



EASE OF ACCESS FOR SKOPE INDUSTRIES



Implementation highlights

- The smooth migration of data
- The on time, on schedule go live.
- The configuration and customisation of JD Edwards to support SKOPE's TOC manufacturing methodology
- Discoverer reporting (power of integrated information)
- Individualised training tailored to SKOPE's specific needs
- Minimal business interruption during the implementation

Located in Christchurch, New Zealand, SKOPE Industries has been designing, manufacturing and supplying temperature control products and services globally since 1965. With the largest design and innovation centre of its kind in Australasia and over 300 employees, SKOPE has gained a reputation for producing the best performing and highest quality products in the market. SKOPE develop and utilise the latest technology in their product designs, manufacturing products locally and utilising skills of manufacturing and service partners where possible. SKOPE is also working to improve the energy efficiency and sustainability of its products.

SKOPE's key project objectives

SKOPE's key objective was to define a single technology platform, including infrastructure, database and development, to support their business objectives. These objectives included:

- Improved ability to service customers by leveraging technology to achieve a competitive advantage.
- Improved operational efficiencies throughout the organisation.
- Reduced overall operational costs.

The solution

SKOPE has implemented a very wide JD Edwards footprint. The following JD Edwards

EnterpriseOne Release 8.12 modules are now operational:

- Financials
- Sales
- Service Management
- Manufacturing
- Configurator
- Quality Management
- Bill of Materials
- Procurement
- Warehousing

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

- Inventory Management
- Plant Maintenance.

SKOPE chose the IBM P series servers, chosen for IBM's reliability and performance. SKOPE required hardware with little or no requirement for maintenance that would "just do what it's meant to do. The IBM P series server has performed without fault, it really does just sit in the corner and perform day in and day out".

Why Fusion5?

SKOPE chose Fusion5 as their implementation partner as they felt Fusion5 truly understood their business and really listened to their requirements during the selection process. SKOPE also felt Fusion5's infrastructure and resources behind their consulting services and support organisation were superior.

SKOPE's relationship with Fusion5 has been a success, due largely to the open discussions between SKOPE's key stakeholders and Fusion5. This communication ensured a successful outcome for both parties.

"We knew we were making a 10 year decision and when the total project costs are spread across 10 years, the difference in cost becomes less important. It was important for us to buy into a product that would give us future proofing, as we didn't know where the business was going to evolve into".

"When it came down to the final two vendors we could have chosen any product, so we decided on the partner as being critical to our decision, as the implementation partner can influence the overall costs by hundreds of thousands of dollars" says Garth Mitchell, SKOPE's Strategy Manager.

Clayton Ragg, SKOPE's IT Manager says they chose JD Edwards as they could see it would provide the spread of what they needed to cover, and it is fully integrated. "We believe that the other vendors product would take more effort to make configuration changes than JD Edwards, which appears more flexible", says Clayton.

Key benefits

The level of information that SKOPE's business now has at its fingertips, and the ease in which SKOPE can access information has been outstanding. Oracle's Discoverer reporting tool has given SKOPE the information required to make more informed business decisions.

SKOPE is realising the benefits of a fully integrated ERP system. In the past matters that would have gone unseen and overlooked are now assessed and questions raised as required. SKOPE feel they can ask questions and assess where and how they are able to improve their business processes for the future.

The integrated architecture has removed the need to reconcile data in disparate systems. Month end and annual reporting now requires less effort than previously, and is produced in a timely manner.