



SFS INTERNATIONAL

Customer Case Study: Branson Ultrasonics

Overview: Branson Ultrasonics Corporation, a subsidiary of Emerson, is a leader in plastics joining & vibration welding equipment as well as precision cleaning, degreasing & liquid processing equipment. They were looking to replace their aging ERP system with an Oracle EBS single instance. Their HQ was in the US but had a Shared Services Centre in Hong Kong. They have 30 companies across Asia.

Objective: To setup an Oracle EBS System in each of the 30 companies and have them all Live within 12 months. These 30 companies were spread across 11 countries - *China, Singapore, Hong Kong, Indonesia, Thailand, Malaysia, Korea, Japan, India, Taiwan, Philippines.*

Our Approach: A GLOBAL MASTER TEMPLATE was designed to reflect the needs of the corporation; each company was to use this template but had the necessary flexibility to make changes to suit their business. The GLOBAL MASTER TEMPLATE was the one provided by Rapid e-Suite and the corporations' COA and other critical standard were incorporated. China/Shanghai was the first Operating Unit to be undertaken as it was considered the newest of the various companies. However given the newness of the system and the time taken to prepare all the data, we used up almost 50% of the total project time for the first company. Japan was the next operating unit and was also a manufacturing plant. To accelerate things, we quickly put together a key user team from China combined with a much smaller implementation team [only 2 consulting people]. With re-use of the global template, combined with a team that now knew the process well, Japan was completed within 12 weeks. In parallel, the implementation team had been split into smaller groups and while Japan was being set up, other teams headed for Hong Kong, Korea and Indonesia. With the Rapid e-Suite tools it was possible to take the GLOBAL MASTER TEMPLATE, make it look like the OU to be implemented and set up the instance in 1-2 days. By this stage no gap analysis was needed, the users were trained and headed to UAT and Production as fast as possible.

Summary:

- ✚ 30 companies in 11 countries all up and live **exactly on schedule and on budget**. After China (1st OU), the acceleration was significant with the other 10 countries going live from start to finish in **6 months**.
- ✚ The Global Master Template within Rapid e-Suite and the pre-installed/tested patches, reduced customer Issues to the minimum. **Only 5 issues** were raised during the 12 month project which was all duly resolved.
- ✚ The customer was astounded at the smoothness of the entire implementation as they stated that normally an implementation in India alone would take most of that time with many more issues.