



FW Murphy
Tulsa, OK
www.fwmurphy.com

Industry:

Industrial Manufacturing

Annual Revenue:

\$120 million

Employees:

550

Oracle Products & Services:

JD Edwards EnterpriseOne
Financial Management
Manufacturing and Supply
Chain Management
Customer Relationship
Management
Human Capital Management

Implementor:

Oracle Consulting

“Oracle’s JD Edwards EnterpriseOne provides timely data that allows us to make informed business decisions, from product pricing to overall financial planning. We can see the results on the shop floor. We could not have come close to accomplishing what we have over the past 12 years without JD Edwards.” – Mitch Myers, Vice President of Operations, FW Murphy

FW Murphy Improves Manufacturing Resource Planning Rating by 73%

FW Murphy is an International Organization for Standardization (ISO) 9001-registered manufacturer committed to providing innovative products and services for comprehensive equipment management and control solutions. The FW Murphy product line has evolved from its original Swichgage instrument to include a broad range of engine and engine-driven equipment controls and monitoring systems. Typical applications include gas compressors, off-highway and construction equipment, standby generator controls, irrigation, and water pumping.

Challenges

- Achieve sustainable profitability which requires advanced supply chain, execution, and manufacturing processes, as well as superior customer service
- Maintain flexibility with customers and dedication to innovative products
- Gain easy access to key performance indicators
- Achieve manufacturing resource planning (MRP) Class A status from the American Production Inventory Control Society (APICS)—a top honor in the manufacturing industry

Solution

- Implemented Oracle’s JD Edwards EnterpriseOne applications for a fully integrated, accessible enterprise resource planning system (ERP) that enables the company to achieve sustainable profitability
- Achieved a 98% rating on the APICS Class A evaluation after the implementation, up from a 25% rating prior
- Realized a 97% on time delivery level
- Improved demand forecasting accuracy by 40% at the SKU level and 20% at the product family level
- Doubled revenue per employee between 1998 and 2002
- Gained an easy to integrate solution which supports growth and acquisition
- Worked with Oracle Consulting to complete the implementation two months ahead of schedule