



Case Study: Supporting 10 Conversions in Five Years

Manufacturer on Aggressive Acquisition Path Hires Avout to Support Multiple Data Conversions

Situation:

A large manufacturer has grown through acquisition, purchasing 10 companies and doubling its revenue in the past five years alone. The U.S.-based company has roughly 50,000 employees and operates facilities across the United States, Europe, and Asia.

Challenge:

With every merger or acquisition comes a conversion. This manufacturer runs Oracle E-Business Suite (EBS), and with each company they acquire, data must be ingested, cleansed, organized, and migrated—generally under a hard deadline. As the company’s acquisition strategy became more aggressive and their purchases involved an increasing number of systems and resources, their in-house IT department could not keep up. Mapping accounts, consolidating vendors, synchronizing reporting, and establishing interfaces between EBS and various systems were all happening on a continuous basis, leaving IT little time to execute on strategic initiatives. The company decided to hire an experienced consulting group to help with the conversions.

Solution:

Avout had qualified resources ready to step in and relieve the burden on IT. Avout’s functional and technical leads partnered with internal resources to set out a game plan for project management, system architecture and interface design, conversion program development, migration and testing, and implementation.

Avout successfully managed the initial migration of JD Edwards financials to Oracle E-Business Suite. At the request of the customer, Avout developed reusable automated programs that would simplify and expedite future initiatives, documented all procedures, and coached internal resources to support future initiatives. However, based on the on-time, on-budget conversion initially delivered by Avout and the accelerated rate at which the company was acquiring other businesses, they chose to continue outsourcing conversions to Avout.

Results:

Avout has helped this manufacturer double in size by successfully supporting necessary conversions for more than 10 acquisitions, transitioning to Oracle EBS from technology including:

JD Edwards	Infor	Prelude	Homegrown System
GL AP AR Collections FA CM	GL AP AR Collections FA CM PO INV CST RCV	GL AP AR Collections	GL AP AR Collections