



Elliott Company
Jeannette, PA
www.elliott-turbo.com

Industry:

Industrial Manufacturing

Annual Revenue:

US\$101 million to \$500 million

Employees:

1,200

Oracle Products & Services:

Oracle Discrete Manufacturing
Oracle Work in Process
Oracle Bills of Material
Oracle Quality
Oracle Order Management
Oracle Projects
Oracle Advanced Supply Chain Planning
Oracle Purchasing
Oracle iSupplier Portal
Oracle Inventory
Oracle Financials
Oracle Time and Labor
Oracle Reports
Oracle Discoverer

“With Oracle E-Business Suite, we replaced our outdated system with a fully integrated solution. We have improved employee efficiency with real-time data, reduced our procurement spend by 5%, and gained the ability to cost jobs in minutes, instead of hours or days.” – John Russo, Senior Business Analyst, Elliott Company

Elliott Reduces Annual Job-Costing Expenses by US\$1 Million and Improves Inventory Management

Customers throughout the world choose Elliott Company for the design, manufacture, and service of their critical rotating equipment. Elliott supplies and services turbomachinery for the full spectrum of oil and gas, refining, liquefied natural gas, petrochemical, and other process and power applications.

Challenges

- Replace aging legacy, text-based enterprise resource planning solution with Web-based, fully-integrated solution able to automate job costing
- Enable efficient workflow processes to improve collaboration between Elliott Company and its suppliers
- Ensure continued global competitiveness as the export market represents 70% of the company’s business

Solution

- Deployed Oracle E-Business Suite to determine job costs in minutes—ultimately saving the company more than US\$1 million in annual staff costs related to this function
- Decreased monthly financial close cycle from two weeks to two days with integrated and automated financial processes
- Allowed the company to process physical inventory in a few days instead of months
- Improved productivity by eliminating the need to re-key information—such as part numbers or bills-of-material data—from paper-based documents or from one system to another
- Provided procurement visibility to more effectively bundle purchases and leverage insight for better pricing and payment terms from vendors
- Reduced procurement spend by 5% through expanded visibility into purchasing history
- Automated the purchase order (PO) process and improved communication with the company’s top 80 suppliers, allowing Elliott to provide POs within one-to- two minutes using Oracle iSupplier Portal
- Helped reduce costs and provided greater visibility into costs on a real time basis to compete effectively in the global market
- Accelerated reporting by eliminating the need to request reports from IT and allowing employees to do their own reporting