



Atrium Medical Corporation
Hudson, NH
www.atriummed.com

Industry:

Life Sciences

Annual Revenue:

US\$140 million

Employees:

500

Oracle Products & Services:

Oracle Order Management
Oracle Financials
Oracle Inventory Management
Oracle Mobile Supply Chain
Oracle Purchasing
Oracle Discrete Manufacturing
Oracle Project Costing
Oracle Advanced Pricing
Oracle Internet Expenses
Oracle Master Scheduling/MRP
Oracle Field Sales
Oracle Quoting
Oracle Proposals
Oracle Marketing

Oracle Partner:

Tricore Solutions, Inc.
www.tricore.com

“Oracle has been such a solid solution for us that we have been able to replace our disparate systems and manual processes and utilize one source of truth. With the ability to clearly visualize our business, we are able to support continuous growth.” – Donna Martin, Oracle Project Manager, Atrium Medical Corporation

Atrium Medical Corporation Integrates Systems and Improves Inventory Visibility to Support Growth

Founded in 1981, Atrium Medical Corporation is a diversified healthcare technology company that develops quality medical devices for the treatment of cardiovascular disease. Atrium distributes more than 2 million sterile medical products annually to organizations around the globe.

Challenges

- Replace legacy business applications with an integrated enterprise resource planning (ERP) system that can support rapid growth and multi-entity and multicurrency environments
- Automate manual processes to improve efficiency and the company’s competitive edge in the medical device market, which faces increased cost pressures
- Improve planning and increase visibility into inventory versus demand to support greater operational efficiency
- Extend visibility into and improve the consistency and efficiency of marketing and sales processes

Solution

- Implemented Oracle E-Business Suite applications to create an integrated and highly scalable IT environment that automates core business processes and enhances visibility of critical business information
- Reduced excess inventory and accelerated inventory turns with increased visibility into stock and demand
- Facilitated quality standard and industry regulation compliance
- Replaced cumbersome spreadsheets with automated reporting capabilities—enhancing information sharing and collaboration
- Increased sales by nearly 50% over three years and reduced inventory levels by 20% to 25% through better control and improved reporting and analytics
- Enabled employees to perform warehouse and shop-floor transactions using hand-held devices—driving real-time transaction processing and increased mobility and convenience
- Increased customer satisfaction with improved inventory accuracy, timely shipment confirmations, and quality tracking
- Enabled Atrium to support a sales force that more than tripled in size over two years (through the addition of 100 sales professionals) with robust tools and processes
- Deployed the initial phase of the solution within eight months