



## JD EDWARDS **MEETS** PGG WRIGHTSON'S **FUTURE NEEDS**

**ORACLE**  
JD Edwards  
EnterpriseOne

PGG Wrightson (PGW) is New Zealand's largest and only nationwide provider to the agricultural sector. PGW offers a wide range of products, services and solutions to farmers, growers and processors in New Zealand, and to processors and end-users internationally.

PGW was formed in October 2005 through the merger of Pyne Gould Guinness Limited and Wrightson Limited and has a combined history of more than 300 years.

Today PGW has over 2700 staff, more than 90,000 customers across New Zealand and a turnover of over \$1 billion New Zealand.

PGW selected Oracle's JD Edwards EnterpriseOne implemented by Fusion5 to run several of its core business functions - including its financials, supply chain, and inventory management systems.

Following the merger of PGG and Wrightson, and a series of recent acquisitions, PGW decided it needed a solution that would consolidate its multiple legacy financial systems, as well as provide a single platform to support the company's future growth.

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### WHY ORACLE JD EDWARDS?

After a highly competitive tender involving the big brand ERP vendors, and following an extensive review of how other related agribusinesses were benefitting from JD Edwards, PGW CIO Bruce Tinsley says the company selected JD Edwards EnterpriseOne 8.12 and Oracle implementation partner Fusion5 for the following reasons:

#### Robust, mature and proven platform

“Some of the other ERP solutions we looked at weren't as mature as JD Edwards. In addition to the review of the product's functionality, we also looked at the underlying technology and the implications for delivery, concluding that JD Edwards is a robust, mature and proven platform for business agility and growth.”

# FUSION5 CASE STUDY

## About Fusion5

Fusion5 aims to provide higher levels of service and value to organisations that have recently implemented, or are about to implement leading software package solutions such as JD Edwards, Oracle, Pivotal and PayGlobal.

Our guiding principles include:

- Ensure the customer implements the foundations correctly
- Work with our customers to offer a fresh perspective and new ideas
- Deliver value through speed, effectiveness, communication and closure
- Present opportunities to enable our customers to leverage their investments into the future

Fusion5 delivers on these principles. We have a team of consultants with a wide range of industry experience, years of implementation expertise, and practical hands-on configuration knowledge. We have seen many, many installations, and we know what works and what doesn't.

Having worked in the services market for many years, we have also gained practical experience in the most effective ways to optimise enterprise solutions so that they deliver additional business benefits to your organisation.

As a leading provider of mid-range solutions, our team offers the full range of consulting services including onsite consulting and remote applications management, tailored workshops, documentation, technical design and architecture and software development.

Contact Fusion5 on 04 473 4552 or 09 379 0525

## Cost effectiveness

The total cost of ownership for the JD Edwards solution (especially EnterpriseOne version 8.12) is expected to be lower than that of the other solutions we evaluated.

## Oracle's long-term commitment to JD Edwards' development

PGW were looking for certainty of JD Edwards' future, that Oracle was committed to the product's development and making continuous improvements. They also wanted the ability to influence these developments and engage with other users worldwide to learn from their experiences.

## FUTURE AND EXTENDED NEEDS MET

### Future needs

PGW will also continue to expand into other areas of agribusiness and this will include acquiring more companies - so it was essential that a system could quickly integrate acquired companies into the current structure as well as accommodate all aspects of future business growth.

### Extended needs

PGW also liked the richness of functionality they could take advantage of sooner rather than later - so although our core requirement were for a new financials system, JD Edwards will also provide PGW with a whole new management capability in other aspects of our their business, such as supply chain management and seeds grower management.

## CULTURE FIT OF IMPLEMENTATION PARTNER

Oracle presented New Zealand-based Fusion5 as an implementation partner. Not only did they come across as having extremely detailed product knowledge, but according to PGW they were also impressed by Fusion5's approach to implementation and on-going support; Fusion5 responded to PGW's queries; and fronted up with a competent project manager from the outset. "We believe their business culture fits very well with ours, which we regard as important to the project's success" say PGW.