



Tecumseh Products Company
Ann Arbor, MI
www.tecumseh.com

Industry:

Industrial Manufacturing

Annual Revenue:

US\$1 billion

Employees:

11,000

Oracle Products & Services:

Oracle Financials
Oracle Manufacturing
Oracle Supply Chain Planning
Oracle Advanced Supply Chain Planning
Oracle Inventory Optimization
Oracle Collaborative Planning
Oracle Procurement
Oracle Order Management
Oracle Warehouse Management

Oracle Partner:

Deloitte
www.deloitte.com

“Very few global manufacturers operate on a single, global instance of their ERP systems. By doing so with Oracle E-Business Suite, we gained global visibility, drastically improving decision making and helping us operate together more efficiently.” – Doug Yenor, Chief Information Office, Tecumseh Products Company

Tecumseh Products Company Unifies Global Business Systems to Improve Decision Making and Efficiency

Tecumseh Products Company is a full line, independent global manufacturer of hermetic compressors for air conditioning and refrigeration products. For more than 70 years, Tecumseh has manufactured the products that make household appliances work, and today its products are sold in more than 120 countries.

Challenges

- Support business goals to unify operations in five key countries, which had previously operated independently
- Improve inventory management of its manufactured products
- Enable the company to conduct global sales and operations planning and share financial information across sites

Solution

- Worked with Oracle Partner Deloitte to replace disparate legacy systems and bring all four regions onto a single global instance
- Standardized on a common set of business processes for 1,400 users worldwide, while maintaining necessary localizations
- Enabled the company to manage inventory based on need by quickly ramping up or scaling back facilities
- Enabled long-term, global planning with Oracle Advanced Supply Chain Planning
- Delivered global cost visibility with Oracle Manufacturing, enabling strategic decisions about where and when to manufacture products
- Streamlined purchasing with Oracle Procurement, helping the company select the most cost-effective products and materials
- Improved order fill rates and gained the ability to track an order from start to completion with Oracle Order Management
- Managed a complex distribution system and quickly put new warehouses online with Oracle Warehouse Management
- Accelerated the monthly close by 18 days and improved consistency and accuracy by replacing disparate systems and individual ledgers for each country with a unified process
- Reduced IT costs from a standard measure of 2% of revenue to less than 1.3% of revenue by transitioning decentralized applications and infrastructure into a single, common platform
- Made it easier and quicker to open new sites due to the hosted nature of the ERP system and standardized training