



TDC Software Engineering Inc
Tokyo, Japan
www.tdc.co.jp

Industry:

Professional Services

Annual Revenue:

US\$145 million

Employees:

1,169

Oracle Products & Services:

PeopleSoft Enterprise Customer Relationship Management
Oracle Project Management

“With Oracle’s PeopleSoft Enterprise CRM and Project Management working in sync, we could dramatically improve internal workflows and management decision-making processes.” – Yasuo Kawai, Director, Operating Officer and General Manager, Financial Systems Division, TDC Software Engineering Inc

TDC Software Builds Real-Time Project Management System to Reduce Risk and Control Costs

Founded in 1963, TDC Software Engineering is a systems integrator providing enterprise systems to financial services and manufacturing organizations. The company has expanded its business to include peripheral systems such as mobile solutions that integrate with back-end systems. TDC Software Engineering is an Oracle business partner.

Challenges

- Improve ability to manage project risk and deliver implementations on time and on budget
- Build a real-time management system to forecast how sales and projects will affect future earnings

Solution

- Integrated Oracle’s PeopleSoft Enterprise CRM modules with Oracle Project Management to build a project management system
- Improved business forecasting and enabled timely decision-making by consolidating enterprise-wide information in a single repository
- Enhanced resource allocation efficiency
- Supported informed sales opportunity management
- Synchronized system engineers’ availability
- Established an effective control system by increasing visibility into the sales process and enabling managers to monitor performance on a regular basis
- Achieved better customer service by providing customer service staff with a complete transaction history
- Completed implementation and maintenance of the systems using internal resources and skills