A Bright Future for JD Edwards EnterpriseOne

Oracle's JD Edwards EnterpriseOne product line has a track record of delivering outstanding value to thousands of small to midsize businesses, enabling them to do more with less. As a single suite of robust, industry-specific business applications, JD Edwards EnterpriseOne provides flexibility and information visibility at a low total cost of ownership, making it an ideal solution for those organizations that need to maximize limited resources and budget.

Oracle is committed to the future of JD Edwards EnterpriseOne, and continues to sell it to new and existing customers around the world. In the past two years, there have been more product enhancements than in any other period in its history, and more are planned for the future, including the release of JD Edwards EnterpriseOne 8.12 in 2006.

New Companies Are Investing in JD Edwards EnterpriseOne Today

Galerias Primero, S.A.
Industry: Retail
Employees: 1,200
Revenue: $190 million from 60 shops
Location: Zaragoza, Spain

Galerias Primero is a retail chain in Spain that sells groceries, toys, sports equipment, shoes, household items, and gifts. Galerias Primero recently chose to run its business with JD Edwards EnterpriseOne Financials, Logistics, and Procurement, as well as PeopleSoft Enterprise Human Capital Management and Payroll. These solutions will ensure that the company's back-end systems run smoothly and efficiently. The company also plans to integrate its Oracle solutions with the retail software solution used in each of their shops.

Galerias Primero chose JD Edwards EnterpriseOne for its flexibility, which will allow the company to adapt the software to its unique business processes and maintain a competitive advantage in the retail industry. Knowledgeable JD Edwards EnterpriseOne partners with a solid understanding of the Consumer/Retail sector also played a key role in Galerias Primero's decision to implement the software. Galerias Primero purchased EnterpriseOne in the first quarter of 2005.

International Technidyne Corporation (ITC)
Industry: Medical devices
Employees: 480
Revenue: $82.4 million
Location: Edison, New Jersey

ITC is a world leader in the fields of hemostasis management and point-of-care testing, with over 30 years of knowledge and experience. ITC devices are reliable, easy to use, and enjoy significant brand recognition as a result of their product superiority.

ITC chose JD Edwards EnterpriseOne because its existing software had become outdated and could not provide the company with the information it needed to address its growth in manufacturing and comply with the latest Sarbanes-Oxley and 21 CFR 11 regulations. ITC selected JD Edwards EnterpriseOne because of its proven ability to handle multimode manufacturing and address the company's compliance requirements. ITC purchased JD Edwards EnterpriseOne at the end of March 2005, and implementation began shortly thereafter.

Service Corporation of America (SCA)
Industry: Food Service Management
Employees: 2,300
Revenue: <$100M
Location: Smithville, TN

Service Corporation of America (SCA) is an industry-leading provider of food service management for catering facilities at U.S. Army bases in Georgia, South Carolina, New Jersey, and Florida. SCA chose JD Edwards EnterpriseOne to replace an aging custom payroll solution and reduce long-term strategic risks associated with its legacy system.

In order to select the best solution, the company weighed relative operating costs, flexibility to handle specific business requirements, and long-term viability and support. In addition to JD Edwards EnterpriseOne, SCA considered third-party outsourcing firms and various vertical products. Ultimately, the JD Edwards team was able to demonstrate to SCA that the JD Edwards EnterpriseOne Payroll and Human Capital Management solutions were affordable, provided practical technology for a lean IT staff, and offered the flexibility and scalability to meet SCA's specific requirements. SCA purchased JD Edwards EnterpriseOne in the first quarter of 2005 and the implementation project began in the second quarter.

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Homax Holdings, Inc.
Industry: DIY Home Improvement
Employees: 225
Location: Bellingham, Washington

Homax Holdings, Inc. is a leading supplier of high-quality specialty consumer and contractor products, including drywall texturing and repair items, painting accessories, paint strippers and specialty removers, steel wool abrasives, cleaning products, and kitchen and bath accessories. Homax Holdings brand names include Goo Gone, Homax, Magic American, Gonzo, Jasco, Krusin, Tile Care, Rhodes American, Site-b, BIX, and Natural Magic. These products are sold to professional painters, decorators, and do-it-yourself consumers through paint stores, home centers, mass merchandisers, hardware stores, and grocery and specialty retailers.

Homax chose the JD Edwards EnterpriseOne solution in order to accommodate their anticipated future growth. They are using the software for financials, distribution, and manufacturing.

United Service Companies/United Maintenance
Industry: Trade Show Support
Employees: Over 2,000
Location: Headquartered in Chicago, with locations across the US

United Service Companies is the largest convention, trade show, and event cleaning and labor company in the United States. It is comprised of several interrelated companies, including United Maintenance, that provide janitorial, security, water treatment, and staffing services for over 2,000 events every year.

United Service Companies chose JD Edwards EnterpriseOne to address problems caused by the disparate systems its various divisions were running. These disjointed systems required extensive support and did not provide timely information.

The company determined that the JD Edwards EnterpriseOne General Accounting, Payroll, and Project Management applications would provide a single solution with the low total cost of ownership and benefits the company required. These benefits include expedited posting and integration of information, timely reporting of project status, and a framework for efficient business growth.

Oracle Executives and Industry Analysts Stand Behind JD Edwards EnterpriseOne

"With a rich history of providing solutions ideal for small to midsize companies, robust industry-specific functionality, and over 4,000 customers around the world, JD Edwards EnterpriseOne is a strong product line within Oracle's application offerings. EnterpriseOne continues to be sold to new customers, and our plan is to continue increasing the value of EnterpriseOne with future enhancements and comprehensive product support."

—Charles Phillips, President, Oracle. May 2005.

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"Since its acquisition of PeopleSoft, Oracle has been quietly making investments in new partnership programs, product development and branding initiatives around the JD Edwards assets. These initiatives and investments show Oracle's intent to compete in the mid-market. Existing users should upgrade to EnterpriseOne 8.11 to take advantage of applications to be built on Project Fusion."

—R. "Ray" Wang, Forrester Research, Quick Take, August 2005

"EnterpriseOne is a very good product with an excellent reputation among SMB buyers, and it comes with an experienced channel of ERP resellers. SMBs should certainly consider Oracle when they are looking for new applications. The products and associated tools and services are very competitive on functionality and price."

—Judy Sweeney, AMR Research Alert. May 2005.

JD Edwards EnterpriseOne Customers Continue to Reap Significant Benefits

"Since implementing EnterpriseOne in 2001, we've seen a 100% improvement in pricing and invoicing accuracy, a 300% improvement in forecasting accuracy, and $5 million in annual hard savings."

—Ross Bradley, Berri Ltd. ($400 million juice manufacturer), Australia.

"EnterpriseOne 8.11 is the first manufacturing solution we've seen that is flexible enough to support the demand-driven nature of our business. The solution fits our business needs better than any other traditional MRP or ERP system."

—Al Romanowicz, Symmons Industries (manufacturer of plumbing products), USA

"We decided to adopt EnterpriseOne because it is flexible and easily adaptable. These are decisive factors for a company like Gilbarco, which has undergone extensive organizational changes in the space of just a few years."

—Paolo Fabbri, Gilbarco ($40 million high-tech manufacturer), Italy

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