



Butler Manufacturing Company
Kansas City, MO
www.butlermfg.com

Industry:

Industrial Manufacturing

Annual Revenue:

US\$501 million to US\$1 billion

Employees:

3,650

Oracle Products & Services:

Oracle Financials
Oracle Manufacturing
Oracle Order Management
Oracle Advanced Supply Chain Planning
Oracle Configurator
Oracle Sales and Marketing
Oracle TeleSales
Oracle Database

Oracle Partner:

Deloitte Consulting
www.deloitte.com

“ERP implementations can be difficult, but for us it was a risk worth taking. We now have more opportunity for growth because we have access to accurate data and we’re not operating in silos.

Oracle has given us a greater appreciation for how our business units affect one another.” – Gary Snodgrass,
Manufacturing Information Systems Manager, Butler Manufacturing Company

Butler Manufacturing Company Streamlines Business Processes to Increase Profitability

Butler Manufacturing Company, a BlueScope Steel Company, is a building-solutions company providing the design, manufacture, and marketing of metal building systems for commercial construction. Butler Manufacturing was founded in 1901 and currently operates manufacturing, engineering, and service centers throughout the United States and worldwide. The company’s products are primarily sold, installed, and serviced through independent dealers called Butler Builders.

Challenges

- Replace outdated legacy enterprise resource planning (ERP) system and centralize business processes
- Improve efficiency by integrating manufacturing, planning, and supply chain with order management and sales
- Increase profitability

Solution

- Worked with Deloitte Consulting to implement Oracle Financials, Oracle Manufacturing, Oracle Order Management, Oracle Advanced Supply Chain, and Oracle Configurator to fully integrate and streamline business processes
- Consolidated 37 disparate systems and eliminated silos
- Reduced inventory, allowing the company to operate in a lean environment
- Leveraged Oracle Configurator to peg shop floor demand back to sales orders, improving data management
- Decreased the number of primary part (or unit) numbers across product lines to simplify and accelerate the order management process
- Enabled a smooth transition when BlueScope Steel purchased Butler because the company was able to easily present the consolidated data to the new owners
- Improved coordination between departments and enabled opportunities for future growth
- Reduced financial closing time by 35%
- Reduced cost update time by 20%
- Reduced order scheduling time by 30%
- Reduced sales order booking time by 25%