



TETRA Technologies, Inc.  
The Woodlands, TX  
www.tetratec.com

#### Industry:

Oil & Gas

#### Annual Revenue:

US\$784.9 million

#### Employees:

2,536

#### Oracle Products & Services:

JD Edwards EnterpriseOne  
Oracle User Productivity Kit  
Demantra Advanced Forecasting  
and Demand Modeling

#### Implementor:

Oracle Consulting

#### Oracle Partner:

Deloitte Consulting LLP  
www.deloitte.com

**“Oracle Applications Unlimited means that Tetra has an upgrade path that will take us from where we currently are to the latest and newest functionality that Oracle offers—when we are ready.”** – Daryl Ambres, Project Manager, TETRA Technologies, Inc.

## TETRA Technologies, Inc. Improves Performance with Successful, Enterprise-Wide System Upgrade

TETRA Technologies, Inc. is a geographically diversified oil and gas services company that provides niche products and services for well completion and late-life production enhancement and decommissioning. In addition, TETRA is the world’s largest vertically integrated producer, marketer, and distributor of calcium chloride, which it supplies as feedstocks for its completion fluids business and for applications in a variety of other markets.

### Challenges

- Upgrade enterprise resource planning software to improve performance and ensure scalability for the expanding enterprise
- Streamline business processes to unify mixed cultures across the enterprise resulting from recent acquisitions
- Improve the order-to-cash process and accelerate the sales order cycle

### Solution

- Upgraded to Oracle’s JD Edwards EnterpriseOne 8.12 to meet the growing company’s increasingly complex supply chain and logistics processes
- Improved TETRA’s ability to manage its sales forecasting capabilities through the integration of JD Edwards EnterpriseOne and Oracle’s Demantra applications
- Allowed the company to expand visibility of sales information to serve its global team and quickly incorporate variances into forecasts for more accurate projections
- Gained the ability to make system upgrades on the company’s own schedule with Oracle’s Applications Unlimited initiative
- Improved the company’s ability to streamline, understand, and cost its entire supply chain—including its transportation costs, which account for 30% of the cost of its products
- Leveraged Oracle User Productivity Kit to design business processes, such as procure-to-pay and order-to-cash, and build out training documentation, facilitating rollout of the system
- Isolated bottlenecks and adjusted transactions using Oracle Performance Monitor
- Worked with Deloitte Consulting LLP and Oracle Consulting to expedite implementation and support initial system tuning