

Mate Case Study



Client Business Description

Mate Precision Tooling is the leading manufacturer of original and replacement tooling for CNC punch press users. For five decades, Mate has been an industry leader in quality, value, and responsive service and delivery. Headquartered in Anoka, MN, Mate's products are used around the world and backed by a 100% unconditional customer satisfaction guarantee.

Since 1999, Mate had successfully run both Oracle EBS Version 11.0.3 and legacy applications. Oracle functionality included Payables, General Ledger, Inventory, Bills of Material, MRP, Engineering, Purchasing, and Cash Management. Make-to-order products are supported by a legacy application whose key components include order processing, receivables, and a custom configurator.

Project Description

With the announcement that Oracle would end support of Version 11.0.3, Mate was preparing for an upgrade. However, with the overall goal of running the entire business on a single enterprise system, Mate's executive team wanted first to determine whether Oracle was an effective long-term solution.

Goals & Objectives

- Document and review core business processes, define short and longer term requirements and validate the incumbent packaged ERP application with other ERP solutions including Oracle EBS
- Select a single, integrated ERP platform to scale with the company growth plans
- Develop business/IT roadmap for a 'phased' replacement of legacy applications
- Choose a business and IT Partner with full spectrum package implementation experience

Assessment, Validation and Future Roadmap

Mate engaged Traust Consulting (Traust) to perform an ERP Assessment and Software Validation. This exercise included a comprehensive review of Mate's business processes and systems, development of a Scorecard comparing its current application suite with a select group of vendor packages (based on suitability and total cost of ownership), and a future state framework based on the selected application(s) identified in the Scorecard.

The outcomes of the assessment included an affirmation of Oracle EBS as the ERP platform along with a Roadmap for both the upgrade path and migration of legacy system functionality to Oracle. To support the executive team's vision for growth and international expansion, Oracle EBS Release 12 was selected due to the new functionalities available such as Multi-Org Access Control, Subledger Accounting, and Manufacturing enhancements.

Oracle Release 12 Upgrade

Mate retained Traust to work with its internal team to lead the upgrade of Oracle EBS from Version 11.0.3 to Release 12.0.2. In addition, the Oracle database was upgraded from Version 8.0.6 to 10g with Red Hat Enterprise Linux as the operating system.

The focus of Traust's consulting team was to create the new environment(s) as well as perform map and gap analyses of the functions, business processes, and reports on Version 11.0.3 compared to Release 12. The path to Release 12 included an intermediary upgrade to 11i (11.5.10). Together, Mate and Traust worked through the issues that come with a major new software release, including leveraging Oracle Corporation when necessary.

The upgrade was completed successfully in February 2008, meeting the operations requirements of the initiative. As a result, today Mate is realizing the value of their efforts and investment through the utilization of a current version of Oracle EBS. The upgrade included the original modules in addition to the implementation of new modules introduced in Release 12. The features and benefits included as part of Release 12 provide Mate with the opportunity to continue to grow and build its business processes to align with the strategic vision of the company. In addition, the foundation is in place for the implementation of additional system functionality.

Preparing for the Future

Mate's long term plan is to move most of its legacy systems into Oracle. To achieve this goal, Traust developed a Roadmap for the future implementation of Oracle EBS functionality that will replace legacy applications after the completed upgrade. Future modules will include Accounts Receivable, Order Management, CRM, Configurator, and Advanced Supply Chain Planning. With the future in mind, the upgrade included proactive analyses to align set-ups and configurations that will allow for the most efficient use of Oracle EBS in the future.

Why Traust Consulting

Customer Quote

"In today's highly competitive global economy, a medium size company is dependent upon being able to work with business partners who can provide expertise in areas outside their core competencies. We needed a partner that could help us prepare and move from our limiting legacy applications to the right ERP solution for a successful future.

After interviewing several organizations, we selected Traust based on their full spectrum package implementation services, their system integration experience and their ability to objectively assist our leadership team with the up-front due diligence.

In the end Traust honored not only the letter but also the spirit of the working agreement, including thorough knowledge transfer that prepared Mate staff to support the software system after go-live."

Vice President – Operations

A Partnership from Day 1

From Assessment to Go-Live, Mate and Traust worked together to consider business vision, strategy, and operational needs to accomplish the project objectives and phases. This knowledge, combined with the trust developed in the assessment phase, positioned Traust to successfully assist Mate with the Oracle Release 12 Upgrade.

Mate and Traust Consulting shared their experience in presentations at:
Collaborate 2008: Technology and Applications Forum for the Oracle Community, Denver, Colorado
Twin Cities Manufacturing Oracle Applications Users Group Meeting 2008