

Deployment Location
Asia (Saitama, Japan)

Go Live Date
[Month/Yr]

Industry
High Tech
Industrial Automation

Products
S&OP Cloud, Supply Planning Cloud

Legacy Platform or Competitive Replace
SAP/MES

Summary

Tamron is a global manufacturer of photographic lenses, optical components and commercial/industrial-use optics. Trinamix deployed Oracle S&OP and Supply Planning Cloud to integrate Distributors and Sales and Production by eliminating frequent stock outs and create faster decision making.

Trinamix

www.trinamix.com

Top Customer Objectives and Challenges

- Move from excel manual planning process to an enterprise planning platform
- Improve end to end planning cycle time and planning frequency to quickly address demand variability
- Improve overall supply chain data accuracy
- Provide Planners accurate and real time data from supply chain to make quick decisions
- Enable Integrated Demand and supply planning process to reduce gaps between customer needs and production

Potential Benefits

- Demand Driven Supply chain Planning process
- Real time ability to judge demand supply balance of SKUs through daily plans and simulation
- Ability to run supply chain simulations to arrive at accurate decisions
- Impact analysis and strategic procurement for discontinued parts

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Results

- Faster decision making with access to real time and synchronized information
- Improved forecast accuracy with increased demand fill rate
- Improved visibility to long term component requirements along with identification of critical factors

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Life Sciences / Biotechnology / Wellness / Pharma

PARTNER USE CASE | ABCAM

Abcam is a global biotechnology company specializing in the production and distribution of high-quality antibodies, proteins, and assay kits. Serving over 750,000 researchers in more than 130 countries, Abcam's products facilitate advancements in areas such as cancer, neurological disorders, infectious diseases, and metabolic disorders.

Competitors:	NA
ARR:	NA
Industry:	Biotechnology Research
Selling Motion:	NA
Legacy | Competitive Replacement::	Mulesoft
Account Revenue & Employees:	£362M GBP / 1800+

Oracle Solutions

- SCM (GOP, GTM, OM, Inv Mgmt)
- ERP (GL, AP, AR, SLA, Intercompany transactions)

Trinamix

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Need to optimize Abcam's operations in China by incorporating intercompany transactions into the new process flow. • Need to manage goods manufactured and sold within the Chinese market while optimizing export order shipments from the Chinese facility.	• Oracle Cloud applications are already in place at Abcam, ensuring consistency and alignment with existing business systems. • SaaS applications provide adaptability to configure and change existing business models based on economic and company initiatives. • The system allows Abcam to quickly design, implement, and adopt new business models.	• Establishment of a new inventory organization under the UK legal entity. • Implementation of intercompany transfers between Chinese entities and sites. • Automation of sales order creation to facilitate shipment and documentation for intercompany transfers. • Enable varied transfer pricing between Chinese sites. • Configuration of intercompany relationships for receivables and payables tracking. • Implementation of inventory reconciliation reports for the Chinese entities and sites. • Development of variance reconciliation reports for transfer pricing between multiple legal entities. • Automation of currency variance synchronization for CNY and GBP conversions. • Utilization of Oracle Integration Cloud (OIC) for automation if required. • Adoption of the new business model for finished goods to support Chinese manufacturing and sales.	• Streamlining intercompany operations and financial transparency through integrated intercompany transactions and automated tracking of receivables and payables. • Improvement in inventory visibility and reconciliation across Chinese entities and sites. • Better compliance and reporting with standardized intercompany processes and audit-ready documentation. • Minimal currency conversion discrepancies with automated synchronization between CNY and GBP. • Stronger supply chain control with a structured approach to managing finished goods for local sales in China.

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PARTNER USE CASE | VETSOURCE

Vetsource started as a prescription management and home delivery solution in 2008 and has since, evolved into a suite of comprehensive solutions that provides pharmacy, technology, and business services for the pet health industry.

Competitors:	N/A
ARR:	N/A
Industry:	Pharmaceutical
Selling Motion:	NA
Legacy | Competitive Replacement::	NA
Account Revenue & Employees:	Undisclosed

Oracle Solutions

- Oracle Demand Management Cloud
- Oracle Replenishment Planning Cloud

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Need to improve demand planning accuracy through statistical forecasting based on sales order history. • Need to optimize inventory and replenishment through accurate final forecasting. • Enhance supply chain efficiency with data-driven product segmentation.	• Vetsource selected Oracle due to the fulfillment of their requirements through the extensive and advanced functionality offered by Oracle Cloud.	• Enable statistical forecasting using historical sales data for demand prediction. • Generation of final forecasts incorporating business considerations for replenishment planning. • Utilization of final forecasts as a key input for Replenishment Planning (RP). • Implementation of product segmentation based on predefined business rules such as order volume and velocity. • Set segment-based Min-Max policies using the final forecast as input. • Provide planned order recommendations for both purchased and repackaged items.	• Improvement in forecast accuracy for better demand and supply alignment. • Optimization of inventory levels with data-driven replenishment planning. • Enhancement of operational efficiency through automated demand segmentation. • Reduction in stockouts and overstock situations with proactive planning. • Strengthening of decision-making with a structured forecasting approach.

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PARTNER USE CASE | EY HSC

Health and Social Care (HSC) is the publicly funded healthcare system in Northern Ireland. Although having been created separately to the National Health Service, it is nonetheless considered a part of the overall national health service in the United Kingdom.

Competitors:	Blue Yonder (JDA WMS)
ARR:	NA
Industry:	Healthcare
Selling Motion:	NA
Legacy | Competitive Replacement::	JDA Blue Yonder
Account Revenue & Employees:	Undisclosed / Undisclosed

Oracle Solutions

- WMS

Trinamix

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Need to streamline and digitize warehouse operations to improve accuracy and efficiency. • Need to enable real-time inventory visibility across the supply chain. • Need to automate manual processes to reduce human error and increase productivity. • Need to ensure seamless integration with ERP for synchronized operations and data consistency.	• Comprehensive warehouse functionality on a unified platform enables efficient execution of inbound, outbound, and inventory operations with real-time visibility. • Seamless integration with ERP and mobile-enabled execution supports end-to-end automation, reducing manual errors and improving operational accuracy.	• Enable location management with defined master data, bulk storage locations, and staging areas. • Implement LPN-based inventory tracking for detailed visibility of goods within the DC. • Perform all inventory movements using hand-held scanners to reduce errors and improve operational speed. • Enable cycle count execution based on pre-defined business rules, with automated approvals and inventory updates to ERP. • Manage inbound logistics with ERP-integrated receiving processes, including POs, RMAs, and transfer shipments. • Drive system-directed put away based on item categories, location types, and business attributes. • Enable outbound logistics with integrated sales/transfer orders, pick list generation, staging, shipping, and ERP sync. • Provide documentation and labeling for picking, packing, shipping, and customs, including pick lists, BOL, and packing slips. • Support item master management with real-time ERP sync for attributes like barcodes, item codes, and product categories.	• Improvement in inventory accuracy through real-time tracking and cycle count automation. • Reduction in manual errors by digitizing key warehouse processes with handheld scanners. • Improvement in warehouse efficiency through LPN-based inventory movements and system-directed put away. • Enhancement in visibility and control with synchronized data flow between WMS and ERP. • Reduction in processing time for receiving and shipping with integrated inbound and outbound logistics. • Standardization of warehouse documentation and labeling for compliance and operational consistency.

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PARTNER USE CASE | ZIMVIE

ZimVie

ZimVie is a global life sciences leader in the dental market that develops, manufactures, and delivers a comprehensive portfolio of products and solutions designed to support dental tooth replacement and restoration procedures.

Competitors:	NA
ARR:	NA
Industry:	Medical Technology
Selling Motion:	NA
Legacy | Competitive Replacement::	E-Business Suite
Account Revenue & Employees:	$1B USD/ 2700+

Oracle Solutions

- ◯ Financial (GL, AR, AP, Expense Mgmt, Cash Mgmt)
- ◯ SCM (Inventory, OM, Procurement, Asset Mgmt)
- ◯ Global Trade Management (GTM)

Trinamix

Top Customer Objectives

- Need to modernize their enterprise resource planning (ERP) system to provide stable applications that support business growth and continuity.
- Need to enhance operational efficiency, align business processes with industry best practices, and leverage advanced cloud capabilities, allowing for a more agile response to market changes.

Why Oracle?

- Zimvie selected Oracle Cloud due to the fulfillment of their requirements through the extensive and advanced functionality offered by Oracle ERP and SCM cloud.

Partner Use Case Summary

- The current Zimvie Dental cloud production instance had manufacturing operations live (Valencia, Spain) with dental-specific configurations and data definitions quite different from the Spine instance. Hence, significant transformations were needed in both configurations and master and transactional data.
- Adjustment of the settings and preferences within the ERP software to reflect the operational needs of the dental business in India and China into the new instance.
- Integration of end-to-end interfaces between the ERP system (e.g., Financial, SCM) and other software systems (GTM, One Stream) to ensure seamless data exchange and workflow continuity.
- Ensure that reporting tools and dashboards are moved and properly configured to maintain business intelligence and reporting accuracy.

Results | Benefits

- Enhance business operations as per Zimvie Dental way of operations and optimizations.
- Increased operational efficiency and synchronization across business functions.
- GTM acts as a single source of truth for master data consisting of items, suppliers, and customers for managing global trade operations across multiple geographies.
- Easy and seamless product classification.
- Enhancement of data analytics and reporting capabilities for better decision-making.

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PARTNER USE CASE | THERMO FISHER

Thermo Fisher SCIENTIFIC

Thermo Fisher Scientific Inc. is the world leader in healthcare Industry, with an annual revenue of over $40 billion. The company delivers a combination of innovative technologies, purchasing convenience, and pharmaceutical services.

Competitors:	N/A
ARR:	N/A
Industry:	Biotechnology
Selling Motion:	Net New
Legacy | Competitive Replacement::	SAP
Account Revenue & Employees:	$44 B USD /125,000

Oracle Solutions
◯ Oracle Supply Planning Cloud
◯ Oracle Integration Cloud
Trinamix Industry Solution
◯ Allocation Workbench

Trinamix

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Management of increased complexity (more products, suppliers, and customers) and driving efficiencies for mid-term and short-term supply planning	• Thermo Fisher selected Oracle due to the fulfillment of their requirements through the extensive and advanced functionality offered by Oracle Supply Planning	• Implementation of standard supply planning cloud functionality, with a process-oriented focus on business definitions and data consolidation, to support the supply planning process • Enablement of safety stock planning and lead time modeling • Configuration of order modifiers and supply chain network for sourcing	• Better management of the supply chain through seamless data sharing and enhanced collaboration • Scalability through a global rollout and a single platform that will support end-to-end processes

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PARTNER USE CASE | QUOTIENT SCIENCES

Quotient Sciences is a drug development and manufacturing accelerator providing integrated programs and tailored services across the entire development pathway. Quotient has state-of-the-art manufacturing and clinical facilities in the UK and US.

Competitors:	Microsoft
ARR:	155K GBP
Industry:	Pharmaceutical Manufacturing
Selling Motion:	Net New Logo
Legacy | Competitive Replacement::	Salesforce/Financial Force
Account Revenue & Employees:	Undisclosed / 1300+

Oracle Solutions
◯ SCM (Supply Chain Execution, Procurement, Product Management)
◯ ERP
◯ OIC

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Need to implement a new Materials Management System to process and track materials through their lifecycle within the business network. • Need for Global standardization of services for strengthening Quotient's 'One Business, One Customer Experience' approach.	• Quotient Sciences needed a GMP-Compliant system. • They needed a validated system because of Healthcare industry requirements. • They needed a system that could potentially work in other parts of the business and potential future acquisitions.	• Implementation of a materials management system for the stock control of items including, but not limited to, raw materials, packaging components, intermediate products, and finished products. • Provide full lifecycle management for all materials to support drug development, manufacture, testing, and release.	• Implementation of a system that is fully qualified as GMP-compliant and ensures full compliance with Quotient's Regulatory and Client requirements. • Elimination of manual, inefficient, and fragmented processes.

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PARTNER USE CASE | BOXOUT

Trinamix

BOXOUT
Empowering Health & Wellness

Boxout is a family-owned, national distributor of rehabilitation, chiropractic, fitness, spa, massage, beauty, and health and wellness products. They have experience in servicing the consumer, professional, and business-to-business markets.

Competitors:	N/A
ARR:	$100k USD
Industry:	Health and Wellness
Selling Motion:	Net New Logo
Legacy | Competitive Replacement::	EBS
Account Revenue & Employees:	Undisclosed / Undisclosed

Oracle Solutions

- ◯ Supply Planning Cloud
- ◯ Demand Management Cloud

Trinamix Industry Solution :

- ◯ Distribution Workbench

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Need to implement fully integrated supply-chain processes, the right supply & demand balance, and a structured planning process with Demand Management and Supply Planning that integrates with Oracle EBS. • Need to improve fill rates, inventory turns, and forecasting accuracy.	• Boxout chose Oracle Demand and Supply planning solution as their onramp into the cloud. • Boxout is an EBS customer and needed the advanced demand and supply planning solution in order to better manage their inventory levels and growth. They are looking to add additional Oracle Cloud functionality to enhance their operations.	• Implementation of exception-based planning and hub & spoke model for optimizing supply chain and quicker issue resolution. • Enabling internal transfer to reduce overstock in storage facilities. • Enhance forecasting accuracy with roll-forward methodology. • Improvement in demand forecasting using seasonality and causal factors. • Integration of demand signals like PoS and inventory data.Utilization of diverse units of measure for procurement decisions.	• Improvement in forecast accuracy, fill rates, and inventory turns. • Implementation of a Demand and Supply Planning system that is accessible, and scalable, brings visibility to multiple functions, fosters collaboration, and brings certainty to all Supply Chain Planning processes.

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PARTNER USE CASE | OTSUKA PHARMACEUTICAL EUROPE LTD (OPEL)

Otsuka Pharmaceutical Europe Ltd. (OPEL) is the European operation of the global healthcare company Otsuka Pharmaceutical Co., Ltd., headquartered in Tokyo. It is a holistic healthcare company contributing to people's health worldwide through two core businesses: Pharmaceuticals and Nutraceuticals

Competitors:	SAP
ARR:	135,000 GBP
Industry:	Healthcare
Selling Motion:	Net New Logo
Legacy | Competitive Replacement::	SAP Finance
Account Revenue & Employees:	156.7 B JPY /Undisclosed

Oracle Solutions

- SCM (Supply Planning, Demand Management, Product Management)

Trinamix Industry Solution

- Inventory Dashboard

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Optimize the cost of ownership and improve customer satisfaction by adopting the best practices in supply chain planning processes. • Integrate data coming from different sources into a single platform for inventory visibility. • Automate the forecast, planning, and execution processes for improved supply chain efficiency.	• Otsuka Europe (OPEL)required a validated system with the ability to help them plan their bulk material better to reduce inventory write off as well and having improved visibility across their supply chain	• SP,DM, PDH, and Inventory Management are implemented as a company-wide platform for all planning business functions, enabling a uniform interface, data model, and reporting. • Trinamix PaaS Solution (inventory dashboard) is implemented for capturing an inventory snapshot at all CMO and affiliate sites in scope and further transferring it to OPEL's Dell Boomi Middleware. • The integration respected the MRSL across the BOM, facilitating improved inventory management and product quality control. • Alignment of the Statistical forecast with the third-party forecast and Closer collaboration contributed to the generation of a more precise final forecast for Supply Planning.	• Improvement in planning for bulk materials and finished products using technology • Better management of OPEL's Supply Chain through improvement in data sharing and enhanced collaboration • Scalability through a global rollout and a single platform that will support end-to-end processes • Ability to predict and prevent write-offs well in advance through the implementation of MRSL in supply planning

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PARTNER USE CASE
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AUROBINDO

Revenue
$3.3B

Deployment Location
India

Go Live Date
TBD

Industry
Pharma

Products
Oracle Supply Planning Cloud
Oracle Demand Management Cloud

Legacy Platform or Competitive Replace

Summary

A well-integrated pharma company, Aurobindo Pharma features among the top 2 Pharmaceutical companies in India in terms of consolidated revenues. Aurobindo exports to over 150 countries across the globe with around 90% of revenues derived from international operations. Aurobindo's mission is to become the most valued Pharma partner to the World Pharma fraternity by continuously researching, developing, and manufacturing a wide range of pharmaceutical products that comply with the highest regulatory standards.

Top Customer Objectives and Challenges

- Need for company-wide integrated supply chain solutions for end-to-end visibility
- Need for inventory optimization across the supply chain
- Migrate the manual process of demand planning of Europe, Latin America, and Emerging Markets to a unified platform
- Ability to respond to new business opportunities in a more optimized manner for profitability
- Governance and control for the planning process

Potential Benefits

- Ability to see the impact on the supply chain including demand changes and how this impacts inventory, capacity constraints, material constraints
- Ability to simulate scenarios and evaluate the impact on other SKUs, PO cancellation, and impact on write-off
- Ability to perform RCCP (Rough Cut Capacity Planning)
- Statistical way to maintain inventory
- Statistical forecast as a reference point
- Seamless integration with Oracle E-business Suite and SFDC

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Results

- End to end visibility resulting in demand and supply match, reliable order promising, traceability of all products and materials.
- Demand Consolidation across regions resulting in data-driven forecast and improved forecast accuracy which in turn will lead to on-time delivery, and better collaboration between regions
- Rough cut capacity and production planning based on accurate demand data leading to less inventory
- Reduction in write off's due to change in demand or forecast thereby Optimizing the working capital
- Scenario Modelling being leveraged to make strategic decisions
- Establish Data Governance & Business Intelligence

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Revenue
Undisclosed

Deployment Location
North America

Go Live Date
August 2023

Industry
Medical Devices

Products
Oracle Field Service Cloud
Oracle Service Logistics Cloud (B2B service)
Oracle Maintenance cloud
Oracle Install Base

Legacy Platform or Competitive Replace
Maintenance Connect
Excel/paper based

Summary

Cook Medical develops technologies that eliminate the need for open surgery since 1963. Today, Cook Med is combining medical devices, biological materials, and cellular therapies to help the world's healthcare systems deliver better outcomes more efficiently.

Top Customer Objectives and Challenges

- Need for a unified platform for ERP, SCM, and Service Logistics.
- Provide a unified platform that provides the ability to manage an asset from cradle to grave.
- Need a system that can be used by CCE across the globe as well as CCE's contracted service partners in EMEA and APAC.
- Need an online system that can be accessed by field and depot technicians.
- Eliminate errors in data gathering when using checklists, inspection sheets – integrate documents with service activities.
- Eliminate duplicate data entry across disparate systems – SalesForce, TrackWise, Maintenance Connect Oracle.
- Need for a modern mobility solution for field technicians to record their debrief transactions.
- Need for a system to maintain preventive maintenance schedules and create field service/depot work orders based on this schedule.

Potential Benefits

- Implementation of Oracle Field Service Cloud, Oracle Subscription Management, Oracle Service Logistics, and Oracle Maintenance Cloud.
- A unified end-user experience to execute planned maintenance work, break-fix requests, installation, and uninstallation requests – both in the field and in CCE's repair centers.
- Enhancement of current order-to-ship process to automatically capture/update asset creation and warranty (subscription) information.
- Enabled creation of installation field service request if installation is requested by the customer.
- Enabled evaluation sales processes with embedded install and uninstall requests.
- Provision of asset-specific checklist for field service and depot repair execution.
- Migration of existing asset information along with repair history records in Oracle Install Base.
- Defined PM schedules to automate the creation of service requests for field/depot maintenance.
- Integration with SalesForce to automatically update requests status in SalesForce as the field/repair execution progresses.

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Results

- A global integrated supply chain execution and service logistics system.
- Enabled Asset 365 view which gives a single-page overview of an asset installed at the customer location or at the Cook Capital facility and fetches order history, service history, and maintenance install records.
- Elimination of duplicate data entry and maintenance by bringing sales order execution, asset creation, field/depot repair execution, and PM schedules on a single platform.
- Enabled a mobility solution for field technicians through Oracle Field Service Cloud - to view asset details, pull asset-specific checklists, and execute field repair.
- Seamless depot repair execution using Oracle Service Logistics; from customer inquiry to receiving equipment to repair to ship and bill.
- Using Oracle Subscription Management Cloud, warranty/extended warranty information is maintained automatically through the order entry process and made available for the field/depot repair process.
- Updating SalesForce request status with Oracle Integration Cloud-based integration between Oracle ERP Cloud and SalesForce.

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PARTNER USE CASE
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STAARSURGICAL

Revenue
$270M USD

Deployment Location
North America, Global

Go Live Date
TBD

Industry
Medical Devices

Products
Oracle ERP Cloud (Financials), Oracle Supply Chain Execution Cloud, Oracle Order Management Cloud, Oracle Supply Planning Cloud, Oracle Product Management, Oracle Procurement Cloud, Oracle Procurement Self-Service Cloud, Oracle Integration Cloud, Oracle Risk Management Cloud, Oracle Visual Builder Cloud Service

Trinamix Industry Solution
FabConnect

Legacy Platform or Competitive Replace
InFlow, QuickBooks, Odoo

Summary

STAAR Surgical has been dedicated solely to ophthalmic surgery for over 40 years. It designs, develops, manufactures, and markets implantable lenses for the eye. These lenses are intended to provide visual freedom for patients, lessening or eliminating the reliance on glasses or contact lenses. STAAR sells EVO ICL and Visian ICL family of lenses in more than 75 countries, and more than 2,000,000 ICLs have been sold worldwide.

STAAR Surgical implemented End-to-End Oracle ERP & Trinamix Industry Solution FabConnect for Streamlined Processes, Data-Driven Decisions, and Scalable IT Architecture

Top Customer Objectives and Challenges

- Need to implement a fully integrated suite of applications that cover various business processes such as financials, procurement, supply chain, and manufacturing.
- Need to implement a system that is scalable, will streamline processes, foster collaboration, and bring visibility and efficiency to STAAR's core business functions.
- Need to enhance operational efficiency by seamlessly balancing demand and supply across the supply chain.
- Legacy ERP systems and business processes are not able to scale to support its business growth.

Potential Benefits

- Integrations with several legacy systems including MES - EWOK, Orion, Banks, Power BI/ Tableau, Avalara, FedEx Shipment Manager, BarTender, etc.
- Plan to Make: Implementation of EWOK Integration for WO Execution, and recording ERP material, scrap, yield, and step cycle time reporting| Implementation of system-enabled standardized cost accounting| Streamline Master Data (Items, BOMs, Routings, Planning)
- Order to Cash: Integration of end-to-end sales order lifecycle solution| Enablement of real-time order tracking, supply allocations, and visibility along with streamlining of the picking and shipping process| Centralization of customer master & pricing data and automation of accounts receivable process.
- Procure to Pay: Streamline supplier onboarding process| Integration of self-service procurement with approval workflow & receiving| Automation of accounting through procurement categories| Systematic Validation of payable invoice transactions| Automation of PO and invoice use tax calculations & associated accounting
- Record to Report: Implementation of a scalable enterprise structure matching operations to financial reporting| Automation of accounts receivables process and cash reconciliations| Streamline Consolidations and Financial Reporting

Trinamix

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Results

- Implementation of a system that enables STAAR to simplify, streamline and standardize different Accounting, Finance, Manufacturing, and Supply Chain Management processes.
- A platform that drives alignment, consistency, and collaboration across various departments.
- Establishment of data governance best practices and processes to streamline core business activities and improve overall reporting out of ERP systems.
- Timely analytics to drive informed, data-driven business decision-making.
- Robust IT Enterprise architecture that is scalable and can keep up with STAAR's business needs.

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PARTNER USE CASE
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hazel technologies

Revenue
Undisclosed

Deployment Location
North America (Illinois)

Go Live Date
TBD

Industry
Biotechnology

Products
Record to Report (General Ledger, Fixed Assets, Cash Management), Enterprise Performance Management (Enterprise Planning and Budgeting Cloud Service, Financial Consolidation and Close Service, Account Reconciliation Cloud Service), Credit to Cash (Order Management, Advanced Pricing, Account Receivables), Procure to Pay (Supplier Portal, Preferred Supplier Management, Supplier Performance Management, Accounts Payable, Procurement Contracts, Purchase Requisitions), Plan to Manufacture (Supply Planning {Including Shelf-Life Capabilities}, Demand Management, Sales and Operations Planning, Inventory Management, Cost Management, Contract Manufacturing, Quality, Product Information Management)

Legacy Platform or Competitive Replace
QuickBooks, Salesforce, Odoo, Paylocity, MS-365 (Excel)

Summary

Hazel Technologies develops products that extend the shelf life of produce. Hazel's is driven to develop innovative AgTech products that empower growers and the rest of the supply chain, giving them leverage to face modern production challenges and transform them into opportunities. Their customers include some of the largest produce growers in the world.

Hazel Technologies selected Trinamix for Oracle ERP-EPM-SCM Cloud implementation to Foster Collaboration & Consistency and Support Long-Term Growth

Top Customer Objectives and Challenges

- Need a common infrastructure to support Hazel's growing complexity and goals for future growth
- Need to implement Oracle Fusion Cloud ERP for improved accessibility, scalability, and visibility among multiple functions
- Need to foster collaboration and bring certainty to the supply chain, financial, and reporting processes

Potential Benefits

- Implementation of a system that enables to develop, manage, connect, and automate processes in SCM, Accounting, and Finance
- Improve efficiency via automation of current manual business processes by leveraging Fusion Cloud capabilities
    - Credit to Cash
    - Procure to Pay
    - Plan to Manufacture
    - Record to Report
    - Enterprise Performance Management

Trinamix

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Results

- Better support for long-term business growth and scalability
- Enhanced alignment, consistency, and collaboration between departments

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BLACKMORES®

Revenue
$575.9M

Deployment Location
Australia

Go Live Date
August 2022

Industry
Health & Wellness

Products
Oracle Demand Management Cloud, Oracle Supply Planning Cloud, Oracle Sales & Operations Planning Cloud

Legacy Platform or Competitive Replace

Trinamix PaaS Solutions
Trinamix Distribution Workbench, Trinamix Allocation Workbench, Trinamix Trade Promotions Planning

Summary

Blackmores is Australia's leading natural health company. It develops high-quality products and services that deliver a more natural approach to health, based on its expertise in vitamins, minerals, herbs and nutrients.

Blackmores has selected Trinamix for implementing a suite of Oracle SCM Cloud products along with Trinamix PaaS solutions including Trinamix Distribution Workbench, Trinamix Allocation/Reservation Workbench, and Trinamix Trade Promotions Planning.

Top Customer Objectives and Challenges

- Lack of overall visibility in sales data, system data

Potential Benefits

- Gold standards of statistical forecast modelling Integration with Oracle E-Business Suite and Oracle Advanced Supply Chain Planning.
- Ability to analyze impact of historical promotion events and drive demand through Trinamix Trade Promotions Planning solution
- Recommendations on effective distribution of products through Trinamix Distribution Workbench
- Remediation of strategic and tactical problems associated with the client's existing state of S&OP processes.

Trinamix

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Results

- Improvement in customer service levels
- Improved decision making on product distribution
- Streamlined and system-driven sales & operations planning process
- Significant improvement in overall supply chain performance

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PARTNER USE CASE
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stryker®

Revenue
$17.1B USD

Deployment Location
North America

Go Live Date
TBD

Industry
Medical Technology

Products
Oracle Demand Management Cloud - Engine Tuning

Legacy Platform or Competitive Replace

Summary

Stryker is one of the world's leading medical technology companies and, together with their customers, they are driven to make healthcare better. Stryker offers innovative products and services in Medical and Surgical, Neurotechnology, Orthopedics, and Spine that help improve patient and hospital outcomes.

Top Customer Objectives and Challenges

- Need to improve the understanding of historical demand behavior, causal factors definition, and the forecast accuracy of the ODMC platform
- Need users to adopt new methods and approaches of statistical forecasting for creating baseline forecasts, analyzing forecast output through various reports, configuring multiple forecast streams, and archiving the same for waterfall analysis, etc. to realize better overall forecast accuracy.

Potential Benefits

- Updating forecast accuracy with a new baseline at the project
- Review current settings
- Analyzing bias and MAPE stripped by business unit and identifying areas where it does not meet expectations
- Analyzing bad forecasts and determining methods to resolve issues.
- Iterative process evaluating configuration to reduce bias and improve MAPE

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Results

- Improvement in Forecast Accuracy
- Monitoring of DM Metrics

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PARTNER USE CASE
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SHOCKWAVE MEDICAL INC

Revenue
$237 Mn

Deployment Location
Santa Clara, North America

Go Live Date
May 2023

Industry
Medical Devices

Products
Oracle Financials Cloud
Oracle Inventory Cloud
Oracle Manufacturing Cloud
Oracle Order Management Cloud
Oracle Procurement Cloud
Oracle Supply Planning Cloud
Oracle GOP Cloud

Legacy Platform or Competitive Replace

QAD

Summary

Shockwave is focused on developing and commercializing products intended to transform the way calcified cardiovascular disease is treated. Shockwave aims to establish a new standard of care for the interventional treatment of atherosclerotic cardiovascular disease through differentiated and proprietary local delivery of sonic pressure waves for the treatment of calcified plaque, which the company refers to as Intravascular Lithotripsy (IVL). IVL is a minimally invasive, easy-to-use, and safe way to significantly improve patient outcomes.

Shockwave Medical selects Trinamix for end-to-end implementation of Oracle ERP-SCM Cloud.

Top Customer Objectives and Challenges

- Need to Build and implement a solution that will scale with Shockwave's growth
- Need to ensure all regulatory compliances and adopt Life Sciences/Medical Devices Industry best practices (FDA, SOX etc.)
- Minimize manual / offline processes/handoffs and leverage systems for cross-functional processes
- Need for a solution that can move data across systems bi-directionally and in real-time

Potential Benefits

- Ability to ship products from the first-day post-adoption of Oracle Cloud
- No Material Weaknesses (SOX) were identified in the new solution
- Validated solution with necessary changes to the QMS documentation
- Integrations with 10+ systems including PowerBI, SFDC, RFSmart, etc.

Trinamix

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Results

- Achieved scalability through a global rollout and a single platform that will support end-to-end processes
- Uniform Harmonized system to create synergies between cross-functional business processes
- Improved process efficiencies through elimination of offline and manual processes

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PARTNER USE CASE
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SHOCKWAVE MEDICAL INC

Revenue
$237 Mn

Deployment Location
Santa Clara, North America

Go Live Date
TBD

Industry
Medical Devices

Products
Oracle Demand Management Cloud

Legacy Platform or Competitive Replace

Summary

Shockwave is focused on developing and commercializing products intended to transform the way calcified cardiovascular disease is treated. Shockwave aims to establish a new standard of care for the interventional treatment of atherosclerotic cardiovascular disease through differentiated and proprietary local delivery of sonic pressure waves for the treatment of calcified plaque, which the company refers to as Intravascular Lithotripsy (IVL). IVL is a minimally invasive, easy-to-use, and safe way to significantly improve patient outcomes.

Top Customer Objectives and Challenges

- Need to consolidate different demand streams (Commercial, Marketing, R&D/Eng., Clinical)
- Need to improve demand forecasting accuracy
- Need for collaboration between cross-functional teams on planning demand and supply

Potential Benefits

- Disaggregation of Product Family to SKU level (size, US/OUS)Calculation of Statistical Forecast which takes inputs such as shipment history and causal factors
- Build demand forecast from – Sales, Trunk, and Consignment stocks, and demo units channels that are in place
- Set up different Hierarchies for slicing and dicing: Product, Sales Channel, Customer, Country
- Streamlining processes to arrive at a final consensus forecast for the current Demand Planning Cycle
- Consolidation of Final Demand Forecast and provide inputs for Demand Review
- Enable Consolidation of Marketing Forecast (by region) from the marketing team
- Implementation of Systematic NPI Forecast
- Establish Key Metrics – BIAS, Forecast Accuracy, and MAPE, as applicable
- Enabling final and approved forecast to be an input to drive Supply planning

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Results

- Improved forecast accuracy
- Support growth through a scalable planning process, system and platforms
- An optimized system that is aligned with business vision and strategy

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PARTNER USE CASE
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option care health®

Revenue
$3.4B

Deployment Location
North America (Bannockburn)

Go Live Date
TBD

Industry
Healthcare

Products
Oracle Fusion Analytics Warehouse

Legacy Platform or Competitive Replace

Summary

Option Care Health is the nation's largest independent provider of home and alternate site infusion services. With over 7,000 employees, including approximately 4,300 clinicians, Option Care Health works to elevate standards of care for patients with acute and chronic conditions in all 50 states.

Option Care Health selected Trinamix for implementation of Oracle Fusion Analytics Warehouse integrated with the below Oracle ERP Cloud modules: Financial Analytics: AP/AR/GL/Assets/Employee expense/GL Budget Analysis | Procurement Analytics: Procurement Spend, Purchase agreement, PO, Purchase Receipt, and Requisition | Project Analytics: Project commitment and Project costing | Supply chain management: Cost Management, Inventory Management and Order Management

Top Customer Objectives and Challenges

- **s** Need for a single shared data analytics model across all Oracle applications

Potential Benefits

- Consolidated multiple reports being created using different tools and data sources into FAW- creating a single point of reference
- Provide users with actionable reports with upcoming expiry dates and help comply with legal requirements
- Quick access to critical financial KPIs and metrics with comparison to targets.
- Gain insight into profitability drivers and analyze historical trends.
- 369 Pre-built KPIs, 41 analyses, and 768 metrics across modules to provide organizations meaningful insights into their data with an option to customize and create other KPIs relevant to organizational needs
- 8 Pre-built decks and KPIs for Profitability & Loss, Receivables, Payables, Balance sheet Procurement, Order Management, Inventory, Cost management, and the option to create additional 28 customizable decks using the out of box KPIs
- Ability to create a customized analysis using the pre-built data model
- Rapid deployment with pre-built data pipelines to Oracle Cloud Apps
- Integrated Security framework
- Developing customer-specific reports and dashboards by bringing in additional data elements from Fusion Source
- Creating a unique use case for FAW Analytics within the Life Sciences/Healthcare domain with value-added data from Fusion

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Results

- Quick access to critical financial KPIs and metrics with comparison to targets
- Gain insight into profitability drivers and analyze historical trends
- Leverage machine learning to drive alerts and discover relationships between metrics
- Drill directly from KPIs into underlying details
- Faster time-to-value with everything pre-built and oracle managed
- Completely extensible platform to bring in additional data elements and customizable to create reports as required

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PARTNER USE CASE | GLAUKOS

Trinamix

Founded in 1998, Glaukos Corporation is an ophthalmic medical technology and pharmaceutical company focused on novel therapies for the treatment of glaucoma, corneal disorders, and retinal diseases.

Competitors:	Myra vision, Ivantis, Transcned Medicals, InnFocus
ARR:	N/A
Industry:	Medical Devices
Selling Motion:	Cross-Product Expansion
Legacy | Competitive Replacement::	New rollout
Account Revenue & Employees:	$314.7 M USD/NA

Oracle Solutions

- Oracle SCM Cloud (Order Management, Inventory Management, Cost Management), Product Information Management, Supply Planning, Supply Chain Finance Orchestration
- Oracle ERP Cloud (General Ledger, Account Receivables, Account Payables)

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• **Scalability and Growth:** Supporting business growth and expansion initiatives by providing a flexible and scalable ERP platform that can adapt to changing needs. • **Enhanced Customer Experience**: Improving customer satisfaction and loyalty by delivering products and services more efficiently, accurately, and responsively.	• Oracle Cloud-based ERP solutions offer benefits such as scalability, accessibility, automatic updates, and lower upfront costs. • Oracle ERP can scale to accommodate increasing transaction volumes, users, and business complexities. • Oracle is chosen for ERP due to its comprehensive suite of applications, scalability, global capabilities, flexibility, integration, analytics, cloud options, and industry-specific solutions.	• Glaukos is expanding in Asia-Pacific market. It opened a distribution facility in Singapore to support this goal. • Goal of the project was to setup Singapore business entity that will support customer order entry and fulfilment, replenishment of inventory, and financial reporting for the region. • To achieve this objective, Oracle ERP Cloud (Financials), Order Management, Inventory, Product Information Management, Supply Planning cloud was implemented for Singapore business unit.	• **Scalability**: The ERP system's scalability allows Galukos to expand in the APAC region by leveraging its investment in Oracle ERP platform. • **Improved customer service**: Reduced delivery lead times, better inventory tracking and controls to meet hospital and clinic demands efficiently. • **Efficient Supply Chain Management:** Integrated supply chain processes enable smoother procurement, production, and distribution operations, reducing lead times and improving customer satisfaction. • **Competitive Advantage:** By leveraging advanced ERP functionalities, Galukos gains a competitive edge through agility, innovation, and operational excellence.

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PARTNER USE CASE
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GLAUKOS

Revenue
Undisclosed

Deployment Location
North America (California)

Go Live Date
May 2023

Industry
Medical Devices

Products
Oracle Order Management, Oracle Global Order Processing, Oracle Inventory Management, Oracle Cost Management, Order Product Information Management, Oracle Planning Central, Oracle Integration Cloud

Legacy Platform or Competitive Replace

Summary

Founded in 1998, Glaukos Corporation is an ophthalmic medical technology and pharmaceutical company focused on novel therapies for the treatment of glaucoma, corneal disorders, and retinal diseases.

Glaukos selected Trinamix for the implementation of HealthLink Memphis integration for 3PL shipments

Top Customer Objectives and Challenges

- Currently, Glaukos uses Health Link to store some inventory as a backup for disaster recovery and further wants to use Health Link as a 3PL facility to ship products to US East locations.

Potential Benefits

- Creation of a new inventory organization under the US Business Unit for Health Link Memphis operations.
- Order Management extension to systematically determine shipping warehouse based on the customer ship-to address.
- The order details will be sent to Health Link via outbound integration. After Health Link ships the order, inbound integration will perform picking/shipping using the lot/serial information received from Health Link and close the order.
- Implementation of Oracle Planning modules allows demand and supply planning by shipping location.
- Oracle planning module will support the multi-echelon network – it will calculate net demand in Memphis org, will create internal demand on manufacturing plant, and can automatically create transfer order to ship inventory from manufacturing plant to Memphis org.
- Implementation of all supporting modules such as Cost Management, Inventory Management, and Product Information Management; to ensure uniformity of the setups and process with the existing design.

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Results

- Reduction in logistics costs by more than 30% – handling, processing, and shipping – by outsourcing it to 3PLTouchless order fulfillment
- Glaukos customer service will not touch the system after entering the order. The information to and from 3PL is seamlessly integrated.
- Scalability of the solution to other world areas such as Europe, and Asia-Pacific.

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PARTNER USE CASE
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GLAUKOS®

Revenue
$236.9M USD

Deployment Location
North America (California)

Go Live Date
TBD

Industry
Medical Devices

Products
Oracle Order Management, Oracle Global Order Processing, Oracle Manufacturing Cloud, Oracle Inventory Management, Oracle Cost Management, Order Product Information Management, Oracle Planning Central, Oracle Integration Cloud

Legacy Platform or Competitive Replace

Summary

Founded in 1998, Glaukos Corporation is an ophthalmic medical technology and pharmaceutical company focused on novel therapies for the treatment of glaucoma, corneal disorders, and retinal diseases.

Glaukos selected Trinamix for integration with 3PL for a temperature-controlled supply chain

Top Customer Objectives and Challenges

- Glaukos has selected a Bloomington Indiana based 3PL partner to manage its product line that requires temperature control storage, handling, and shipment. This 3PL partner will manage receipt of finished goods from factory, warehousing and storage, sampling and QA testing and shipments to customers across North America.

Potential Benefits

- Creation of a new inventory organization for 3PL operations.
- Design manufacturing process to manage a hybrid strategy of in-house manufacturing, sterilization at subcontractor location and LAL/PPD testing in parallel at two separate labs.
- Order Management transformation rules to determine shipping warehouse based on products ordered.
- Integrate inventory replenishment, order to cash and warehousing processes between 3PL and Glaukos.
- Leverage Oracle direct shipment process to efficiently integrate shipping transactions with 3PL.
- Implement multi-echelon supply chain network using Oracle Supply Planning and Demand Management modules.
- Implementation of all supporting modules such as Cost Management, Inventory Management, and Product Information Management; to ensure uniformity of the setups and process with the existing design.

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Results

- Enable temperature-controlled end to end supply chain for pharma products.
- Touchless inventory replenishment and order fulfillment process – Glaukos operations and customer service teams will not touch system after initiating the processes. The information to and from 3PL will be seamlessly integrated.
- Capture actual costs including sterilization, lab testing of samples on a work order.
- Scalability of the solution to accommodate future increase in sales volumes.

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PARTNER USE CASE
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GLAUKOS®

Revenue
USD $236.9M

Deployment Location
North America (California)

Go Live Date
TBD

Industry
Medical Devices

Products
Project Management (Trinamix), Oracle Finance Cloud (Trinamix), Oracle Order Management Cloud (Trinamix), Oracle Procurement Cloud (Trinamix), Oracle Manufacturing Cloud (Trinamix), Oracle Inventory Cloud (Trinamix), Oracle Integration Cloud – Technical work (Trinamix), Oracle Infrastructure Cloud (Trinamix), Oracle PLM Cloud (GoSaas), Oracle HCM Cloud (Trinamix) - (a. Benefits b. Recruitment)

Legacy Platform or Competitive Replace

Summary

Founded in 1998, Glaukos Corporation is an ophthalmic medical technology and pharmaceutical company focused on novel therapies for the treatment of glaucoma, corneal disorders, and retinal diseases.

Glaukos selected GoSaaS/Trinamix to provide Managed Services solution for Oracle Cloud Applications

Top Customer Objectives and Challenges

- Need for a unified provider for application support for all Oracle Cloud Applications including Oracle Financial, Supply Chain Planning and Execution, Human Capital Management, PLM Cloud and Oracle Integration Cloud, and Oracle Cloud Infrastructure.

Potential Benefits

- Dedicated support team with prior knowledge of business processes enabled in Oracle Cloud ERP for Glaukos.
- Dedicated team for providing enhancements to the current oracle cloud ERP solution for Glaukos.

Trinamix

www.trinamix.com

Partner Contact:
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Results

- Reduced turnaround time for support tickets and enhancements with higher SLA.

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PARTNER USE CASE
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GLAUKOS®

Revenue
$236.9M USD

Deployment Location
North America (California)

Go Live Date
TBD

Industry
Medical Devices

Products
Core HR ESS/MSS, Benefits, Recruiting, Talent Mgmt - Performance & Goals, Talent review, Compensation, Integrations with ADP, Benefit providers, Sum Total, Hire Right and other current 3rd party systems

Legacy Platform or Competitive Replace

Summary

Founded in 1998, Glaukos Corporation is an ophthalmic medical technology and pharmaceutical company focused on novel therapies for the treatment of glaucoma, corneal disorders, and retinal diseases.

Glaukos selected Trinamix for the implementation of Oracle HCM Cloud Support

Trinamix

www.trinamix.com

Top Customer Objectives and Challenges

- Need for Day-to-day support for application and data entry
- Need for support in recruitment processes
- Need for major restructuring of grades & employee assignments
- Support existing extraction process and reports
- Need for improving Ad-hoc reports development & training
- Support Oracle feed into the “Sum Total” learning system
- Need for Proactive Cloud Release Management
- Need for a Potential assessment
- Improve user experience currently rated below 5 out of 10Need to Educate on upcoming HCM Cloud features

Potential Benefits

- Business process redesign and best practice implementation to improve process efficacy in Oracle HCM cloud.
- Improvement in the efficiency of benefits enrolment processes.
- Change plan configurations to ease benefits enrolment.
- Timely resolution of issues
- Improvement in recruitment and onboarding processes

Partner Contact:
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Results

- Increase in user confidence and adaptability of Oracle HCM cloud system
- Implementation of open enrolment processes ahead of schedule
- Resolve integration and other technical issues resulting in improved user experience
- Real-time analytics across HCM processes – enrolment, recruitment

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PARTNER USE CASE
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GLAUKOS

Revenue
$236.9M

Deployment Location
North America (California)

Go Live Date
June'2022

Industry
Medical Devices

Products
Oracle Fusion Analytics Warehouse

Legacy Platform or Competitive Replace

Summary

Founded in 1998, Glaukos Corporation is an ophthalmic medical technology and pharmaceutical company focused on novel therapies for the treatment of glaucoma, corneal disorders, and retinal diseases.

Glaukos selected Trinamix for implementation of Oracle Fusion Analytics Warehouse integrated with the below Oracle ERP Cloud modules: Financial Analytics: AP/AR/GL/Assets/Employee expense/GL Budget Analysis | Procurement Analytics: Procurement Spend, Purchase agreement, PO, Purchase Receipt, and Requisition | Project Analytics: Project commitment and Project costing

Top Customer Objectives and Challenges

- Customer C-Suite Sales Report was being managed in Excel and went through multiple checks before being shared with Management.
- Need for a single shared data analytics model across all Oracle applications

Potential Benefits

- Created the C-Suite Sales report using semantic model extension, additional data points like - Business Zones, Additional category, and sub-category information incorporated into FAW
- 254 Pre-built KPIs, 35 analyses, and 685 metrics across modules to provide organizations meaningful insights into their data with an option to customize and create other KPIs relevant to organizational needs
- 6 Pre-built decks and KPIs for Profitability & Loss, Receivables, Payables, Procurement, and Balance Sheet and option to create additional 20 customizable decks using the out of box KPIs
- Map-based reports created to provide more meaningful insights into underlying geographical data
- Provided an opportunity for enterprise-level analytics by integration with non-cloud data sources

Trinamix

www.trinamix.com

Partner Contact:
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Results

- Reliable/Prompt C-Suite Sales report
- Gain insight into profitability drivers and analyze historical trends. Leaders can get an understanding of all project costs – including inception to date and Year to date comparisons across any project.
- Leverage machine learning to drive alerts and discover relationships between metrics.
- Drill directly from KPIs into underlying details
- Faster time-to-value with everything pre-built and oracle managed

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GLAUKOS

Revenue
$236.9M USD

Deployment Location
North America (California)

Go Live Date
November 2022

Industry
Medical Devices

Products
Oracle ERP for Financials
Oracle SCM Cloud Modules
Oracle HCM Cloud Modules

Legacy Platform or Competitive Replace

Summary

Founded in 1998, Glaukos Corporation is an ophthalmic medical technology and pharmaceutical company focused on novel therapies for the treatment of glaucoma, corneal disorders, and retinal diseases.

Glaukos selected Trinamix for the implementation of Robotic Process Automation application to person Automated Patch Testing.

Top Customer Objectives and Challenges

- Need to leverage Robotic Process Automation application to perform quarterly patch testing of business processes enabled in Oracle Cloud ERP across Finance, SCM, and HCM modules.
- Need for a robust process and faster turnaround during quarterly patching
- Need for the elimination of manual effort required by the IT staff to perform quarterly patch testing

Potential Benefits

- Identification and creation of 350+ test cases across various Finance, SCM, and HCM modules
- Identification of gaps in the current testing suite and suggestions of test cases to fill those gaps
- Provision of detailed analysis of changes across all Oracle modules due to Quarterly patches and automatically adjust the test scripts to incorporate these changes
- Provision of summary as well as detailed results to stakeholders with screenshots to fulfill the audit requirements
- Identification and notification to users if addition/deletion of fields on specific screens as part of quarterly update
- Automatic test data generation and maintenance
- Permission-based access to defined user groups
- Ease of deployment

Trinamix

www.trinamix.com

Partner Contact:
Vinod Dudeja
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Results

- Zero code-based test scripting platform
- Repository of 1600+ test cases for Oracle Cloud ERP modules developed by Trinamix
- Ability to map business process as-is and create test cases automatically using a repository of 2000+ test scripts
- Reduced testing cycle time from 2.5 weeks to 4 days
- Comprehensive test suite vs. testing critical operations manually
- Reduction in errors caused due to testing fatigue

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PARTNER USE CASE
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Revenue
$236.9 M USD

Deployment Location
North America (California)

Go Live Date
May 2021

Industry
Medical Devices

Products
Oracle Manufacturing Cloud, Oracle Inventory Cloud, Oracle Order Management Cloud, Oracle Procurement Cloud, Oracle Planning Central Cloud, Oracle Product Development Cloud, Oracle Product Information Management Cloud

Legacy Platform or Competitive Replace
Microsoft Great Plains

Summary

Founded in 1998, Glaukos Corporation is an ophthalmic medical technology and pharmaceutical company focused on novel therapies for the treatment of glaucoma, corneal disorders, and retinal diseases.

Glaukos had acquired Avedro, a leading hybrid ophthalmic pharmaceutical and medical technology company focused on treating corneal disease and disorders. Trinamix/GoSaaS team successfully helped merge Avedro business into Glaukos's Oracle cloud instance. Glaukos selected GoSaaS/Trinamix for End-to-End ERP-SCM Cloud implementation.

Top Customer Objectives and Challenges

- Bring Avedro business on Glaukos's single global ERP platform
- Implement harmonized business processes to create synergies between Avedro and Glaukos business units
- Enable US and Global sales through Glaukos's and 3PL distribution on a unified platform
- Set the foundation for future IT system roadmap to bring all business functions on Oracle eco-system

Potential Benefits

- Successfully brought Avedro business from its legacy fragmented systems to a uniform Oracle Cloud ERP, Supply Chain platform
- Designed and implemented life science-specific solution - GoSaaS Inspection Management, GoSaaS Employee Training System (ETS).
- Implemented critical badging solution that validates operator training with manufacturing SOP
- Business process harmonization across Glaukos business units
- GxP validated processes to comply with FDA regulations
- Automation of business processes and regression testing using Trinamix DIA

Trinamix

www.trinamix.com

Partner Contact:
Vinod Dudeja
403-464-1216
Vinod.dudeja@trinamix.com

Results

- Global uniform harmonized system design and business processes
- Process efficiencies by eliminating paper trails and offline communication through the deployment of Oracle features such as electronic signatures and business process manager
- Elimination of redundant activities through the deployment of Trinamix DIA RPA
- State of the art Financial, Supply Chain Planning, Manufacturing, and Product Development system

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zymergen

Revenue
Undisclosed

Deployment Location
California

Go Live Date
Oct 2021

Industry
Biotechnology

Products
Oracle Demand Management Cloud, Oracle Supply Planning Cloud

Legacy Platform or Competitive Replace
NetSuite

Summary

Zymergen is a science and material innovation company rethinking biology and reimagining the world. It researches, develops, and commercializes its materials with a unique technology platform that combines biology, machine learning, and automation. With one of the largest libraries of proprietary genomic data in the world, they are able to find pathways that humans alone simply can't. Zymergen was founded in 2013.

Zymergen selected Trinamix as an implementation partner for Oracle Demand Management and Supply Planning Cloud along with Netsuite integration using Mulesoft.

Top Customer Objectives and Challenges

- Build resilient supply chain planning processes with Life Sciences and Biotechnology industry best practices that would improve customer satisfaction and optimize the cost of ownership
- Move to a cloud-based integrated solution using state of the art applications
- Eliminate manual, inefficient and fragmented processes
- Need for a more responsive supply chain
- Need for improvement in the end to end supply chain visibility

Potential Benefits

- Seamless Integration with Netsuite and Salesforce using Mulesoft
- Establishment of a comprehensive and integrated Demand & Supply Planning processes

Trinamix

www.trinamix.com

Partner Contact:
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Results

- The Demand and Supply Planning system has brought visibility to multiple functions, fostered collaboration and brought certainty in all Supply Chain Planning processes
- Improved forecasting processes
- Support growth through a scalable planning process, system and platforms
- Simplification and digitalization of overall processes
- An optimized system that is aligned with business vision and strategy

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Sangamo THERAPEUTICS

Revenue
$118M

Deployment Location
North America (California)

Go Live Date
TBD

Industry
Biotechnology

Products
Oracle Inventory Management Cloud
Oracle Product Information Management (PIM)
Oracle Manufacturing Cloud (Supply Chain Execution)
Oracle Supply Planning Cloud

Legacy Platform or Competitive Replace

Summary

Sangamo Therapeutics is a genomic medicine company conducting research & development across four distinct but complementary technology platforms – gene therapy, cell therapy, in vivo genome editing, and in vivo genome regulation.

Sangamo Therapeutics selects Trinamix for implementation of Oracle Inventory Management Cloud, Oracle PIM, Oracle Manufacturing Cloud and Oracle Supply Planning Cloud.

Trinamix

www.trinamix.com

Top Customer Objectives and Challenges

- Lack of ability to track inventory across the supply chain
- Need for a solution that is compliant with the Biotechnology industry regulations

Potential Benefits

- Visibility of current inventory levels throughout the supply chain
- Record receipt, movement, and consumption of raw materials throughout the supply chain
- Record quality status and the expiration of inventory
- Validation capable and a solution that is compliant with CFR 21 Part 11.
- Ability to assign lot numbers and cycle count indicators to new inventory.
- Perform inventory movement and kitting with pick lists, etc., and processing of standard inventory transactions such as receipt, transfer, and issuing of materials.
- BOM creation, work orders, production receipt
- Ability to batch load data from paper records
- Setting up Re-Order point for Supply Planning

Partner Contact:
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Results

- Provided centralized inventory visibility
- Integrated SCM and Manufacturing flows
- Improved operational efficiency
- Better service due to better visibility of supply chain

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GUARDANT

Revenue
$214.4 M USD

Deployment Location
North America (Redwood City, CA)

Go Live Date
April 2021

Industry
Biotechnology

Products
Oracle Supply Planning Cloud,
(Partner Solution: Trinamix Allocation Workbench)

Legacy Platform or Competitive Replace

Summary

Guardant Health is a leading precision oncology company dedicated to helping conquer cancer through its proprietary blood tests, vast data sets and advanced analytics.

Guardant Health selected Trinamix for implementation of Oracle Supply Planning Cloud and Trinamix Allocation Workbench. Trinamix Allocation Workbench is a PaaS-based solution delivered on APEX to support Shelf Life across and lot-based allocation. These features are compliant with the Life Sciences/Biotechnology industry regulations.

Top Customer Objectives and Challenges

- Moving from excel based planning to a cloud-based integrated solution using state of the art Oracle applications
- Adopt best practices in the supply chain planning process in order to optimize the cost of ownership and improve customer satisfaction
- Customer had already implemented other SCM and ERP cloud modules

Potential Benefits

- Net Supply and Demand using product structure (BOM) from the ERP system
- Respect minimum remaining shelf life across the BOM and lot-for-lot capabilities enabled by Trinamix Allocation Workbench
- Ability to enter and maintain safety stocks for key reagents
- Ability to use MRP planning process in conjunction with Min-Max planning
- Automatically generate purchase orders and work orders based on supply-demand netting in MRP
- Exception-based planning and execution
- Provide a framework for simulation and perform what-if analysis

Trinamix

www.trinamix.com

Partner Contact:
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Results

- Build a foundation Supply Chain Planning solution that can be scaled further globally
- Latest features of Oracle Planning Cloud being leveraged
- Simplification of overall processes

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Revenue
Undisclosed

Deployment Location
California

Go Live Date
TBD

Industry
Health, Wellness

Products
Oracle Demand Management Cloud, Oracle Supply Planning Cloud

***Partner Solution**:
Trinamix Amazon Solution

Legacy Platform or Competitive Replace

Summary

Instituted in 2003, CC Wellness is a leading manufacturer and innovator of wellness products. With nineteen FDA 510(k) clearances and product profiles spanning cosmetics, OTC products and Class II medical devices. Operating in Valencia, California, all liquid formulations are developed, registered and produced in-house. Consistently achieving top 3 brand positions on Amazon, CC Wellness is recognized for delivering on its promise to produce high-quality products in a socially and environmentally conscious manner.

CC Wellness adopts Trinamix Amazon solution employing Oracle Supply Chain Planning Cloud.

Trinamix Amazon Solution - a process to collaborate and efficiently replenish inventory into channels for a seamless yet accurate inventory availability mechanism, with touchless communication to effectively respond to change in market demand and take inputs from REAL CUSTOMER, incorporating that into Demand Planning Process.

Top Customer Objectives and Challenges

- Existing processes are fragmented and inefficient
- Increased regulatory risk because of substandard documentation and heavy reliance on tribal knowledge

Potential Benefits

- Oracle fusion supply planning and demand planning cloud services
- Supplier portal data & Plan Order execution
- Customer order fulfillment and finished goods inventory planning
- Components planning and purchasing
- Component and FG inventory movement planning
- Planned supplies sourced at suppliers
- Forecast consumption
- Automate Purchase Orders and Work Orders to create a more efficient workflow

Trinamix

www.trinamix.com

Partner Contact:
Amit Sharma
408-507-3583
asharma@trinamix.com

Results

- Demand and Supply Planning system will bring visibility to multiple functions, foster collaboration and bring certainty in all Supply Chain Planning processes
- Enable development, management, connection and automation of all planning systems and processes leading to balanced demand and supply
- Improved productivity among all the teams

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SHIMADZU
Excellence in Science

Revenue
$2.8B USD

Deployment Location
Asia (Kyoto, Japan)

Go Live Date
August 2019

Industry
Life Sciences
Biotechnology

Products
Oracle PC Cloud,
Oracle Demand Management Cloud

Legacy Platform or Competitive Replace

Summary

Shimadzu Corporation is a commercializing cutting-edge technology company that offers superior, world-class analytical and measuring instruments, medical imaging systems, aircraft equipment and industrial machinery for the advancement of human health, the safety and security of society, and industrial processes. Trinamix implemented Oracle PC and Demand Management to provide better forecast accuracy to help Shimadzu improve customer service while reducing costs.

Top Customer Objectives and Challenges

- Improve overall supply chain data accuracy
- Each distributor, factory and person modifies terms and each corresponds to each responsibility
- No mechanism to quickly address demand variability and needed accurate partner response in planning processes

Potential Benefits

- Share the modifying condition/reason between overseas sales and SCJ and correspond to the risk
- Improve end-to-end planning cycle time and planning frequency
- Better statistical baseline forecast helps planners to forecast accurately
- Automated way of deciding initial forecast out of 5 different streams based on Item attributes and geographical location, and raising alerts in case of change in supplies outside +/- 20% limit

Trinamix

www.trinamix.com

Partner Contact:
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asharma@trinamix.com

Results

- Increase end to end visibility
- Elimination of manual spreadsheets to manage demand and supply process.
- measure of performance
- Improvement in Supply chain operation cost with reduced liability.
- Robust, integrated supply chain platform to support scalability, efficiency, and optimization

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PARTNER USE CASE
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10X GENOMICS®

Revenue
USD $145M

Deployment Location
North America (Pleasanton, CA)

Go Live Date
April 2020

Industry
Life Sciences
Bio Medical Device

Products
Oracle Financials Cloud, Oracle Procurement Cloud, Oracle Order Management Cloud, Oracle Manufacturing & Quality Cloud, Oracle Demand and Supply Planning Cloud, Oracle Inventory Cloud, Oracle Integration Cloud, Integration with RevPro

Legacy Platform or Competitive Replace
NetSuite

Summary

10X Genomics Inc. is an American biotechnology company that designs and manufactures technology used for scientific research. 10X Genomics selected Trinamix for an End-to-End ERP and SCM Cloud implementation to achieve scalability through a global rollout and have a single platform that will support 10X Genomics' end-to-end processes.

Top Customer Objectives and Challenges

- Adoption of top-tier, integrated ERP to readily scale the business
- Time consuming rev recognition process, manual approval and disconnected workflows, inefficient system functionalities
- No mobile/handheld scanning in warehouse, no electronic tracking/manufacturing status, and no item creation workflow or data validation process
- Vendor payment processing disconnected from the system, no distinction between direct/in-direct procurement processes
- Cumbersome customer data management process, minimal data integration between disparate systems
- No system control of material quality status and no automated forecasting, planning, and execution

Potential Benefits

- Scalability through a global rollout and a single platform that will support end-to-end processes
- Improved quality of products and customer satisfaction

Trinamix

www.trinamix.com

Partner Contact:
Amit Sharma
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Results

- Integrations with 12+ legacy systems and tools (Salesforce, Concur, Arena, Movianto, Vertax, Blackline)
- Integration with Dell Boomi platform and Netsuite Finance
- One of the first implementations of Revenue Management Cloud Services (RMCS)
- Improved quality of products and satisfaction

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Biogen

Revenue
USD $10.5B

Deployment Location
North America (Cambridge, MA)

Go Live Date
TBD - 2021

Industry
Life Science
Biotechnology

Products
Oracle Supply Planning Cloud

Legacy Platform or Competitive Replace
EBS

Summary

Biogen is a pioneer in Neuroscience. Founded in 1978 as one of the world's first global biotechnology companies, Biogen has led innovative scientific research with the goal over the last decade to defeat devastating neurological diseases. Biogen selects Oracle Supply Planning Cloud Applications as a first step of a long term Cloud adoption roadmap.

Top Customer Objectives and Challenges

- Rough Cut Capacity Planning of Biogen's Drug Substance items that are a critical, high value, long lead time portion of their end to end supply chain
- Replacement of a manual person-dependent process of high-level scheduling for network allocation of demand to its bottleneck resources by automated constrained scheduling capabilities of Oracle Planning tools
- Solve industry-specific challenges - optimal usage of primary & alternate resources in the form of Train, Bio Reactors, Harnessing and Purification to reduce idle time and ensure back-to-back scheduling to avoid wastage

Potential Benefits

- Replacement of offline capacity planning process
- Significant improvements of end-to-end supply chain visibility and systematic offload of resources to alternates
- Implementation of advanced constrained planning functions to plan capacity of bottleneck work centers using Supply Planning
- Simulation of scenarios and reporting the results in a color-coded manner

Trinamix

www.trinamix.com

Partner Contact:
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ckulkarni@trinamix.com

Results

- Implementation of advanced constrained planning functions to plan the capacity of its bottleneck work centers using Supply Planning
- Systematic offload of resources to alternates
- Simulation of scenarios and reporting the results in a color-coded manner

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GRACE BIO-LABS

Revenue
USD $15M

Deployment Location
North America (Bend, OR)

Go Live Date
March 2017

Industry
Life Sciences
Biotechnology

Products
Oracle Inventory, Oracle Procurement, Oracle Manufacturing, Oracle OM & Shipping, Oracle Planning Central

Legacy Platform or Competitive Replace

Summary

Grace Bio-Labs is a global supplier of pharmaceutical, biomedical, and biochemical research products based in Bend, OR.

Trinamix

www.trinamix.com

Top Customer Objectives and Challenges

- Business growth and ability to scale
- Legacy ERP without tight integration to costing and financials
- Lack of integrated material planning capabilities resulting in demand/supply disconnects
- Reactive production and procurement.
- Increasing operations costs

Potential Benefits

- Ability to handle more order volume in time without expedites with same manpower
- Improved order fulfillment accuracy
- Achieved greater automation in manufacturing, shipping and receiving
- Improved product quality and operation efficiency

Partner Contact:
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prantik.chakraborty@trinamix.com

Results

- Master Data (Item/BOM) Library in Oracle
- Integrated SCM and Manufacturing flows
- Real-time margin analysis
- Robust Material Planning
- Improved operational efficiency
- Reduction in production and procurement lead time

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PARTNER USE CASE
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Marrone® Bio Innovations
smartnaturalsolutions.com

Revenue
USD $30M

Deployment Location
North America (Davis, CA)

Go Live Date
April 2017

Industry
Life Science
Biotechnology

Products
ERP Cloud, Manufacturing Cloud, SCM Cloud, Procurement, Order Management, Planning Cloud, PBCS Cloud

Legacy Platform or Competitive Replace

Summary

Trinamix utilized their deep experience of Oracle integrated cloud delivery capability to help Marrone Bio Innovations transition from excel based operation to integrated manufacturing and financial cloud and report accurately to market.

Top Customer Objectives and Challenges

- Needed an integrated, easy-to-use manufacturing solution
- Manage in-house and outsource manufacturing operations on a single, centralized platform
- Ability to fulfil from distributed warehouses customer orders for limited-shelf-life products
- Have a single source of truth for Arp/AP/GL for accurate performance reporting to market

Potential Benefits

- Created new platform for all divisions of the company to share information and reduce error
- Improve operational efficiency, synchronize and consolidate contract manufacturing operation
- Improved manufacturing cycle time through automation
- Operational cost reduction

Trinamix
www.trinamix.com

Partner Contact:
Prantik Chakraborty
925-548-7817
prantik.chakraborty@trinamix.com

Results

- Rapid implementation of SCM and FIN
- Improved order fulfilment accuracy
- Ability to expand the manufacturing capacity several folds within the next five years
- Reduce speed of monthly close and market reporting

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Manufacturing

PARTNER USE CASE | AVERY DENNISON

Avery Dennison is a global materials science and manufacturing company specializing in the design and manufacture of a wide variety of labeling and functional materials.

Competitors:	N/A
ARR:	N/A
Industry:	Packaging and Manufacturing
Selling Motion:	On-Prem to Cloud
Legacy | Competitive Replacement::	SysPro, NetSuite
Account Revenue & Employees:	$8.8B USD /35,000+

Oracle Solutions

- Oracle ERP Cloud (Financials: GL, FA, AP, AR, Cash Mgmt, Exp Mgmt, Intercompany)
- Oracle SCM Cloud (OM, Pricing Data, Raw Material, /FG/WIP, MFG, Inv Mgmt, Quality, Costing, SP)
- PLM (PDH), Procurement (Sourcing, Supplier Management, Supplier Portal, Supplier Data Management)

Top Customer Objectives

- Streamline fragmented systems across entities: Multiple legacy ERPs (SysPro, NetSuite) and CRM systems across Thermopatch locations with inconsistent formats create challenges in unifying business processes and scaling acquisitions.
- Improve visibility across operations: Lack of centralized tracking for service, manufacturing, procurement, and inventory impacts operational planning, fulfillment, and financial oversight.
- Efficiency gains through Standardization, Automation, and Artificial Intelligence (AI): Heavy reliance on manual handling for finance, procurement, and supply chain processes increases inefficiencies and errors.
- Consistency and Enrichment of Master Data and Policies: Diverse approaches to customer, supplier, and inventory data management result in data quality issues and operational gaps.
- Enhanced Analytics and Integration: Current systems lack real-time analytics and seamless integration with boundary systems (e-commerce, payroll, APRO, etc.), hindering agility and decision-making.

Partner Use Case Summary

- Streamlined Business Operations: Rollout of Oracle Fusion ERP across Embelex sites in the USA and Canada, replacing legacy systems (NetSuite and SysPro) to streamline finance, operations, and supply chain processes for enhanced accessibility and scalability.
- Fully Integrated Comprehensive Process: Integration of critical modules including Order to Cash, Finance and Accounting, Procure to Pay, and Plan to Produce, delivering end-to-end process visibility and operational certainty.
- Robust Data Management: Consolidation and transformation of critical transactional and master data.
- Phased Migration Approach: Initial focus on Thermopatch US and Thermopatch Canada entities for phased onboarding, followed by scalable deployment across additional sites.

Results | Benefits

- Standardized Global Operations: Consistent finance, procurement, manufacturing, and inventory processes across all Embelex entities.
- Single Source of Truth: Centralized and cleansed financial, operational, and master data to support accurate reporting, planning, and forecasting.
- Improved Supply Chain and Inventory Efficiency: Unified procurement and inventory strategies to reduce stockouts, minimize excess, and improve vendor collaboration.
- Enhanced Financial and Compliance Controls: Audit-ready processes, segregation of duties, and robust reporting to support governance and regulatory needs.
- Cross-Functional Collaboration: Integrated workflows across sales, service, procurement, manufacturing, and finance to improve coordination and reduce silos.
- Scalable Acquisition Onboarding: Standardized global process template supports rapid integration of new acquisitions, reducing time-to-value.
- Data-Driven Decision-Making: Access to real-time analytics (OTBI, BI Publisher, Redwood updates) enabling proactive management and improved profitability tracking.

Partner Contact:

Partner:	Web Address:	First & Last Name:	Email:	Go-Live Date:	Last Updated Date:
Trinamix	www.trinamix.com	Chetan Kulkarni/ VP	ckulkarni@trinamix.com	TBD	Sept 2025

PARTNER USE CASE | BALLARD

Ballard Power Systems Inc. engages in the design, development, manufacture, sale, and service of proton exchange membrane fuel cell products. The company serves transit bus, rail, critical infrastructure, marine, material handling, stationary power, truck, and automotive markets. The company was founded in 1979.

Competitors:	**N/A**
ARR:	N/A
Industry:	Special Industrial Machinery
Selling Motion:	NA
Legacy | Competitive Replacement::	N/Aa
Account Revenue & Employees:	$104M /Undisclosed

Oracle Solutions

- Fusion Data Intelligence (FDI) - Out-of-the-box KPIs and Analyses for: Human Capital Management (HCM)

Trinamix

Top Customer Objectives

- Need for Enhanced HCM Insights: Desire for real-time, actionable data across HR functions to support strategic decision-making and workforce planning.
- Manual Reporting Challenges: Existing reporting processes were time-consuming, inconsistent across departments, and lacked automation.
- Limited Analytics Capabilities: Absence of integrated dashboards and standardized KPIs hindered visibility into workforce performance and HR metrics.
- Scalability and Integration Needs: Requirement to integrate external data sources and scale analytics across business units to support future growth and evolving reporting needs.

Why Oracle?

- Oracle Fusion Data Intelligence offers hundreds of out-of-the-box KPIs, dashboards, and subject areas across HCM, enabling rapid deployment and immediate value without extensive customization.
- Supports enterprise-grade security, seamless integration with external data sources, and the flexibility to grow with evolving business needs.

Partner Use Case Summary

- Enablement of ~75 pre-built KPIs and ~40 dashboard analyses across HCM modules: Delivered meaningful insights into workforce data with the flexibility to customize and extend KPIs based on organizational needs.
- Implementation of a unified analytics platform across HR functions: Integrated data from multiple HCM modules to eliminate silos and ensure consistent reporting and analysis.
- Acceleration of time-to-insight through preconfigured dashboards and metrics: Reduced dependency on manual reporting and enabled faster access to strategic HR data.
- Embedding of Oracle best practices into analytics design: Leveraged industry-standard KPIs and dashboards to support benchmarking and strategic decision-making.
- Provision of a scalable and extensible architecture : Supported future growth, integration with external data sources, and development of custom reports tailored to evolving business needs.
- Empowerment of HR teams with role-based access and self-service analytics: Enabled business users to explore data independently through intuitive dashboards and secure access controls.
- Deployment using prebuilt data pipelines and subject areas within Oracle Cloud : Ensured rapid implementation and seamless connectivity with existing Oracle Cloud applications.

Results | Benefits

- Improved visibility into workforce performance and HR operations: Enabled data-driven decision-making through real-time access to standardized KPIs and dashboards.
- Reduction in manual reporting efforts and increased efficiency: Streamlined analytics processes with prebuilt metrics, minimizing reliance on ad hoc reporting.
- Enhanced strategic planning and forecasting capabilities: Provided deeper insights into talent trends, workforce composition, and engagement metrics.
- Empowerment of HR teams through self-service analytics: Facilitated faster access to relevant data with role-based dashboards and intuitive interfaces.
- Scalable analytics foundation for future growth: Supported integration with external data sources and expansion into additional reporting areas.

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PARTNER USE CASE | WATLOW

Watlow is a global industrial technology company that uses its world-class engineering expertise, advanced thermal systems, and manufacturing excellence to provide a wide array of temperature control, power control, heater technologies, and temperature sensing platforms.

Competitors:	**N/A**
ARR:	N/A
Industry:	Industrial Machinery Manufacturing
Selling Motion:	NA
Legacy | Competitive Replacement::	MACPAC, SDW, Oracle Fusion Cloud ERP
Account Revenue & Employees:	Undisclosed / 4000+

Oracle Solutions

- Oracle DM

Top Customer Objectives

- Fragmented Demand Planning Across Sites: Multiple ERP systems and inconsistent data formats across locations.
- Limited Forecasting for Configured SKUs: Lack of visibility into sub-assembly demand history.
- Manual and Disconnected Planning Processes: Heavy reliance on manual data prep and segmentation.
- Inconsistent Inventory Replenishment Policies: Varying approaches (Reorder Point vs Min-Max) across sites lead to inefficiencies in inventory management.
- Absence of standardized product, customer, and location hierarchies' limits aggregation and disaggregation capabilities.
- Existing systems do not support statistical, ML-based, or Bayesian forecasting models.

Partner Use Case Summary

- Forecasting for Configured and Non-Configured SKUs: Demand history analysis and segmentation to identify forecastable sub-assemblies and SKUs.
- Hierarchy Setup and Cleanup: Establishment and validation of product, customer, and location hierarchies for planning aggregation.
- Integration Across Systems: Merging shipment and booking history from MACPAC, Oracle Fusion Cloud, and Sales Data Warehouse into a unified dataset.
- Advanced Forecasting Configuration: Implementation of statistical modeling, multi-tier forecasting, and machine learning-based engines.
- Exception Management and Collaboration Tools: Setup of exception handling workflows and supplier collaboration portal with analytics.
- Scenario-Based Planning Models: Configuration of supply planning models to evaluate business impact across cost and margin metrics.

Results | Benefits

- Unified Demand Planning Across Sites: Enables consistent forecasting and planning across locations.
- Improved Forecast Accuracy for Complex Products: Supports forecasting at sub-assembly levels, improving planning for configured SKUs.
- Streamlined Data Management: Consolidates and cleans historical data from multiple systems for reliable demand planning.
- Enhanced Inventory Efficiency: Standardized replenishment policies and forecasting to reduce excess inventory and stockouts.
- Greater Planning Agility and Responsiveness: Advanced forecasting and scenario modeling improve adaptability to market and operational changes.
- Improved Collaboration and Visibility: Supplier portals and integrated layouts enhance transparency and coordination across teams.

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PARTNER USE CASE | SONOCO

Founded in 1899, Sonoco is a global leader in value-added, sustainable metal and fiber consumer and industrial packaging. The Company is now a multi-billion-dollar enterprise with approximately 28,000 employees working in 315 operations in 40 countries, serving some of the world's best-known brands. Sonoco builds and processes paper pulp and recyclable paper and manufactures downstream paper stream products.

Competitors:	Logility
ARR:	N/A
Industry:	Packaging & Containers Manufacturing
Selling Motion:	Net New
Legacy | Competitive Replacement::	EBS, Optivision, ASCP, Logility
Account Revenue & Employees:	$5.3B USD /28000

Oracle Solutions

- Oracle SCM Cloud (Demand Management, Supply Planning, Sales & Operations Planning, GOP, Backlog Mgmt)

Trinamix AI-Driven Industry Solutions

- SNO, MEIO, Campaign Planning

Top Customer Objectives

- High Supply Chain Costs: Lack of freight optimization, poor mill/CPP utilization, and unreliable paper supply drive up total costs.
- Disconnected Planning Processes: Sales, supply, inventory, and delivery aren't integrated; Paper and CPP NA plan separately, causing misalignment.
- Limited Supply Chain Visibility: Gaps in visibility hinder decision-making, risk management, and performance tracking.
- Low Flexibility and Risk Readiness: Existing systems can't handle disruptions or proactively identify risks.
- Unoptimized Inventory & Scheduling: No network-level planning leads to excess stock, shortages, and inefficiencies.
- Inefficient Freight & Logistics: Freight planning isn't aligned with production or inventory, increasing costs.
- Lack of Strategic Planning Tools: Missing "what-if" analysis and long-term capacity planning limit strategy development.
- Inconsistent Service Levels: Misaligned internal and external service levels impact cost and customer satisfaction.

Why Oracle?

- Sonoco selected Oracle due to the fulfillment of their requirements through the extensive and advanced functionality offered by Oracle SCM cloud.

Partner Use Case Summary

- Supply-Demand Alignment: Integrated planning aligns pulp output with forecasts, reducing waste and bottlenecks.
- Cost Efficiency: Joint planning optimizes inventory, lowers working capital, and avoids rush sourcing costs.
- Smarter Capacity Planning: Unified forecasting supports well-timed investments and expansion decisions.
- Faster Lead Times: Shared schedules and demand signals speed up planning and delivery cycles.
- Sustainability Gains: Balanced inputs and outputs improve material efficiency and reduce waste.
- Improved Market Agility: Cross-division visibility boosts responsiveness to demand shifts and disruptions.
- Data-Driven Planning: Integrated platforms enable predictive analytics and scenario modeling.

Results | Benefits

- Stronger Alignment Across Business Units: Improved coordination between the pulp and downstream divisions will enable more cohesive planning and execution.
- Reduced Planning Effort and Complexity: Automation of manual tasks streamlines planning activities, freeing up resources for strategic decision-making.
- Faster Planning Cycles: Shortened end-to-end planning timelines enhance responsiveness and agility in a dynamic market environment.
- Improved Demand Stability: Better visibility into downstream demand will lead to reduced variability in pulp production planning.
- More Realistic and Executable Plans: Constraint modeling ensures that plans are grounded in actual operational capabilities, improving feasibility.
- Greater Accuracy in Customer Commitments: Integrated planning supports more reliable order promising, enhancing customer trust and satisfaction.
- Improved Service Levels and Inventory Efficiency: Better alignment of supply and demand will lead to higher OTIF performance and optimized inventory levels.

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PARTNER USE CASE | TRINITY INDUSTRIES

TRINITY INDUSTRIES, INC.

Trinity Industries is North America's premier provider of railcar products and services. The company's rail-related products and services are marketed under the trade name TrinityRail. The TrinityRail platform plays an important role in the North American supply chain by facilitating the transportation of bulk commodities and goods by rail.

Competitors:	**Kinaxis**
ARR:	N/A
Industry:	Industrial Manufacturing
Selling Motion:	N/A
Legacy | Competitive Replacement::	BPCS 4.05, BPCS 4.X
Account Revenue & Employees:	$3.1B USD/6000

Oracle Solutions

- Oracle SCM (SP, Procurement, Inv Mgmt, Costing)

Trinamix

Top Customer Objectives

- Need to standardize business processes across procurement, inventory, and costing to ensure consistency and control across the enterprise.
- Need to improve operational efficiency and effectiveness through streamlined workflows and reduced manual intervention.
- Need for a scalable enterprise-wide platform that can support future growth and evolving business needs.
- Need to enhance cross-functional collaboration and system user alignment to support seamless business workflows across the organization.
- Need to address compliance and information security requirements by embedding these into the system design and implementation approach.

Why Oracle

- Comprehensive, cloud-based supply chain capabilities that support end-to-end visibility, operational efficiency, and scalability.
- Seamless integration across enterprise systems, enabling standardized processes and improved collaboration between business units.

Partner Use Case Summary

- Migration of TRMO business unit from legacy BPCS 4.05 system to Oracle Procurement Cloud, Inventory Management, and Supply Planning (MRP) modules.
- Development of integrations between Oracle Cloud and external systems including Kaleris RX, Infor LX, Databricks, and FlowTrac.
- Process optimization and enhanced collaboration between Corporate and TRMO for purchasing and inventory operations.
- Introduction of FlowTrac scanning capabilities and hardware to streamline material handling and inventory transactions.
- Creation and management of master data (e.g., Item Master, facility items) to support accurate planning and reporting.
- Increased utilization of P&C for centralized MRP, purchasing, and inventory management functions.

Results | Benefits

- Standardization of business processes across procurement, costing, and inventory functions.
- Improvement in material handling efficiency through FlowTrac scanning and real-time inventory updates.
- Increased inventory transaction accuracy through automated scanning and real-time system updates.
- Improvement in efficiency and operational effectiveness through automation and streamlined workflows.
- Implementation of an enterprise-wide, scalable platform to support growth and future process needs.
- Enhancement in collaboration and workflow visibility across departments and system users.

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PARTNER USE CASE | SCGP

SCGP is a leading multinational consumer packaging solutions provider. The company provides products including fiber-based packaging, performance and polymer packaging (PPP), and food service products. It also provides designing and printing services and other diverse solutions to meet customers' demands.

Competitors:	SAP
ARR:	N/A
Industry:	Packaging and Containers
Selling Motion:	N/A
Legacy | Competitive Replacement::	SAP
Account Revenue & Employees:	$3.94M USD/Undisclosed

Oracle Solutions

- Oracle SCM Cloud (DM,SP)
- Oracle EPM

Trinamix

Top Customer Objectives	Partner Use Case Summary	Results | Benefits
• Need to drive lean processes and enhance the efficiency of enterprise management and planning. • Need for enhanced visibility and analysis to enable data-driven decision-making and identify improvement opportunities at all business levels. • Need to ensure high-quality, reliable data as a single source of truth to drive consistent and accurate decision-making. • Need to standardize business planning processes by aligning data, workflows, and information flow to enhance planning effectiveness.	• Centralization and standardization of data management to eliminate reliance on multiple formats like Excel and PowerPoint. • Streamlining of workflow execution by aligning processes with deadlines, ensuring consistency across value chain activities, including weekly and monthly planning cycles. • Automation of data transformation and visualization to replace manual efforts, improving accessibility and clarity of insights. • Enhancement of analytical capabilities with real-time, on-demand reporting, reducing the time spent on manual analysis and enabling more collaborative decision-making. • Centralization of communication and version control to replace email-based data sharing, reducing revisions and ensuring alignment on approved data sets. • Improvement of data accuracy and timeliness through automated integration, minimizing human errors and ensuring consistency across weekly and monthly processes.	• Ability to enhance agility and scalability to support evolving business requirements. • Improvement in efficiency and effectiveness of performance management and planning through integrated platform, process, data, and people solutions. • Improvement in financial benefits driven by platform-based solutions. • Capability for power and admin users to drive and sustain platform solutions. • Documented framework and structured approach for design, development, implementation, and sustainability phases.

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PARTNER USE CASE | BALLARD

Trinamix

Ballard Power Systems Inc. engages in the design, development, manufacture, sale, and service of proton exchange membrane fuel cell products. The company serves transit bus, rail, critical infrastructure, marine, material handling, stationary power, truck, and automotive markets. The company was founded in 1979.

Competitors:	**N/A**
ARR:	N/A
Industry:	Special Industrial Machinery
Selling Motion:	NA
Legacy | Competitive Replacement::	Microsoft Dynamics AX 2009
Account Revenue & Employees:	$104M /Undisclosed

Oracle Solutions

- ◯ Oracle ERP Cloud (Financials, EPM)
- ◯ Oracle SCM (SCE, Procurement, Product Management, Supply Planning, Order Management)
- ◯ Oracle HCM Cloud

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Implement (on-board) Denmark business unit (BPSE) on existing Oracle Cloud ERP applications and services. • Need to align current business processes globally • Need to develop a template for future implementations • Sunset legacy Microsoft Dynamics AX at BPSE	• A single platform for all Ballard entities. • Improved security compliance. • Ease of financial reporting across all business entities	• Migration of the Ballard Denmark organization from Microsoft Dynamics to Oracle Fusion. • Implementation of a unified supply plan to plan supplies at the Denmark and Canada facilities. The supply plan will suggest making, buying, or transferring the sourcing configuration. • Intercompany goods movement is subject to the workflows based on approved internal requisitions in Ballard Denmark.	• Efficiency through process and systems standardization and consolidation (centralizing processes and systems, financial shared services, etc.) • Regulatory (including GDPR), SOX, and IT security compliance; simplified auditing; traceability. • Data-driven analytics: near-real-time global reporting, better data visibility. • Both business facilities (Denmark and Canada) on the same system offer real-time transactions without latency or potential leakages involved in interfaces. • A single source of truth for ERP and supply chain data leads to improved operational efficiency.

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PARTNER USE CASE | BALLARD

Ballard Power Systems Inc. engages in the design, development, manufacture, sale, and service of proton exchange membrane fuel cell products. The company serves transit bus, rail, critical infrastructure, marine, material handling, stationary power, truck, and automotive markets. The company was founded in 1979.

Competitors:	Workday
ARR:	N/A
Industry:	Special Industrial Machinery
Selling Motion:	N/A
Legacy | Competitive Replacement::	N/A
Account Revenue & Employees:	$104 Mn / Undisclosed

Oracle Solutions

- Oracle HCM Cloud (Core HR, Compensation, Absence Management, Payroll Integration, Time and Labor, Expense Management, Benefits, Workforce Modelling

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Re implement existing HCM modules to move from Old HCM License SKU to New HCM License SKU • Enhance the efficiency of the current HCM process by automating the manual processes • Fully implement the partially implemented modules • Implement the modules that are not implemented but are licensed • Rollout for Europe. • Standardize the processes across the legal entities.	• Ballard selected Oracle due to the fulfillment of their requirements through the extensive and advanced functionality offered by Oracle HCM.	• New solution will offer more effective modules usage • Enhance user experience in HCM modules • Efficient usage of all licensed modules • Smoother HCM processes • Better and effective usage of position hierarchy feature of Oracle HCM	• End-to-end HCM visibility and elimination of manual data entry. • Smoother onboarding process. • Automation of HCM processes. • Automation of workflow approval: no more paper or email approval management. • Effective workforce management that helps in cost reduction. • Reduction of human errors in the HCM process. • Going digital and eliminating manual processes in Europe. • Single employee database for Canada and Europe.

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PARTNER USE CASE | GE APPLIANCES

GE APPLIANCES a Haier company

GE Appliances is the fastest-growing appliance company in the U.S. Since 1907. GE Appliances sells appliances under the Monogram®, Café™, GE Profile™, GE®, Haier, and Hotpoint brands. Their products include refrigerators, freezers, cooking products, dishwashers, washers, dryers, air conditioners, small appliances, water filtration systems, water heaters, and RV-ready products.

Competitors:	**Kinnaxis**
ARR:	N/A
Industry:	Appliance Manufacturing
Selling Motion:	NA
Legacy | Competitive Replacement::	EBS, Demantra
Account Revenue & Employees:	NA

Oracle Solutions

- Oracle SCM Cloud (Demand Management, Sales & Operations Planning Cloud)

Trinamix

Top Customer Objectives

- Implement a demand management and S&OP Cloud process for finished goods functions that precisely meet the present and future needs of GE's Appliances business (HAIER US APPLIANCES) and that will enable and support a transformed Supply Chain practice based upon optimized processes, organizational design, and KPIs.
- Requires fully integrated demand and supply processes, the right supply & demand balance, and a structured planning process on a common planning platform for their FG business that integrates with legacy Oracle EBS.
- Need capability for conducting supply and demand reviews.
- Transition from demantra on-premise to Oracle cloud with as-is business processes.
- Ability to perform recasting between customer and organization mapping.
- Enhance data quality management, forecasting accuracy, supply-demand alignment and ensure seamless collaboration across teams.
- Attain current forecast accuracy and strive to improve forecast accuracy for finished goods forecast by at least more than 10% while migrating to new demand cloud platform.

Partner Use Case Summary

- Aggregation of plan configuration at customer dimension to reduce the plan size.
- Implementation of the history recasting process between customer and organization mapping.
- Extension of mass NPI process for many-to-one (Combination) scenarios to fulfill the business requirements.
- Sustained improvement in forecast accuracy using segmentation based on sales patterns.
- Fully automated integration with multiple target systems with different consensus forecasts.
- Ability to view S&OP plans & scenarios at various levels of aggregation of products, customer hierarchies, and manufacturing locations. Production plan calculation based on fixed line rate irrespective of unconstrained forecast to utilize the resources.
- Business-specific logic applied to sourced and in-house manufactured finished goods.
- Ability to view fields for S&OP and scenarios including unconstrained forecast, lead time constraints, purchase orders, planned purchase/production plan, internal transfer recommendations, safety stock, and beginning/ending inventory based on plans.
- Visibility of the constrained forecast and production plan in demand plan to review parallel to live forecast and override at item level as and when needed.
- Implementation of LMFOP lag processes for weekly/monthly archives and copy data between DM and S&OP plan.

Results | Benefits

- Improvement in forecast accuracy by 18% (28% to 46%) & bias by 22% (-25% to 3%), based on historical data by mapping multiple analysis sets & segmentation for different forecasting profiles.
- Incorporation of short-horizon causal factors to improve short-term planning.
- Ability to perform recasting exercises with no downtime.
- Automation of constrained forecast calculation. Mass data extraction in a minimal timeframe.
- Strengthen cross-functional collaboration between sales and operations teams, ensuring updates are synchronized across ASCP and IO.
- Projection estimates of Built-in inventory value($) by week.
- Enabled planners to master and apply advanced configurations independently through in-depth training.

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PARTNER USE CASE | WATLOW

Watlow is a global industrial technology company that uses its world-class engineering expertise, advanced thermal systems, and manufacturing excellence to provide a wide array of temperature control, power control, heater technologies, and temperature sensing platforms.

Competitors:	**N/A**
ARR:	N/A
Industry:	Industrial Machinery Manufacturing
Selling Motion:	NA
Legacy | Competitive Replacement::	MACPAC
Account Revenue & Employees:	Undisclosed / 4000+

Oracle Solutions

- ◯ Oracle SCP
- ◯ Oracle Integration Cloud

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Establish common supply planning business processes and best practices across the US manufacturing facilities. • Enable supply planning business processes in Oracle Supply Planning Cloud by leveraging all the features available in the application. • Review and improve key master data inputs required for effective supply planning business processes: Manufacturing lead times, Procurement lead times • Planning order quantities and order modifiers • Review and improve the process for extracting master data & transaction data from MACPAC to Oracle Supply Planning cloud. • Identify change management areas within the overall supply chain planning function.	• .	• Support additional configurations for the Oracle Supply Planning Cloud Module to align with customer-approved business processes. • Rollout Business Processes in the Plants by onboarding customer users onto the configured Oracle modules and providing necessary training and support on new business processes as executed using the Oracle modules. • Assess, document, and provide recommendations towards master data setup in the Legacy ERP system to match actual lead times with the lead times setup in the Legacy ERP. • Assess, document, and provide recommendations towards master data cleaning and updates in the integration layer between the Legacy ERP System and Oracle Supply Planning Cloud.	• Improved analysis capabilities lead to a better understanding of the plan. • Improved service levels to meet customer demand. • Standardized process of supply chain planning across multiple lines of business.

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PARTNER USE CASE | QSC

QSC is a globally recognized leader in the design, engineering, and manufacturing of award-winning solutions and services. QSC includes two business divisions: Q-SYS and QSC Pro Audio.

Competitors:	**N/A**
ARR:	N/A
Industry:	Electronics & Appliances Manufacturing
Selling Motion:	N/A
Legacy | Competitive Replacement::	Oracle E-Business Suite
Account Revenue & Employees:	Undisclosed/Undisclosed

Oracle Solutions

- Oracle EPM (Enterprise Planning and Budgeting Cloud Service, Financial Consolidation and Close Service)

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Legacy systems and business processes are not able to scale its business growth • Manual and time-consuming revenue recognition process • Limited capability of financial planning and budgeting	• Ease of financial reporting across all business entities	• Help management make quick decisions with the provision of up-to-date financial reports. • A shift from the manual system process involved in day-to-day transactions. • A seamlessly integrated environment that provides real-time information and flexibility to generate ad-hoc reports without manual intervention. • Robust, integrated platform to support scalability, efficiency, and optimization. • Achieved greater automation in tracking variances, i.e. budget vs. actuals.	• Increase transactional and financial accuracy. • Elimination of manual work and faster revenue recognition with accurate reconciliations. • Automation in reporting to management for line-of-business-based performance and profitability contribution.

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PARTNER USE CASE | WESTERN DIGITAL

Western Digital creates data storage solutions that power today's technology and inspire tomorrow's innovations. They have long been at the forefront of game-changing innovations. From the invention of the first hard drive to recent advancements in 3D NAND, they continue to inspire those who dare to think big.

Competitors:	**NA**
ARR:	NA
Industry:	Computer Hardware Manufacturing
Selling Motion:	NA
Legacy | Competitive Replacement::	Legacy SAP ECC and Cloud ERP
Account Revenue & Employees:	$12.3B USD/53,000

Oracle Solutions

- Order Management Cloud, Pricing Management, GOP, PDH, GTM, OTM
- Backlog Management, Inventory Management, Shipping Execution
- Trinamix Solution (Trinamix EDI Connect)

Top Customer Objectives

- Increasing transportation costs from excessive expedites and ad-hoc carrier selection.
- Challenges with trade compliance with increasing complexity of multi-country fulfillment.
- Significant manual tasks in the order-to-fulfillment process and low data accuracy impact execution speed.
- Order-promising accuracy is not improving due to convoluted processes across multiple platforms.
- Current processes are not scalable, from demand to fulfillment .Revenue recognition is being impacting significantly.
- Increasing COGS due to manual backlog management and lack of proper backlog prioritization and accuracy.
- Business disruption risk due to spinoff of SAP platform of another WD business unit with which HDD unit shared fulfillment operation.

Why Oracle?

- Oracle Cloud offers seamless integration across fulfillment solutions, including OTM, GTM, GOP, and BLM functions, providing a more unified approach compared to SAP.

Partner Use Case Summary

- Streamline the demand-to-delivery process using standard capabilities across Global Order Promising (GOP), Backlog Management, Oracle Transportation Management (OTM), and Global Trade Management (GTM).
- Remove dependency on the Flash SpinCo SAP environment.
- Move all EDI processes currently running in the SAP system into Oracle Cloud, streamlining them using EDI Connect.
- Reduce multiple integration points across cloud and on-premise systems, thereby minimizing data inaccuracies across systems.
- Align with the cloud-first philosophy by migrating all processes from on-premise systems to the cloud.

Results | Benefits

- Strengthen compliance around global material movement and reduce compliance-related risks.
- Reduce overall transportation costs and cost of goods sold (COGS).
- Improve delivery performance for backlog orders.
- Enhance overall order promising accuracy.
- Increase real-time visibility and tracking of shipped orders.
- Elevate the customer service experience.
- Significantly reduce manual activities and touchpoints in the order-to-delivery process.

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PARTNER USE CASE | Knowles Corporation

Trinamix

Knowles is a market leader and global provider of advanced micro-acoustic microphones and speakers, audio processing, and precision device solutions, serving the consumer electronics, communications, medtech, defense, electric vehicle, and industrial markets.

Competitors:	**Kinaxis**
ARR:	N/A
Industry:	Electronics Manufacturing
Selling Motion:	N/A
Legacy | Competitive Replacement::	Oracle Demantra Demand Planning
Account Revenue & Employees:	$215M USD/10,000+

Oracle Solutions

- Oracle Demand Management Cloud

Top Customer Objectives	Why Oracle	Partner Use Case Summary	Results | Benefits
• High support costs of the legacy system. • Need for adaptable forecast models for New Product Introduction (NPI) to meet changing business requirements. • Limited legacy functionality in creating and managing new product hierarchies. • Absence of Plan-Over-Plan Comparison (What-If Analysis) for the legacy system. • Prospective cloud solutions across both SCM and ERP. • Future interest in the Oracle Demand Management roadmap regarding automated tuning via suggestions to forecast parameters.	• Leveraged existing Oracle solutions throughout the enterprise. • Adopted an integrated platform approach, avoiding standalone, bolt-on solutions.	• Introduction of NPI processes to better manage market updates, cannibalization of similar/like products, and end-of-life products. • Provide what-if analysis planning for plan-over-plan views. • Initial transition to the cloud started with replacing ASCP with Supply Planning, adding S&OP, and eventually moving ERP systems to the cloud.	• Enhance business operations and visibility. • Reduce inventory levels for higher available working capital.

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PARTNER USE CASE | DMF LIGHTING

DMF designs and builds LED downlighting that sets the bar for flexibility, performance, and quality. DMF LED lights produce accurate color rendering, smooth dimming, and have low power consumption. With exceptional aesthetics and modular design, DMF lights adapt easily to a future room redesign.

Competitors:	Several local service providers
ARR:	N/A
Industry:	Electronics Manufacturing
Selling Motion:	N/A
Legacy | Competitive Replacement::	N/A
Account Revenue & Employees:	Undisclosed/Undisclosed

Oracle Solutions
◯ Oracle SCP, SCE, Order Mgmt, GOP, Procurement, WMS
◯ Oracle ERP

Trinamix

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Need for a unified provider for application support for all Oracle cloud applications, including Oracle ERP, supply chain planning and execution, and warehouse management. • Need to optimize manufacturing processes and enhance efficiency to support rapid business growth. • Need for accurate forecasts to drive the planning process. • Need for supply planning to ensure the balance between service levels and inventory. • Need for production bug fixes, quarterly updates (regression testing), user management, and release management.	• DMF lighting selected Oracle due to the fulfillment of their requirements through the extensive and advanced functionality offered by Oracle Cloud.	• In-depth analysis of the current Oracle Cloud ERP system, evaluating existing configurations, integrations, and any customizations. • Modification of existing features, addition of new functionalities and integration with third-party applications ensuring the system remains aligned with business strategies. • Creation of custom reports to support strategic decision-making, helping to gain actionable insights from data.	• Streamlining current processes to drive efficient processes and improve service levels in a rapid growth environment. • Reduced turnaround time for support tickets and enhancements with higher SLA.

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PARTNER USE CASE
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GE APPLIANCES

Revenue
Undisclosed

Deployment Location
North America

Go Live Date
TBD

Industry
Manufacturing

Products
Oracle Demand Management Cloud
Oracle Demand Collaboration Cloud
Oracle S&OP Cloud
Oracle Replenishment Planning Cloud

Legacy Platform or Competitive Replace
EBS, ASCP

Summary

GE Appliances is the fastest-growing appliance company in the U.S. Since 1907, the company has built innovative, quality products that are trusted in half of all U.S. homes. GE Appliances sells appliances under the Monogram®, Café™, GE Profile™, GE®, Haier, and Hotpoint brands. Their products include refrigerators, freezers, cooking products, dishwashers, washers, dryers, air conditioners, small appliances, water filtration systems, water heaters, and RV-ready products.

GE Appliances embarked on a Digital Demand Transformation Journey with Oracle Cloud, powered by Trinamix

Top Customer Objectives and Challenges

- Achieve alignment between the financial and operating plans.
- Common understanding of volume and value for demand.
- Need better alignment with customer forecast.
- Unified process between parts and manufacturing forecasting.
- Ability to drive specific forecasting needs for demand sub-segments.
- Use of AI/ML technologies to improve forecast accuracy.
- Ability to run simulations and consider high-level warehouse and production constraints to derive consensus forecast.

Potential Benefits

- Statistical forecast generation for current and future revision items by aggregating historical demand from prior revisions.
- Computation of demand-driven replenishments considering policy parameters and order modifiers.
- Seamless integration of parts and finished goods demand management on a unified platform.
- Implementation of strategic business segment demand forecasting and simulation modeling.
- Efficient integration of reporting and monetization for enhanced decision-making.
- Implementation of strategic supply chain segmentation and policy for efficient operations.
- Enablement of collaborative customer planning to foster strong partnerships.
- Streamlining forecasting precision through ML/AI-powered advanced forecasting techniques.
- Enhancement of demand sensing accuracy by integration of key drivers.

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Results

- Implementation of forecast accuracy to reduce parts inventory in the supply chain.
- Better positioning and velocity of appliances in the warehouse and Distribution Centers.
- Improvement in customer fulfillment rate and OTIF.
- Positive bottom line impact driven by enhanced demand-supply balance.

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PARTNER USE CASE

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Revenue
$95.21B USD

Deployment Location
Hungary

Go Live Date
July 2023

Industry
Energy
Industrial Manufacturing

Products
Oracle Supply Planning Cloud (Constrained)

Legacy Platform or Competitive Replace
EBS On-Prem

Summary

General Electric Power is a world leader in power generation with deep domain expertise that helps customers deliver electricity. GE adopts Oracle's Supply Chain Cloud to unify and streamline Sales & Operations Planning across new Unit Manufacturing and Parts Businesses on top of SAP ECC and Oracle EBS ERP to improve their bottom line.
GE has previously implemented the Global Sales and Operations Execution (S&OE) process across multiple locations and factories. In the current wave of adoption, Factory based planning processes are being implemented in the cloud. The goal is to come up with realistic factory production and shipment targets which in turn feeds into the global S&OE process.

Top Customer Objectives and Challenges

- No view of capacity and lead time constraints due to which the production schedule is derived based on Excel planning.
- Lack of visibility into the alignment of sales orders with the production schedule hinders the ability to derive realistic expected fulfillment dates.
- The supply plan currently lacks the capability to provide realistic production and procurement date recommendations, as it does not consider the lead time of materials.
- Inaccurate shipping dates for Sales Orders and Production not aligned based on Sales Orders and available capacity.

Potential Benefits

- Implemented lead time and capacity-constrained (bottleneck resource) plan to align production and shipping.

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Results

- Realistic production and shipment recommendation from constraint plan based on material lead time and capacity (bottleneck) constraints.
- Easy management of parts segmentation based on planner roles for review and faster analysis.
- Intuitive, critical, and informed decision-making by planners based on key exceptions.
- Reduced maintenance of multiple Excel spreadsheets and offline calculations as all capacity planning data is within the supply planning cloud.
- Ability to arrive at accurate decisions based on multiple scenario simulations and derivation of the best production schedule.

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PARTNER USE CASE
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Global Materials Science & Manufacturing Company

Revenue
$8.4B USD

Deployment Location
Malaysia, Smartrac

Go Live Date
May 2023

Industry
Packaging and Manufacturing

Products
Oracle Supply Planning Cloud
Oracle Production Scheduling

Legacy Platform or Competitive Replace
SAP

Summary

The customer is a global materials science and manufacturing company specializing in the design and manufacture of a wide variety of labeling and functional materials. The company's products, which are used in nearly every major industry, include pressure-sensitive materials for labels and graphic applications; tapes and other bonding solutions for industrial, medical, and retail applications; tags, labels, and embellishments for apparel; and radio-frequency identification (RFID) solutions serving retail apparel and other markets.

Top Customer Objectives and Challenges

- Excel-based scheduling to system-based automation.
- Resource mapping to eligible product intelligence.
- Alternate resource selection to improve the throughput.
- Changeover reduction using item attribute similarities.
- Work order releases to shop floor by planners.

Potential Benefits

- Reduced changeover times.
- Reduced manual schedule preparation on a daily basis in Excel.
- Implemented advanced schedule solution to find alternates.
- Enabled pre-build and level loading.
- Identified late work orders and manual overrides.
- Implemented mass updates for quicker overrides.

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Results

- Improved scheduling accuracy.
- Supported sustained growth through a scalable planning process, system, and platforms.
- Eliminated dependencies on a disconnected suite of MS Excel spreadsheets requiring manual data collection, input, and analyses.
- Paved the way for other product lines and locations to follow the same template for the production scheduling process.
- Initiated the first step in the journey toward overall inventory reduction and operational efficiency.

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PARTNER USE CASE
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BALLARD®

Revenue
$104M

Deployment Location
Canada (Vancouver)

Go Live Date
June 2022

Industry
Specialty Industrial Machinery

Products
Oracle Supply Planning Cloud

Legacy Platform or Competitive Replace

Summary

Ballard Power Systems Inc. engages in the design, development, manufacture, sale, and service of proton exchange membrane fuel cell products. The company serves transit bus, rail, critical infrastructure, marine, material handling, stationary power, truck, and automotive markets. The company was founded in 1979

Ballard selected Trinamix for implementation of Oracle Supply Planning Cloud and Production Scheduling.

Top Customer Objectives and Challenges

- Need to replace offline capacity planning process
- Limited visibility in the end-to-end supply chain & inefficient coordination between different departments
- Need to reduce production & procurement lead time and planning process cycle time

Potential Benefits

- Allow the planners to model the constraints of the production process within the system to produce an executable plan in a more efficient manner
- Provision of additional decision support to planners with advanced simulation capabilities
- Enablement of optimized resources utilization through improved supply visibility analysis capabilities
- Implementation of constrained planning features and finite scheduling to meet Ballard's business requirements

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Results

- Improvement in planning agility and response time due to eliminated reliance on manual workarounds.
- Significant improvements in end-to-end supply chain visibility and systematic offload of resources to alternate
- Increase in Supply Chain Planning process efficiency
- Provision of reliable and accurate promise dates and delivery schedules to customers
- Improvement in customer service levels and accuracy in committing delivery schedules to the customers
- Optimization of inventory levels and efficient planning for inventory

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PARTNER USE CASE
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BALLARD®

Revenue
$104M

Deployment Location
Canada (Vancouver)

Go Live Date
October 2022

Industry
Specialty Industrial Machinery

Products
Oracle Financials Cloud, Oracle Procurement Cloud, Oracle Inventory Cloud, Oracle Manufacturing Cloud, Oracle Order Management Cloud, Oracle Cost Management Cloud, Oracle Supply Planning Cloud, Intercompany Transfers

Legacy Platform or Competitive Replace
Oracle Cloud ERP

Summary

Ballard Power Systems Inc. engages in the design, development, manufacture, sale, and service of proton exchange membrane fuel cell products. The company serves transit bus, rail, critical infrastructure, marine, material handling, stationary power, truck, and automotive markets. The company was founded in 1979

Ballard selected Trinamix for successfully rolling out Oracle Cloud ERP solution to their USA facility.

Top Customer Objectives and Challenges

- Ballard expanded their international footprint by opening up a new facility in Bend, Oregon, for supporting Made in America initiatives and also to support continued growth in the US market
- Ballard has chosen Oracle Cloud ERP as a platform for strategic growth and decided to roll out the Oracle Cloud ERP solution to Bend, Oregon location in USA

Potential Benefits

- Facilitating good transfers between Ballard US (Bend, Oregan) unit and Canada business unit. Enabling Intercompany transfers based on transfer pricing.
- Intercompany goods movement is subject to the workflows based on approved Internal Requisitions in US, Bend, Oregon
- Implementation of a Unified Supply Plan to plan supplies at the Bend, Oregon unit and Canada facilities. The Supply plan will suggest making, buying, or transferring the sourcing configuration

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Results

- Smooth Intercompany process with all supporting documents (Commercial invoice/Shipping docs) ensures effective goods transfer and enhanced productivity
- Unified Supply Plan offers complete visibility of inventory across the Supply chain. This will help in inventory optimization
- Both business facilities (US and Canada) on the same system offer real-time transactions without latency and potential leakages involved in Interfaces

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PARTNER USE CASE
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BALLARD®

Revenue
$104M

Deployment Location
Canada (Vancouver)

Go Live Date
Nov 2021

Industry
Specialty Industrial Machinery

Products
Oracle Manufacturing Cloud
Oracle Planning Central Cloud
Oracle Procurement Cloud
Oracle Inventory Management Cloud
Oracle Product Hub Cloud

Legacy Platform or Competitive Replace

Summary

Ballard Power Systems Inc. engages in the design, development, manufacture, sale, and service of proton exchange membrane fuel cell products. The company serves transit bus, rail, critical infrastructure, marine, material handling, stationary power, truck, and automotive markets. The company was founded in 1979

Ballard selected Trinamix as a renowned system integrator for evaluating the current state of the implementation of Oracle Manufacturing Cloud, Oracle Planning Central Cloud, Oracle Procurement Cloud, Oracle Inventory Management Cloud, and Oracle Product Hub Cloud.

Top Customer Objectives and Challenges

- Incorrect master data caused reduced customer service levels, higher than expected inventory levels, etc. resulting into over-planning.
- This led to lack of trust in the system by users and business community preferred using offline tools to conduct supply chain planning activities
- Inconsistent inventory policies and incorrect manufacturing routings led to longer lead times calculation by the system which in turn drove inaccuracies in the planning processes

Potential Benefits

- Created Master Data Quality Dashboard for continuous improvement of master data
- Implemented industry best practices for maintaining master data
- Cleansed and updated Master Data Elements to support Supply Chain Planning Processes.

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Results

- Increased Supply Chain Planning process efficiency
- Provided reliable and accurate promise dates and delivery schedules to customers
- Improved customer service levels and accuracy in committing delivery schedules to the customers
- Optimized inventory levels and efficient planning for inventory

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PARTNER USE CASE
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MASTERBRAND

Revenue
$3.3B USD

Deployment Location
North America (Indiana)

Go Live Date
TBD

Industry
Manufacturing

Products
Oracle Product Lifecycle Management
Oracle Product data hub

Legacy Platform or Competitive Replace
EBS,
Tier-2 ERPs: Friedman & OFS

Summary

MasterBrand is a leading manufacturer of kitchen and bath cabinets, as well as cabinetry for other areas of the home such as the office, laundry room, and home entertainment center. They are one of the largest cabinet manufacturers in North America and offer a wide range of cabinet styles, materials, and finishes, making it easy for homeowners to find the perfect cabinets to match their decor and meet their storage needs. The company's cabinets are known for their high quality and durability, as well as their attractive and functional designs.

MasterBrand selected Trinamix for Oracle PLM Cloud Assessment and Global Design

Top Customer Objectives and Challenges

- Multiple ERPs with localized rules for SKU creation.
- Lack of governance process and a common set of rules for item attribution.
- Same SKU defined using different part numbers across locations. This impacts all processes starting from design, planning, manufacturing, and shipping.
- Inability to utilize the benefits of global planning processes due to master data inconsistencies across multiple ERPs :
  - Sourcing
  - IBPX challenges
  - Volume pricing with suppliers
- Inability to determine and evaluate the completeness of the master data set.
  - External databases for reporting and attribution

Potential Benefits

- Analysis of primary requirements and fitment with system capabilities.
- Assess the primary challenges in product & item data across all locations and business units.
- Analyze the current business process and requirements across all products.
- Recommendation for a High-level process flow to assess the needs for workflows, data conversion, extensions, and system integration.
- Establish the global configurations that impact the entire to-be solution.
- Identification of data quality issue areas and defining an approach for mitigation.
- Identification of data cleansing approach and ownership for the same.
  - Establishing an approach to achieve continuous data governance.

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Results

- Definition of a common business process for new item introduction across all locations and business units.
- Establishment of a data cleansing and data governance approach for enterprise-wide product master data.
- Development of an implementation project plan by balancing the needs for future state business processes with the efforts required for master data cleansing.

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PARTNER USE CASE
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MASTERBRAND

Revenue
$3.3B USD

Deployment Location
North America (Indiana)

Go Live Date
Jan 2024

Industry
Manufacturing

Products
Oracle Cloud Supply Planning and ASCP, Oracle Cloud Demand Management and On-prem Demantra

Legacy Platform or Competitive Replace
EBS,
Friedman & OFS
(Legacy transactional systems)

Summary

MasterBrand is a leading manufacturer of kitchen and bath cabinets, as well as cabinetry for other areas of the home such as the office, laundry room, and home entertainment center. They are one of the largest cabinet manufacturers in North America and offer a wide range of cabinet styles, materials, and finishes, making it easy for homeowners to find the perfect cabinets to match their decor and meet their storage needs. The company's cabinets are known for their high quality and durability, as well as their attractive and functional designs.

MasterBrand selected Trinamix for Oracle Cloud Supply Planning, ASCP and Oracle Cloud Demand Management Support

Top Customer Objectives and Challenges

- Need for accurate forecast to drive the planning process
- Need for supply planning to ensure the balance between service levels and inventory

Potential Benefits

- Ongoing Support of business processes
- Enablement of continuous enhancements based on business growth and user maturity
- Deployment of solution to newer sites

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Results

- As users get adept at using the cutting-edge planning solution, the accuracy of forecasts would increase continually
- This is expected to drive efficient processes, ever improving service levels, and would drive down the inventory throughout the supply chain
- For a customer that uses multiple ERP systems at various business locations, this solution provides a platform to perform global planning and reduce cross-location redundancy

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FISHER & PAYKEL

Revenue
Undisclosed

Deployment Location
Auckland (New Zealand)

Go Live Date
November 2022

Industry
Consumer Goods

Products
Oracle Global Order Promising Cloud
Oracle Backlog Management (Supply Planning Cloud)

Legacy Platform or Competitive Replace

Summary

Fisher & Paykel (F&P) Appliances designs, manufactures & markets a range of innovative household appliances developed with a commitment to technology, design, user-friendliness & environmental awareness.

Fisher & Paykel Appliances selected Trinamix for Oracle Global Order Promising Cloud & Oracle Backlog Management (Supply Planning Cloud) implementation.

Top Customer Objectives and Challenges

- Fisher & Paykel wished to give the experience of real-time inventory availability and shipment promise deliveries for consumer goods. They wanted to serve their Dealership networks, real estate customers, retail stores, and online sales channels in a way that they feel respected, loved, and well served.
- Allocate scarce pool of inventory to different sales channels in real time: Problem in timely fulfillment of the customer order and managing the same pool of inventory across different sales channels
- Reduce order rescheduling instances and achieve higher on-time deliveries
- Ability to commit and fulfill backlog aggressively
- Order prioritization based on channel, margin, order type, and customer

Potential Benefits

- Implementation of Global Order Promising Cloud to enable: Real-Time Inventory availability check for online sales channels and manage Product Availability for Orders across various sales channels
- Real-time order inquiry and order rescheduling
- Near real-time integration with JDE and Salesforce

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Results

- Ability to successfully promise and fulfill orders for all sales channels
- Reduction in manual intervention in managing supply chain processes
- Decreased order promising cycle time
- Accurate order shipment date and improved on-time delivery
- Extensive what-if scenario planning to prioritize hot orders and pre-committed orders

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Revenue
$8.2B (2019)

Deployment Location
North America (Pittsburgh)

Go Live Date
TBD

Industry
Transportation / Industrial Manufacturing

Products
Oracle Distributed Order Management Cloud (DOM), Oracle Global Order Promising (GOP), Oracle Cloud Accounts Receivable (AR), Oracle Cloud General Ledger (GL), Oracle Integration Cloud Services(OIC), Oracle Product Data Hub (PDH)

#(Hybrid Integration with Oracle EBS and other ERP systems)

Legacy Platform or Competitive Replace

Summary

Wabtec is a leading global provider of equipment, systems, digital solutions, and value-added services for the freight and transit rail sectors. Wabtec operates under two financial reporting segments: (Recently acquired GE Transportation) The freight segment, which includes Equipment, Components, Services, and Digital Electronics; and the Transit segment, which includes Equipment and Aftermarket Services.

Wabtec selected Oracle Order Management & Oracle Promising Cloud to unify Ordering Experience for Customers.

Top Customer Objectives and Challenges

- Wabtec has two major divisions - Freight Locomotive (for North America) & Transit (for Europe). The Freight business is a combination of Wabtec and GE Transportation. These divisions operate on multiple ERP systems. GE had its ERP named Edison Instance while Wabtec ERP was Westinghouse.
- No single source of truth for orders across all Wabtec divisions
- Global customers ordering products and solutions from multiple Wabtec business units have to deal with individual units separately and cannot have a single order with Wabtec.
- Lack of streamlined and global Order to cash processes causes customers and Wabtec Customer Service Representatives to go through duplicate and redundant processes.
- Extremely difficult to track how multiple business units are fulfilling global orders and if an order can be fulfilled on time with accuracy.
- Significant manual activities need to be performed for global accounts to ensure acceptable OTD as manual coordination needs to happen between business units for order fulfillment.

Potential Benefits

- Oracle Order Management Cloud and Global Order Promising (GOP) will be implemented as a global standard process overlaying and across all ERP and fulfillment systems that will streamline order management, promising, and fulfillment.
- Oracle product data Hub will be the master data backbone to orchestrate product definition and product cross-references across the divisions.
- National accounts drawing material across business units will be on-boarded to the Cloud platform first as part of one Wabtec initiative.
- The global design will cover the Order-to-Cash process for local accounts also.
- Global/national account customers will be enabled to raise one PO and receive one invoice irrespective of Wabtec business units fulfilling orders.
- Advanced order promising will be enabled for multi BU, multi Item view.

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Results

- Global Order Management Platform will enable processes and capabilities to present a unified Wabtec view to the customer
- Improved Wabtec customer support efficiency
- Improved order accuracy
- Streamlined fulfillment process
- Improved OTD
- Better Scalability

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PARTNER USE CASE

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GLOBE UNION
IDEAS IN MOTION

danze by GERBER

Revenue
$5.4B USD

Deployment Location
North America (Chicago, IL)

Go Live Date
December 2020

Industry
Manufacturing / Distribution

Products
Oracle Demand Management Cloud

Legacy Platform or Competitive Replace
Oracle EBS 11.5.10

Summary

Gerber Danze (a division of Globe Union) is the world's leading specialist distributor and manufacturer of kitchen and bathroom products. Gerber Danze distributes branded and non-branded products in the US and Canada and has manufacturing facilities in the US, Mexico and China. Globe Union in the US selected Trinamix to improve their Demand Planning processes using Oracle Demand Planning Cloud.

Top Customer Objectives and Challenges

- Improve Demand planning processes
- Streamline Demand planning processes across various product lines for branded and non branded products
- Improve Supply Chain Visibility for reduction in inventory and stock-outs

Potential Benefits

- Streamlined Demand Planning process across various Functional Teams (Sales, Marketing, Product Management, Finance, Private Brand Customers)
- Improved stat and consensus forecast accuracy at item/org level and enabled KIT / Configure To Order Scenarios for Demand Planning
- Process improvement for Customer Collaboration, New Product Introduction, Financial Reconciliation and Long Term Forecasting
- User-friendly and easy-to-use tasks and reports by leveraging Oracle Demand Management Cloud best practices

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Results

- Streamlined process with an optimized system that is aligned with business vision and strategy
- Robust, integrated supply chain platform to support scalability, efficiency and optimization
- Latest features of Demand Planning Cloud being leveraged to address the business problem

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PARTNER USE CASE

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Revenue
$95.21B USD

Deployment Location
North America (Atlanta, GA)

Go Live Date
July 2020

Industry
Energy
Industrial Manufacturing

Products
Demand Planning Cloud,
Supply Planning Cloud,
Product Data Hub Cloud

Legacy Platform or Competitive Replace
Integration with Oracle EBS, SAP ECC, Baan
Replacement of Oracle Demantra Demand Management, Oracle ASCP, Servigistics

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Summary

General Electric Power is a world leader in power generation with deep domain expertise that helps customers deliver electricity. GE adopts Oracle's Supply Chain Cloud to unify and streamline Sales & Operations Planning across new Unit Manufacturing and Parts Businesses on top of SAP ECC and Oracle EBS ERP to improve their bottom-line.

Top Customer Objectives and Challenges

- New units manufacturing and parts business are on different ERP systems causing a disrupted/inaccurate S&OP process and no common bill of material definition to connect the two
- No single source of truth for planning systems - demand and supply planning are on multiple local ERP systems and lack a sophisticated tool for data sharing (currently using excel)
- No global view of planning and lack of data integration/collaboration with inaccurate/redundant item data across design, supply chain, ERP and sales & marketing systems
- Servigistics system covered limited parts of the planning process

Potential Benefits

- Master data for planning and other processes using Oracle PDH replaced Servigistics as Item Master
- Establish automated statistical forecasting and better visibility to data needed for DMR using Cloud Demand Planning and implement CTO process to convert opportunity estimate at model level to parts demand

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Results

- End to End Supply Chain visibility and unified S&OP process
- All planning metrics across business units are in one place for planners to make critical and informed decisions
- Demand visibility in one platform to judge contribution of new units and parts business
- Ability to run simulations to help capacity and parts allocation across GPS & PS
- Significant parts inventory reduction in mid to long term to unification of process

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PARTNER USE CASE

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Vitro

Together, We See Further

Revenue

$2.24B USD

Deployment Location

North America (Memphis, TN)

Go Live Date

December 2019

Industry

Manufacturing

Products

Oracle Demand Planning Cloud, Oracle Supply Planning Cloud

Legacy Platform or Competitive Replace

SAP ERP

Summary

Vitro is one of the world's leading glass manufacturers, the largest in North America and the premier glass producer in Mexico. With subsidiaries throughout the Americas, Europe, and Asia, Vitro produces, processes, distributes and markets a wide range of glass products across the globe. Vitro selected Trinamix to implement Oracle Cloud Demand Management and Supply Planning Cloud to have a user-friendly system to improve efficiency and effectiveness of the planning process.

Top Customer Objectives and Challenges

- Existing Demantra solution was built using PPG design and heavily customized
- Maintenance and scalability challenges
- Several design elements were not used or difficult to identify their exact relevance

Potential Benefits

- Modeling and streamlining of Demand Planning processes in Oracle Supply Chain Planning Cloud
- Transition from existing Demantra solution to Demand Planning Cloud
- Integration with core ERP (SAP) to have seamless flow of planning data and planning suggestions
- Like-for-like functionality as per the existing Demantra system

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Results

- A Supply Chain Planning foundation solution that can be easily scaled up globally
- Simplification of overall processes

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WILBUR Curtis CO., INC.

Revenue
$75M USD (part of Groupe SEB $8B USD)

Deployment Location
North America (Montebello, CA)

Go Live Date
January 2019

Industry
Manufacturing/CPG-Retail

Products
Demand Planning, Planning Central, S&OP, PLM Cloud

Legacy Platform or Competitive Replace
JDE E1 9.2 Demand Solutions

Summary

Wilbur Curtis (acquired by Groupe SEB) manufactures and distributes the world's most advanced, top-of-the-line commercial coffee brewing equipment and specialty beverage dispensers. They are deploying Oracle Cloud Demand Planning, Planning Central and S&OP solution integrated with JDE ERP to improve end-to-end visibility, agility to react to supply chain variability and reduce inventory investments.

Top Customer Objectives and Challenges

- Establish modern best practice based supply chain process and platform
- Improve end-to-end supply chain visibility
- Eliminate end planning cycle time and frequency to quickly address demand variability
- Improve overall supply chain data accuracy and reduce date latency by integrating Oracle cloud supply chain platform and JDE ERP
- Implement a robust integrated S&OP process using the cloud platform

Potential Benefits

- Integrated demand forecasting and Supply chain planning on cloud platform
- New Sales & Operation planning process
- Realtime ability to judge demand supply balance of SKUs through daily plans and simulation

Trinamix

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Results

- Demonstrated strong understanding of customer industry and supply chain process requirements
- Shared template based agile implementation methodology for a Quick implementation
- Trinamix "In-Cloud framework " based pre built for JDE to cloud Integration was a major driver for customer decision

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PARTNER USE CASE

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Revenue
$175M USD

Deployment Location
North America (Compton, CA)

Go Live Date
August 2018

Industry
Manufacturing

Products
Oracle SCM Cloud, Order Management, Inventory, Procurement, Cost Management, Oracle WMS (LogFire), Integration with SCM Cloud and WMS (Just Transform Platform), EDI with Major Customers

Legacy Platform or Competitive Replace
JDE ERP

Summary

Aug 2018 manufactures and distributes lighting fixtures and equipment, leading the lighting industry for over 30 years focusing on customer service, technology and innovation.

Top Customer Objectives and Challenges

- Need to replace a legacy JDE ERP system and automate/streamline business processes (currently using multiple manual spreadsheets or access based subsystems to support operations)
- Need to implement a sophisticated WMS system that is scalable and has a tighter financials integration

Potential Benefits

- Implement standard OM flows to handle Direct Import (drop ship), Domestic (Standard) and RGA processes
- Complex Pricing and Discounting structures with costing functionality
- EDI Cloud based infrastructure using Just Transform platform to support multiple transactions/formats across trading partners
- Logfire WMS functions in a phased manner
- Approvals for Procurement / RGA processes, expense procurement

Trinamix

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Results

- Eliminate / Reduce manual/ offline processes/sub-systems
- Greater transactional and financial accuracy
- Scalable WMS system
- Streamlined Business Processes
- Leverage standard functionality to simplify data entry
- Support growth in E-commerce business
- Improve productivity

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PARTNER USE CASE
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CT GAMING

Revenue
$1.9B USD

Deployment Location
Europe (Sofia, Bulgaria)

Go Live Date
[Month/Yr]

Industry
Manufacturing (Entertainment, Gaming Machines)

Products
Products, Oracle Sales Cloud, Finance, Inventory Management, Order Management, Purchasing Manufacturing & Quality

Legacy Platform or Competitive Replace

Summary

Casino Technology Gaming is a manufacturer and provider of highly performing slot games, slot machines and gaming solutions. Trinamix implemented Oracle Sales Cloud to boost sales productivity, track sales performance and decrease operation costs while maximizing revenue.

Top Customer Objectives and Challenges

- Less time spent on selling by sales reps due to lack of customer information
- No legacy system to track their customers and contacts
- Less visibility of on field activities
- Lacking Sales process for managing the leads and opportunities

Potential Benefits

- Defined sales process based on Oracle's industry best practices and territory management configured to provide better visibility
- Quota management used to monitor consistent attainment of targets by sales reps
- BI reports along with infolets to provide a consolidated view of sales activities
- Mobile application implemented for both Android and IoS, Outlook Integration

Trinamix

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Results

- Automation reduces 80% of manual work
- Planning accuracy up to 98%
- Business is working 70% faster
- Business visibility increased up to 70%

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Semiconductor

PARTNER USE CASE | ONTO INNOVATION

Onto Innovation has a portfolio of technologies that includes unpatterned wafer quality; 3D metrology spanning the chip from nanometer-scale transistors to micron-level die-interconnects; macro defect inspection of wafers and packages; metal interconnect composition; factory analytics; and lithography for advanced semiconductor packaging.

Competitors:	**SAP**
ARR:	N/A
Industry:	Semiconductor
Selling Motion:	N/A
Legacy | Competitive Replacement::	Oracle E-Business Suite, SAP, Syspro
Account Revenue & Employees:	$1,005.2M/Undisclosed

Oracle Solutions
○ E-Business Suite (GL, Fixed Assets, Proj Acc, CM, Adv collections, Credit Mgmt, OM, AR, GOP, PIM, AP, Inv mgmt, Cost Mgmt)
○ E-Business Suite (Install Base, depot repair, service contracts, teleservice, Field service cloud
○ EPM, CX Sales, CPQ, OIC, Fusion Analytics for CX

Trinamix

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• One-ERP platform for all Onto business units: currently, 3 business units run on 3 separate ERPs: Oracle EBS, SAP, and Syspro. • Provide real-time visibility into the end-to-end supply chain and eliminate manual touchpoints across business processes • Provide unified customer experience – configuring, quoting, pricing, sales and channel management, parts, and after-sales service. • Improvements in on-time delivery and service SLAs. • System and roadmap to scale future business challenges, acquisitions, manufacturing consolidation, and service operations expansion.	• Onto Innovations selected Oracle due to the fulfillment of their requirements through the extensive and advanced functionality offered by Oracle ERP and SCM modules.	• New solution will create a globally integrated sales, service, SCM, and accounting model for Onto. • System-driven supply chain decisions: global order promising, multi-echelon replenishment planning, workflow-driven sales & operations planning. • Unified customer experience: global sales, CPQ tool, customer-facing documentation • Improvement in user experience for field service: mobile capabilities, route scheduling, and parts availability for service execution. • Improvements in on-time delivery and SLAs, reductions in shortages, and expedited actions.	• End-to-end supply chain visibility and elimination of manual data entry. • Unified and improved customer and end-user experience. • Mobile capabilities in the field, production facilities, and depots. • Creation of a new platform for all business units globally harmonized business processes, real-time information sharing, and reduced error. • Increased operational efficiency and synchronization across business functions.

Partner Contact:

Partner:	Web Address:	First & Last Name:	Email:	Go-Live Date:	Last Updated Date:
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PARTNER USE CASE | LATTICE SEMICONDUCTOR

Lattice Semiconductor is the low-power programmable leader. The company solves customer problems across the network, from the edge to the cloud, in the growing communications, computing, industrial, automotive, and consumer markets.

Competitors:	N/A
ARR:	N/A
Industry:	Semiconductor
Selling Motion:	N/A
Legacy | Competitive Replacement::	EBS
Account Revenue & Employees:	$737M USD /Undisclosed

Oracle Solutions

- Oracle SCM Cloud (DM,SP, GOP, S&OP, Backlog Mgmt)

Trinamix

Top Customer Objectives	Why Oracle?	Partner Use Case Summary	Results | Benefits
• Currently, Lattice Semiconductor is facing challenges with inaccurate demand forecasting and supply chain inefficiencies, leading to order fulfillment delays and resource allocation issues. • Need to enhance demand accuracy, streamline supply processes, and improve overall operational effectiveness.	• Lattice Semiconductor selected Oracle due to the fulfillment of their requirements through the extensive and advanced functionality offered by Oracle Cloud.	• Implementation of data-driven decision-making for planning and execution of all activities from order through customer delivery and invoicing. • Implementation of data-driven demand/supply scenario planning and supply chain analysis, such as YoY wafer analysis. • Implemented a comprehensive sourcing strategy to support multi-sourced products & product/customer/region/country-based restrictions. • Automated stock allocation process using a rule-based allocation engine. • Implemented a process to analyze, simulate, & override order allocation results before applying changes. • Implemented product family extensions to allocate supplies to demands at the family level along with conditional rules. • Implemented attribute-based allocation of supplies to demands based on a varied list of conditions, including demand type, demand origination, channel, supply attributes, supply types, etc.	• Implementation of a complete supply chain business model that can easily scale with Lattice's growth, facilitate expansion, and accommodate enhanced business services. • Streamline business processes, including removing/reducing manual/offline activities and single points of failure. • Transparent and flexible demand planning that drives more accurate downstream supply needs. • Implementation of Oracle SCM modules will provide robust forecasting, optimized inventory management, efficient order fulfillment, and comprehensive sales and operations planning capabilities. • Ability to source from the best fulfillment location with the best date possible with an initial promise. • Minimized impact on commitments with rules-based analysis output. The fulfillment focus can shift from producing the answer to resolving the issues.

Partner Contact:

Partner:	Web Address:	First & Last Name:	Email:	Go-Live Date:	Last Updated Date:
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onsemi

Revenue
$8.3B USD

Deployment Location
North America & Global

Go Live Date
TBD

Industry
Semiconductor

Products
Oracle Cloud Transportation Management (OTM)
Oracle Cloud Warehouse Management (WMS)
Oracle Cloud Order Management
Oracle Cloud HV Global Order Promising
Oracle Cloud PDH
Oracle Integration Cloud

Legacy Platform or Competitive Replace
AS-400. Mainframe-Replacement
Oracle EBS -Co-Existence

Summary
onsemi is a global Semiconductor company specializing in the design, manufacturing, and distribution of intelligent power and image-sensing technologies that build a better future for the automotive, industrial, cloud, medical, and IoT market. With a global presence in 33 countries, onsemi is pushing the boundaries of innovation to create intelligent power and sensing technologies that solve the most challenging customer problems. onsemi migration to Oracle Cloud will be the largest semiconductor cloud migration to date.

Previously, onsemi signed up with Oracle Cloud to migrate their manufacturing costing and inventory processes from a mainframe to the cloud. In Phase 2 onsemi has decided to replace mainframe-dependent processes around Order Allocation and Transportation Management.

Top Customer Objectives and Challenges
- Difficulty in tracking how multiple orders are being fulfilled via various channels and if an order can be fulfilled on time with accuracy.
- Tracking order status end to end from order entry to final shipment across a multitude of homegrown and external platforms.
- Better utilization of global distribution center space and throughput.
- Improve on-time in full delivery metrics.
- Remove dependency on ailing Mainframe-based Order to Delivery solutions and platforms.

Potential Benefits
- Modernization and standardization of end-to-end order allocation to the delivery process will be established in the Oracle cloud.
- High Volume Batch Order prioritization process will be established.
- Realtime, 24X7 global order promises will be established for high volume orders in Oracle High Volume GOP.
- Deep business logic-driven accurate distribution center allocation for customer orders will be enabled.
- Transportation planning will be enabled for finished goods and global outbound delivery.
- Better route optimization and container loading will be achieved through transportation planning.
- Deep integration with 3PL providers will be set up for in-transit shipment visibility.
- Inventory information latency between Warehouse and core operations will be removed which will improve month-end reporting accuracy.

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Results
- End-to-end order visibility from order taking to customer shipment.
- Improvement of On Time In Full (OTIF) Metrics.
- Ensuring customer satisfaction with on-time delivery, accurate ship dates, and precise delivery dates.
- Improvement in warehouse space utilization.

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PARTNER USE CASE
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onsemi

Revenue
$8.3B USD

Deployment Location
North America & Global

Go Live Date
TBD

Industry
Semiconductor

Products

Oracle Fusion Supply Chain Execution Cloud Service, Oracle Fusion Cost Management (including Oracle Cost Accounting), Oracle Inventory Management, Oracle Manufacturing, Oracle Fusion Product Management Cloud Service, Oracle Fusion Financials Cloud Service, Oracle Fusion WMS Cloud, Oracle Fusion OTM cloud

Trinamix PaaS : Fabconnect

Phase A- Costing , Inventory , Manufacturing , Subledger Accounting , Financial Reconciliation with EBS
Phase B- Order to cash, Procure to Pay and Core Finance

Legacy Platform or Competitive Replace
EBS for Financial
Mainframe for Manufacturing , Costing, Inventory, and Quality

Summary
onsemi is a global Semiconductor company specializing in the design, manufacturing, and distribution of intelligent power and image-sensing technologies that build a better future for the automotive, industrial, cloud, medical, and IoT market. With a global presence in 33 countries, onsemi is pushing the boundaries of innovation to create intelligent power and sensing technologies that solve the most challenging customer problems. onsemi migration to Oracle Cloud will be the largest semiconductor cloud migration to date.

Top Customer Objectives and Challenges

- **Protect financial reporting integrity** : Outdated standard costs. Large population with 5+ or 10+ years old standards
- **Improve the accuracy of costing, product margins, and inventory valuation** : Timely mass standard cost update with proper yields and BOM pricing | Enable more accurate standard margin, variances, and inventory revaluation forecast. | Better inventory visibility and more accurate earned $ to project inventory.| Better P&L predictability at BU and divisional level with less reliance on variance allocation | Align forward cost to standard cost structure/basis to better inform pricing decisions. |Accurate standard margin enables mix management to finetune margin near term.
- **Technology/Data** : Complex and heterogeneous legacy systems including mainframe and EBS in the End 2 End landscape.| Dwindling MainFrame Infrastructure, Unscalable processes/tools | Legacy systems that are not flexible/scalable and decrease overall performance and agility.
- Lack of real-time information and global inventory visibility

Potential Benefits

- New solution will create a globally integrated SCM and Accounting model for onsemi that will drive end-to-end inventory visibility and accurate costing.
- Will Integrate onsemi cloud with 22 internal manufacturing fabrication plants and 140+ outsourced manufacturing partners, using Trinamix FabConnect Semicon Application.
- Will optimized production starts, material allocation, scrap minimization, up-to-date WIP, and Inventory tracking leading to accurate product costing, margin, and revenue analysis.
- Generate end-to-end lot geology and tracing Via FabConnect and Manufacturing cloud.
- Will significantly reduce Broken Lot Genealogy, Inflexibility for New BOM Levels/Manufacturing Processes, Constant manual adjustments to support Modules & Multi-die Costing, Inefficient and highly complex standard cost mass updates.
- Will become a building block for Phase B, End-to-End Cloud Migration.

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Results

Implementation Highlights

- Joint solution Delivery with Oracle Consulting Service
- 16 Months for Implementation across 33 Global Entities
- Integrate with existing .on Premise /EBS based process

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PARTNER USE CASE
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onto innovation™

Revenue
$ 1,005.2M USD

Deployment Location
North America (Massachusetts)

Go Live Date
TBD

Industry
Semiconductor

Products
Oracle Enterprise Performance Management Cloud:
Financial Consolidation and Close Cloud Service
Planning and Budgeting Cloud Service
Accounts Reconciliation Cloud Service

Legacy Platform or Competitive Replace
SAP, Syspro, Oracle EBS

Summary

Onto Innovation stands alone in process control with a unique perspective across the semiconductor value chain. Their portfolio of leading-edge technologies includes unpatterned wafer quality; 3D metrology spanning the chip from nanometer-scale transistors to micron-level die-interconnects; macro defect inspection of wafers and packages; metal interconnect composition; factory analytics; and lithography for advanced semiconductor packaging.

Onto Innovation Selected Trinamix to elevate their EPM Solution to the next level with multiple ERP Environments.

Top Customer Objectives and Challenges

- Need assistance to support the current application system (Oracle EPM Cloud)

Potential Benefits

- Drive alignment, consistency, and collaboration across EPM Cloud and boundary applications

Trinamix

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Results

- Improvement in transactional and financial accuracy
- Streamline Business Processes and improvement in operational efficiency

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Revenue
$84.1M USD

Deployment Location
North America (Santa Clara, CA)

Go Live Date
December 2019

Industry
High Tech
Semiconductor

Products
PBCS, Order Management Cloud, Manufacturing Cloud, Inventory and Costing Cloud, Procurement Cloud, Financial Cloud, ERP Cloud, P2P, Integration with Manufacturing & Order Management System

Legacy Platform or Competitive Replace
Microsoft Great Plains, Workday

Trinamix PaaS Solution
FabConnect Semiconductor App

Summary

SiTime Corporation is an analog and semiconductor company that is revolutionizing the timing market with a broad portfolio of programmable solutions with ultra-fast lead times. Trinamix implemented Oracle SCM Cloud, Oracle Financials, Purchasing Cloud and Trinamix's semiconductor PaaS solution, "FabConnect", to modernize their semiconductor Supply Chain and improve product Time-To-Market. This solution also included integration with ChipTrack.

Top Customer Objectives and Challenges

- In-house manufacturing solution unable to support rapid growth in product expansion, handle customer/partner on-boarding and meet evolving semiconductor industry requirements
- Disconnected systems causing significant bottleneck in new product introductions, on-time customer order fulfillment, partner payments, purchasing reconciliations and revenue recognition
- Poor understanding of product cost variance and lack of costing capabilities
- Requires visibility of materials and work-in-progress statuses across a complex multi-country, multi assembly house supply chain

Potential Benefits

- Improved order fulfillment accuracy with real-time integration between order management system and Oracle Financials Cloud
- Able to perform purchasing actions with ease and reduce speed of monthly close and market reporting
- Seamless system integrations between 7 outsourced manufacturing partners with high volume operations

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Results

- End-to-End Supply Chain visibility
- Improved purchasing cycle times through automation and stronger financial control
- Significant savings form accurate invoice matching
- Created new platform for all divisions of the company to share information and reduce error
- Increased operational efficiency, synchronize and consolidate contract manufacturing operation

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LUMENTUM

Revenue
$1.25B USD

Deployment Location
North America (San Jose, CA)

Go Live Date
February 2020

Industry
High Tech

Products
Demand Planning Cloud Service, Supply Planning Cloud Service, Global Order Promising Cloud Service, Supply Chain Collaboration Cloud Service

Legacy Platform or Competitive Replace
SAP IBP

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Summary

Lumentum is a market-leading designer and manufacturer of innovative optical and photonic products enabling optical networking and laser applications worldwide. Lumentum's optical components and subsystems are part of virtually every type of telecom, enterprise, and data center network. Lumentum selects Oracle Cloud Supply Chain Planning suite over SAP IBP to enable Integrated Supply Chain Planning with Contract Manufacturers and Wafer Fabs.

Top Customer Objectives and Challenges

- Migration of platforms from two business units into a common platform - one business unit operating on SAP/IBP while the other was on ERP/Rapid Planning
- Efficient Collaboration with CM, Sub-assembly factory and FAB to plan for shop floor
- Planning for Wafer Start

Potential Benefits

- Build Plan Smoothing, Wafer Start Initiation, E&O Planning, Safety Stock Planning, CM MRP, Global Planning, Global Order Promising

Trinamix

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Results

- Integration of business planning using Oracle system replacing multiple platforms
- Standardization of planning process
- Efficiency in customer order promise process
- Shorten the planning cycle

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InvenSense

Revenue
$300M USD

Deployment Location
North America (San Jose, CA)

Go Live Date
October 2016

Industry
High Tech Semiconductor

Products
HCM Cloud, Taleo, Integration with ADP

Legacy Platform or Competitive Replace

Summary

InvenSense Inc. is the provider of the MotionTracking™ sensor system on chip (SoC) for consumer electronic devices such as smartphones, tablets, wearables, gaming devices, optical image stabilization, and remote controls for Smart TVs. InvenSense implemented Oracle HCM Cloud to improve their HR processes.

Top Customer Objectives and Challenges

- Consistent Global Planning Process across multiple acquisitions
- Needed system to integrate into their ERP
- Improve overall HCM processes

Potential Benefits

- Enabled the HR department to become a strategic partner in moving the business forward by automating core processes, freeing up time for value-add activities and creating a single source for all HR data across the enterprise
- Systematized ERP process, eliminating manual processes and customizations
- Custom Security and Advanced Reports and Analytics
- Cost-effectiveness

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Results

- Ease of use for all employees, managers and HR staff
- Enhanced business intelligence
- Richer In Built Data Validations
- Scalable Solution
- Easy roll out to other countries

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Oil & Gas

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Revenue
$6.09B

Deployment Location
North America

Go Live Date
Pilot: Jun 2021 | Wave 1: Aug 2021

Industry
Oil & Energy

Products
Oracle Financials Cloud
Oracle Demand Management Cloud
Oracle Supply Chain Planning Cloud
Oracle Global Order Promising Cloud
Oracle SCM Cloud
Oracle PDSC

Legacy Platform or Competitive Replace

Summary

NOV delivers technology-driven solutions to empower the global energy industry. For more than 150 years, NOV has pioneered innovations that enable its customers to safely produce abundant energy while minimizing environmental impact.

NOV Aftermarket is deploying End to end Oracle Cloud framework including Fusion ERP Cloud applications and Planning Cloud.

Top Customer Objectives and Challenges

- Multiple Legacy systems to track different business transactions resulting in multiple reports/process for data reconciliation.
- Lack of a comprehensive Repair Modelling including Project based budgeting/Costing/Tracking resulting in Manual Operations outside system
- Lack of Material Optimization

Potential Benefits

- Integrated Quote to Cash, Procure to Pay, Plan to Build functions
- End to end repair process using Oracle Projects, Manufacturing, Inventory, Supply Planning & RMA functions to effectively model end to end Repair Process including Planning of Spare Parts both from Transactional & Financial standpoint
- Safety Stock Planning for Hub locations(using Stat), Spares/Repair Locations(using days of cover

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Results

- State of the Art Centralized system to manage complete business function
- Optimal usage of spare parts across locations before placing new orders from Third party Suppliers
- Tailored Safety Stock modelling for different nodes

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PARTNER USE CASE
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OCEANEERING®

Revenue
$1.92B USD

Deployment Location
North America (Houston, TX)

Go Live Date
March 2019

Industry
Oil & Gas

Products
Planning Central, Supply Planning Cloud

Legacy Platform or Competitive Replace
PeopleSoft, Oracle ASCP

Summary

Oceaneering International, Inc. is a subsea engineering and applied technology company based in Houston, TX that provides engineered services and hardware to customers who operate in marine, space, and other environments. Oceaneering is deploying Oracle Supply Planning Cloud integrated with PeopleSoft ERP to get the state of the art planning capabilities including simulation and enhanced user Interface.

Top Customer Objectives and Challenges

- Implement Oracle Supply Planning Cloud module to replace current ASCP to enable similar capabilities, features and reports in the new system
- Project to move to Supply Planning and embrace the learning curve
- Eliminate ASCP, database and operating system maintenance costs

Potential Benefits

- Unconstrained Supply Planning
- Seamless inbound and outbound integration between Peoplesoft ERP and Oracle Cloud using FBDI
- Value Added reporting for ease of plan result analysis

Trinamix

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Results

- Multiple integration projects with Cloud planning modules
- Deep knowledge of both ASCP and Cloud Planning modules

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