



Greif, Inc.  
Delaware, OH  
www.greif.com

**Industry:**

Industrial Manufacturing

**Annual Revenue:**

US\$3.3 billion

**Employees:**

10,300

**Oracle Products & Services:**

Oracle Transportation  
Management

**Oracle Partner:**

Capgemini  
www.capgemini.com

**“It is hard to manage what cannot be measured. Oracle Transportation Management has provided us with the ability to look out over our locations and identify executable opportunities.”** – Mike Smudz, Director of Supply Chain Programs, Greif, Inc.

**Greif, Inc. Automates and Improves Efficiency of Global Transportation Management**

Founded in 1877, Greif, Inc. is a world leader in industrial packaging products and services. With manufacturing facilities in more than 45 countries, Greif offers industrial packing products such as steel, fiber and plastic drums; intermediate bulk containers; packaging accessories including closure systems; and polycarbonate water bottles. Greif also provides a variety of value-added services, including blending, packaging, logistics, and warehousing.

**Challenges**

- Centralize and automate transportation planning and procurement to enhance operating efficiency
- Improve visibility into detailed freight data at the stock-keeping unit (SKU) level
- Control escalating fuel and freight costs

**Solution**

- Worked with Oracle Partner Capgemini to implement Oracle Transportation Management to automate and standardize transportation scheduling and management processes, thereby driving improved operational efficiencies
- Deployed a Web portal, enabling suppliers and customers to enter orders into Oracle Transportation Management for centralized freight planning by business unit, region, and/or mode
- Averaged four-week deployment cycles per location after pilots
- Enhanced visibility into freight data and costs, driving more informed planning and operations improvements
- Gained the ability to create detailed reports and track key performance indicators (KPIs)
- Optimized transportation processes and low-cost carrier selection
- Gained the ability to re-bid current business in conjunction with deployments
- Enabled the company to identify opportunities within and between business units