



Eaton Corporation  
Cleveland, OH  
www.eaton.com

#### Industry:

Industrial Manufacturing

#### Annual Revenue:

US\$15.4 billion

#### Employees:

75,000

#### Oracle Products & Services:

Oracle Order Management  
Oracle Discrete Manufacturing  
Oracle Bills of Material  
Oracle Work in Process  
Oracle Quality  
Oracle Flow Manufacturing  
Oracle Product Configurator  
Oracle Advanced Supply Chain Planning  
Oracle Warehouse Management  
Oracle Release Management

#### Implementor:

Oracle Consulting

**“Thanks to the greater visibility we have with our Oracle E-Business Suite global framework, we are able to rapidly adjust production scheduling and inventory levels on a daily basis at each of our plants, depending on what level of demand we’re seeing from our customers.”** – John Gercak, Director of IT and Group CIO, Eaton Truck Group

## Eaton Corporation Improves Efficiency and Productivity with Single Global-Instance Deployment

Eaton Corporation is a global technology leader in electrical components and systems for power quality, distribution, and control; hydraulics components, systems, and services for industrial and mobile equipment; aerospace fuel; and hydraulics and pneumatic systems for commercial and military use—selling products to customers in more than 150 countries. Through its Truck Group, Eaton produces highly innovative power train systems for performance, fuel economy, and safety in commercial vehicles around the world.

### Challenges

- Enable a single, global view of the truck business, which spans 26 facilities and generated US\$2.3 billion in revenue in 2008
- Replace multiple, disparate legacy applications to create a single platform for efficiently managing orders, scheduling, production, and shipping
- Manage supply chain and inventory with greater agility and precision at the local and global levels
- Improve and accelerate reporting processes to enable Eaton to make timely decisions across its global operations

### Solution

- Replaced numerous disparate enterprise applications with a single global instance of Oracle E-Business Suite across Eaton’s 26 global Truck Group facilities
- Improved the ability to drive consistent processes across the group and track performance with key metrics
- Gained more timely and accurate information for improved efficiency
- Equipped employees with consistent data and enabled greater control over governance, risk, and compliance efforts
- Enhanced and accelerated order forecasting and shipping as a result of increased automation and visibility
- Provided customers with the ability to access timely order and shipping information, improving customer relationships
- Consolidated and replaced more than 1,000 disparate legacy systems, simplifying and reducing IT management costs
- Gained greater flexibility in managing the group’s supply chain and increased productivity
- Increased supplier on-time delivery with decreased lead times