



Hengyang Steel Tube (Group)  
Hengyang City, China  
www.hysteeltube.com

#### Industry:

Industrial Manufacturing

#### Annual Revenue:

US\$1.18 billion

#### Employees:

6,000

#### Oracle Products & Services:

Oracle Financials  
Oracle Order Management  
Oracle Advanced Pricing  
Oracle Process Manufacturing  
Oracle Purchasing  
Oracle Inventory Management  
Oracle Advanced Supply Chain Planning

#### Oracle Partner:



Han Consulting (China) Ltd.  
www.hanconsulting.com

**“We are the first manufacturer in the metallurgy industry that has successfully integrated our sales and production processes.”** – Liu Yanjian,  
IT Director

## Hengyang Steel Implements Integrated Solution to Streamline Product Development and Delivery

Established in 1958, Hengyang Steel Tube (Group) is one of the largest steel pipe manufacturers in China, operating five steel pipe and two electric furnace production lines. The company produces 30 types of steel pipes in 4,100 sizes. Its main market is in China, and it also exports large quantities of its products each year.

### Challenges

- Integrate manufacturing and managerial information systems to better manage product development and delivery processes
- Communicate key business data to finance department for management system monitoring and financial forecasting
- Improve employees’ understanding of business data, enabling them to make more informed and timely decisions

### Solution

- Engaged Oracle Certified Partner Han Consulting to upgrade existing infrastructure to Oracle E-Business Suite, including new modules that merge production and sales systems
- Developed an integrated data management system to collect information on raw materials, formulas, material properties, quality planning, work centers, and processing routines
- Ensured better integration between production, sales, and quality processes with a material coding system
- Provided more accurate cost control, reduced manual errors, and enabled real-time views of financial data
- Provided managers with flexible reporting and analysis tools
- Established a scalable price management system to meet increasing sales demand and facilitate quick responses to customer queries
- Designed an integrated information library for implementation of quality control during the purchasing, production, and sales processes
- Lowered inventory costs and procurement expenses using a detailed material requirements plan